



## New England Mortgage Bankers Conference September 18, 2013

**Providing Greater Purchase Certainty** 

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#### Introduction



What value would you find in having a tool that would assist you in determining that an individual mortgage meets Freddie Mac purchase requirements prior to loan delivery?





# Providing Greater Purchase Certainty

Making it easier for you to do business in todays housing market

Tools: Loan Prospector, LQA, Uniform Collateral Data Portal

#### What you can expect from us

- Greater certainty to enable better business
  - > A suite of new and enhanced tools and resources to support you throughout the entire loan manufacturing process
  - Increased transparency into our view of risk and QC file review strategies, findings, and trends
  - Confidence from knowing the loans you sell to Freddie Mac meet our purchase requirements
- Comprehensive support to help you manage your business
  - Continuing to work together to support your success under the new representation and warranty framework
  - > Guidance to help you implement market and regulatory changes
  - > Customer education resources
  - > A laser focus on delivering results and providing you with the best possible customer experience

#### **Greater Purchase Certainty Initiative**

#### Freddie Mac Suite of Tools Data Standards **Uniform Loan Delivery** Post-Purchase At Purchase **Pre-Purchase Data Set** Data elements required at Loan Prospector® **Quality Control** Selling System loan delivery for Freddie Assists lenders in Prices and purchases loans **Information Manager** Certainty Mac loans. manufacturing Freddie Mac from lenders based on agreed Secure web-based reporting eligible loans (credit and Third Party Data Verification to terms. system for Freddie Mac and **Uniform Appraisal** capacity). our customers to share **Data Set** performing and non-Standardizes definitions Home Value Explorer® performing loan data and and includes all required Provides collateral valuation better manage repurchase fields for an appraisal for residential properties and **Greater Purchase** and remedy requests. submission. insight during appraisal review into potentially inflated Loan Coverage Insight **Uniform Closing** appraised values. New online application that **Data Set** will serve as a single source **UCDP® Future** for credit risk sharing Provides an early view into information. **Uniform Loan** appraisal quality and any potential collateral risk. Application Data Set / AUS Loan Quality Advisor<sup>SM</sup> Future upgrade Validates for lenders that a Freddie Mac eligible Ioan was manufactured and is ready for delivery. **Data Validation** Comprehensive Support Data Quality • Credit Quality Collateral Value/Quality • Product Eligibility Risk Requirements

#### Our tools are designed to support your business

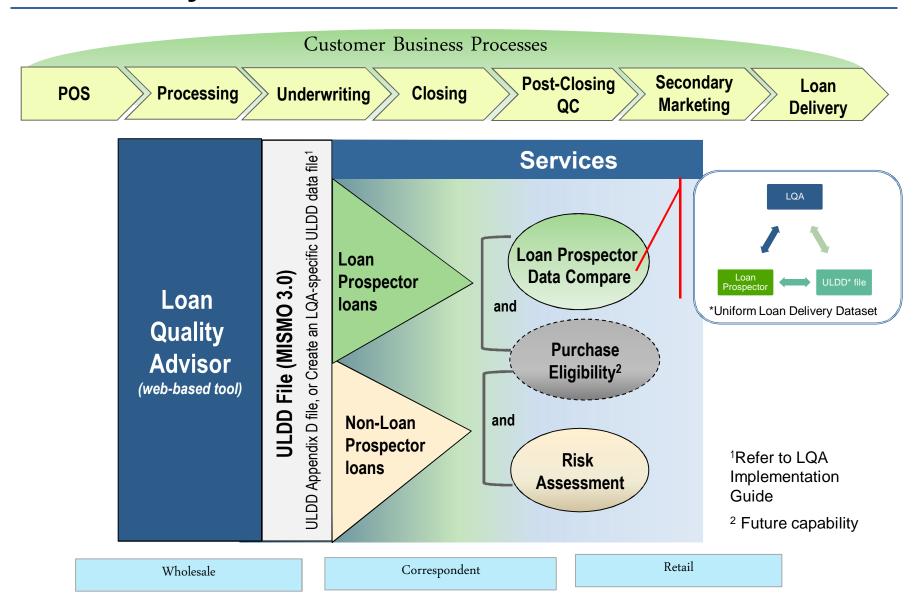
- Freddie Mac
   suite of risk and eligibility assessment tools support you
   throughout the entire loan manufacturing process.
- These tools are how you get transparency into and clarity around our purchase eligibility requirements. and, ultimately, the confidence that comes from greater purchase certainty.
- Plus, we're enhancing our current technology and adding new tools.
- We also offer training and other support resources to ensure successful adoption and usage.

#### **2013 Milestones**

- Introduction of Loan Quality Advisor, our newest web-based risk and eligibility assessment tool designed to be easily adopted into your business processes.
- Enhanced Loan Prospector to provide you with clearer, more detailed feedback on our eligibility requirements and underwriting rules.
- Updated UCDP to implement Freddie Mac proprietary appraisal quality edits to provide an early view of possible appraisal issues.

#### **Loan Quality Advisor Services**





#### **Loan Quality Advisor: Benefits**



#### LP Data Compare

# Provides a comparison view of current loan data submitted to LQA against loan data used in the last Loan Prospector submission Identifies data discrepancies prior to loan delivery so that you can take action to ensure the accuracy of the loans data and the corresponding Loan Prospector result Helps maintain the loans LP Accept risk

class so that any representation provided by the use of Loan Prospector can remain valid

at loan purchase

#### Risk Assessment

Provides a summary of Freddie Macos view of credit risk for loans not originated using Loan Prospector

Indicates the likelihood of an LP Accept or LP Caution recommendation if the loan had been submitted to Loan Prospector

#### **Loan Quality Advisor: Services**



## **Loan Prospector Data Compare Service**

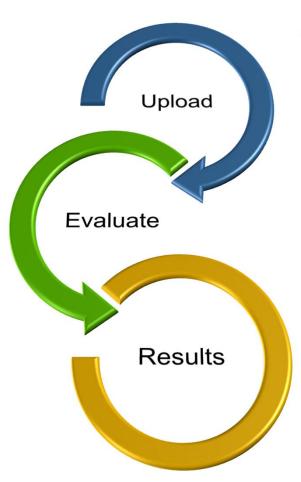


#### **Loan Quality Advisor: Functionality**



#### The Process

- Performs a format check on the file
- Evaluates the file



- Upload a ULDD batch file containing one or multiple loan data files
  - » Must be an acceptable file extension (.xml or .zip)

- Loan Prospector Data Compare Result Indicator: Green/Yellow/Red (or)
- Risk Assessment Result Indicator: Green/Yellow

and,

Purchase Eligibility
 A future capability

#### LQA Integration: Evaluation Results



#### LP Data Compare Service

Green

The data submitted to LQA matches the data in the last Loan Prospector transaction

No Seller action is necessary on this loan file Yellow

The data submitted to LQA does not match the data in the last complete Loan Prospector transaction, however, any differences are within allowed tolerances\*

You should perform a review of the data to ensure the data in the last Loan Prospector transaction still represents the current loan data\*

Red

The data submitted to LQA does not match the data in the last Loan Prospector transaction. The differences indicate a resubmission to Loan Prospector may be warranted\*

You should perform a review of the data to ensure the data in the last Loan Prospector transaction still represents the current loan data\*

If the current loan data does not match the data in Loan Prospector, you should resubmit to Loan Prospector to ensure the loan data supports the findings previously generated by Loan Prospector\*

Note:

Color designations associated with LP Data Compare results are intended only as a visual guide for indicating the necessity (if any) for an LQA user to review the loan data for errors or inconsistencies. Such designations are not provided for any other reason, nor should they be used or relied upon except for purposes of triggering data file reviews as set forth in LQA, any LQA output, the User Guide or related documentation.

#### **Loan Quality Advisor: Services**



#### **Risk Assessment**

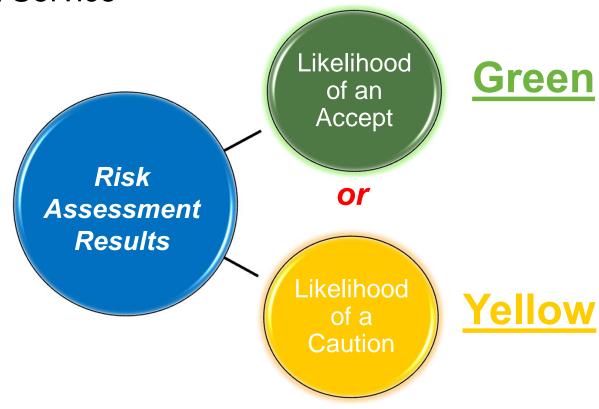
Provides a summary of Freddie Macos view of credit risk for loans <a href="mailto:not">not</a> originated using Loan Prospector



#### **LQA Integration: Evaluation Results**



#### Risk Assessment Service

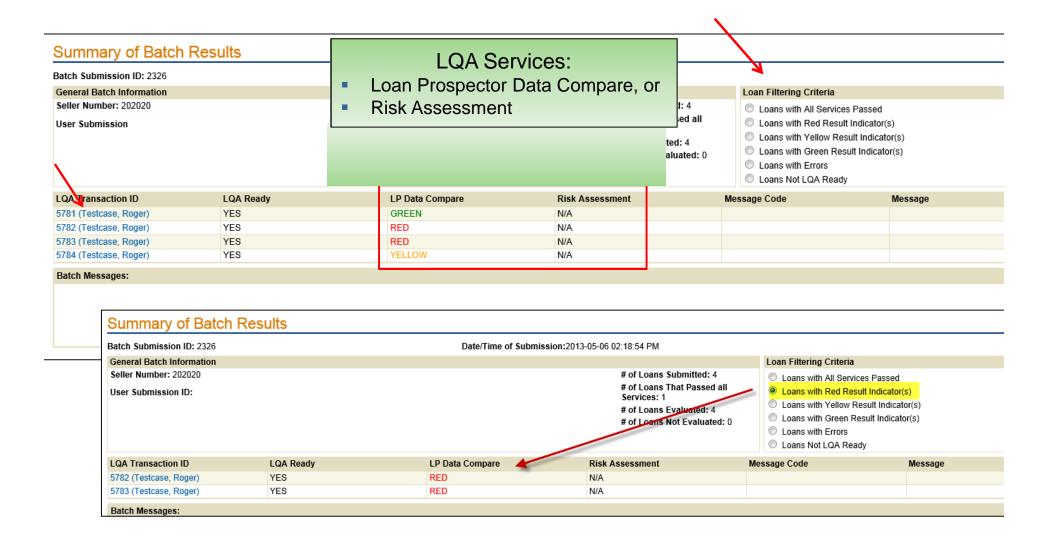


Note: Color designations

Color designations associated with Risk Assessment results are intended only as a visual guide for indicating the likelihood of the risk class associated with a data file. Such designations are not provided for any other reason, nor should they be used or relied upon except to identify the results of the risk assessment as set forth in LQA, any LQA output, the User Guide or related documentation.

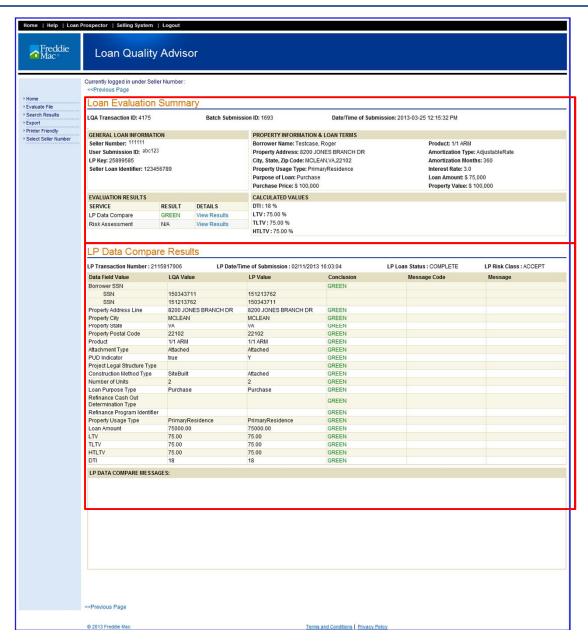
#### Functionality: Batch File Results





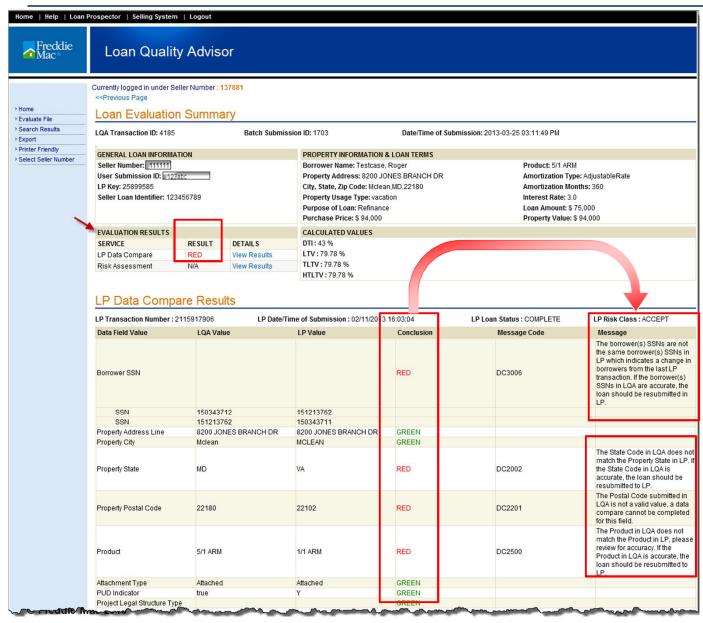
# **Evaluation Results: Loan Evaluation Summary-Green**





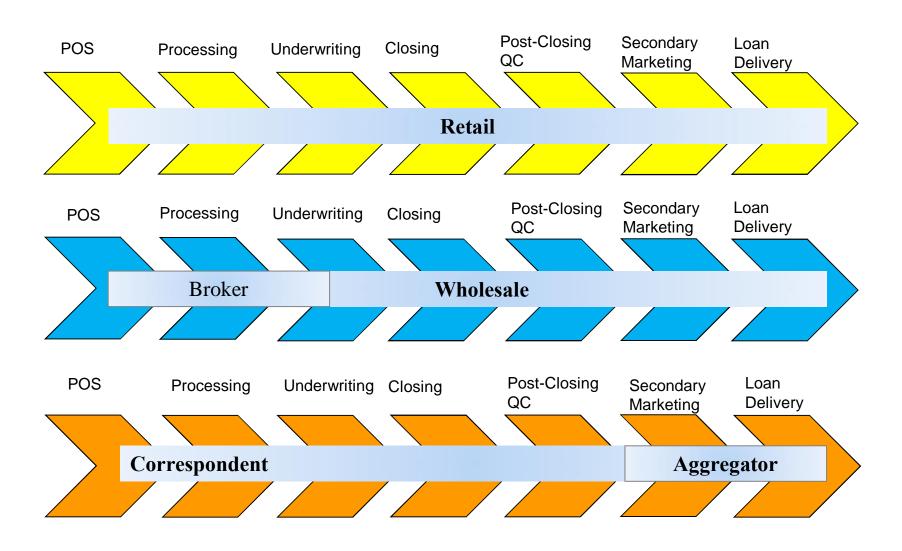
# **Evaluation Results: Loan Evaluation Summary- Red**





#### **Origination Process(es)**





#### Recap: Functionality/Evaluation Results





Accepts a Uniform Loan Delivery Data (ULDD) file format



Leverages the same single-loan or multi-loan batch file upload approach for submissions as used in the selling system



Allows the user to view both batch-level and loan-level results



Provides the ability to sort batch results to easily identify critical issues based on red, yellow and green indicators, as applicable



Allows users to easily export results to the desktop

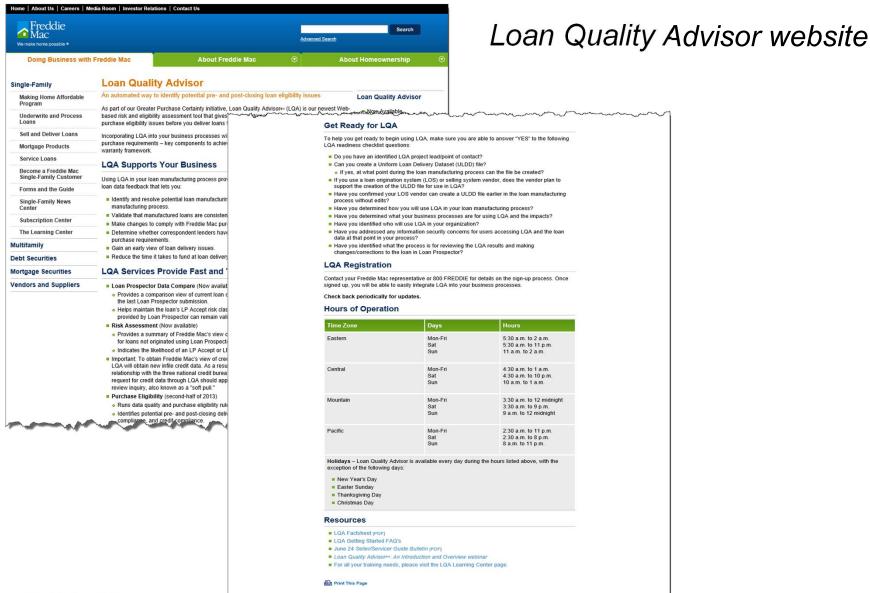
#### **Next Steps**











#### **Consumer Financial Protection Bureau Updates**





## Bulletin

NUMBER: 2013-16

TO: Freddie Mac Sellers

August 20, 2013

#### SUBJECT: UPDATES IN RESPONSE TO THE CFPB FINAL RULE ON ABILITY TO REPAY

This Single-Family Seller/Servicer Guide ("Guide") Bulletin updates our requirements in response to the final rule of the Consumer Financial Protection Bureau (CFPB) implementing the ability to repay provisions ("ATR") under the Truth-in-Lending Act, as amended by the Dodd-Frank Wall Street Reform and Consumer Protection Act of 2010 ("CFPB final rule"). The updated requirements include:

- Retiring Mortgages with original maturities in excess of 30 years as eligible Freddie Mac Mortgages
- Retiring Prepayment Penalty Mortgages as eligible Freddie Mac Mortgages
- Introducing new points and fees thresholds to replace the existing Freddie Mac 5% threshold
- Updating our requirements for Higher-Priced Mortgage Loans (HPMLs) for the following Mortgages:
  - ☐ Freddie Mac Relief Refinance Mortgages SM
  - ☐ ARMs with Initial Periods of 7 or 10 years

In the context of the CFPB final rule, we are also providing Sellers with additional information about Mortgages evaluated through Loan Prospector®, our representation and warranty framework, government Mortgages and ULDD Data Points.

#### **EFFECTIVE DATE**

The changes announced in this Bulletin are effective for Mortgages with Application Received Dates on or after January 10, 2014.

In addition, Mortgages with original maturities in excess of 30 years and Prepayment Penalty Mortgages, must have a Freddie Mac Settlement Date on or before July 31, 2014.

#### BACKGROUND

On January 10, 2013, the CFPB final rule was issued, which generally requessonable, good faith determination of a Borrower's ability to repay before establishes certain protections from liability for qualified mortgages. The CR amendments subsequently released by the CFPB on May 29, 2013 and July 1 for Mortgages with applications received on or after January 10, 2014.

At the direction of the Federal Housing Finance Agency (FHFA), Freddie Ma worked together in an effort to align updated requirements in response to the





#### **Loan Prospector News**



We're enhancing Loan Prospector...

Updated functionality to increase system efficiency
February 2013

Enhancing purchase eligibility feedback messages

July 2013

Enhancing underwriting messages

4th Q 2013

õ with more enhancements to come

#### **Loan Prospector July Release – Summary**



Loan Prospector purchase restriction messages are more specific

References to product or program have been updated with more granular information

Improved feedback messages will provide additional transparency into Freddie Macs requirements

50+ generic messages will be replaced with 250+ loan specific messages

#### **Loan Prospector July Release – Summary**

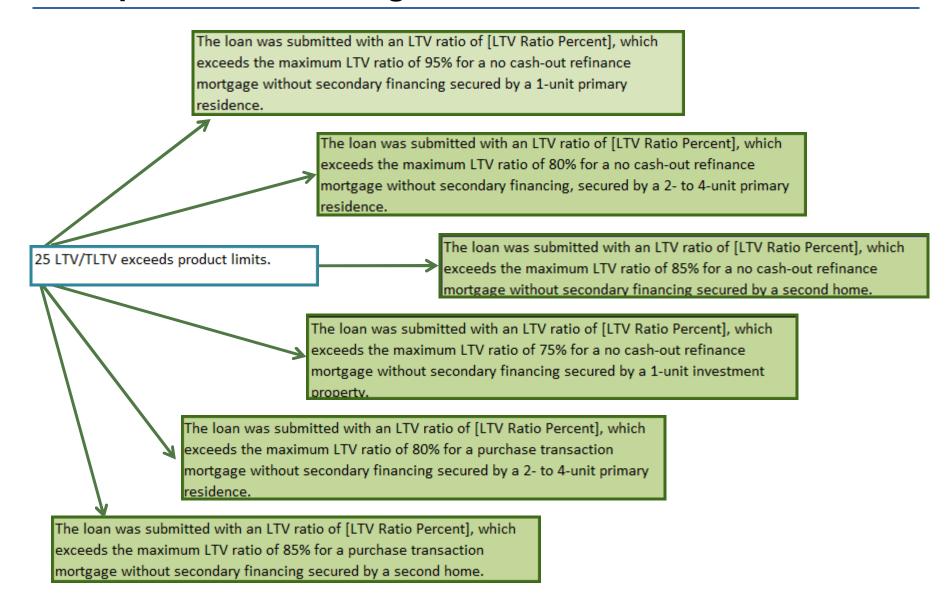


## More specific information for the following:



#### **Examples – LTV messages**





# More examples – Home Possible, Manufactured Homes, ARMs

None



Previous Message	New Message
Limited buydown parameters not met for	A Home Possible Mortgage must have a buydown term less than or equal
Home Possible.	to 24 months.
LTV/TLTV/HTLTV ratio exceeds	The loan was submitted with an LTV ratio of [LTV Ratio Percent], which
Manufactured Housing limits.	exceeds the maximum LTV ratio of 85% for a no cash-out refinance
	mortgage, with a loan term of 30 years of less, without secondary
	financing, secured by a manufactured second home.
None	A Relief Refinance Mortgage - Open Access must not be a newly constructed home mortgage.
	A second home mortgage secured by a manufactured home must be a
None	purchase or no cash-out refinance mortgage.
	An investment property mortgage secured by a manufactured home is not
None	eligible for sale to Freddie Mac.
	engine for sale to freudie Mac.
	The Initial Adjustment Period must not be less than 43 months when the
None	

© Freddie Mac 2013

Subsequent Adjustment Period is 12 months.

#### Loan Prospector Underwriting Feedback Enhancements

- The changes to the income feedback messages include adding:
  - More loan-specific, customized messages relevant to the income type.
  - New messages with specific underwriting guidelines for income types and are not currently returned based on the loan data provided.
  - Consistent message format that eliminates unnecessary information and includes key information to help underwrite to Freddie Mac requirements.

#### Loan Prospector Underwriting Feedback Enhancements

**Loan Specific Feedback Messages –** Currently, feedback messages relevant to each income type are returned on all loans. In the future the feedback messages will only be returned when that specific income type is provided on the loan

Current Feedback Message	Future Feedback Message
If using alimony, child support or separate maintenance payments to qualify, obtain copy of signed court order documenting payor's obligation to Borrower for previous six months and evidence payor is obligated to make payments to Borrower for the next three years. File must contain proof of consistent receipt for total court ordered amount for most recent six months.	Alimony or child support income for ~BORR name~ must be supported by copy of signed court order documenting payors obligation for previous 6 months and evidence payor is obligated to make payments to Borrower for next 3 years. File must contain proof of consistent receipt of total court ordered amount for most recent 6 months. For child support, file must contain proof of ages of children to prove 3-year continuance.

**Consistent Feedback Messages** – All income feedback messages will be concise, easy-to-read, follow a consistent format for each message returned, and include key underwriting documentation requirements for each borrower.

Current Feedback Message	Future Feedback Messages
(DOC-CV) Obtain most recent YTD paystub documenting 1 full month, W-2(s) from the most recent tax year, and a verbal VOE, using Form 90 or comparable form, dated no more than 10 Business Days prior to the Note Date or after the Note Date but prior to the Delivery Date; or, a written VOE for 12 full months and a verbal VOE dated no more than 10 Business Days prior to the Note Date or after the Note Date but prior to the Delivery Date for ~EmplBorr~.	Employment/base income for ~Borrower name~ must be supported by a YTD paystub documenting at least 30 days of income and W-2(s) for the most recent tax year or a written VOE covering the most recent year.  A verbal VOE for ~BORR name~ is required from each employer for which income is used to qualify. If a verbal VOE cannot be obtained, obtain a written VOE or third-party VOE. The VOE must be dated no more than 10 Business Days prior to the Note Date or after the Note Date but prior to the Delivery Date

### **Loan Prospector Full Feedback Certificate**

#### with New Feedback Messages



***** This loan is subject to	one or more fees. Diese	se refer to the Delivery F	ees Information section of the
Full Feedback Certificate fo		se refer to the belivery r	ces information section of the
Loan	Prospector Fu	II Feedback Ce	ertificate
	FRED NEWYEAR	149-41-1111	
	LP AUS Key:	02392173	
AUS Tra	ansaction Number:	431964	
L	oan Prospector ID:	L153112	
	Transaction ID:	T150003752	
Risk Class	Documenta	tion Level	Mortgage Type
Accept	Streamline	d Accept	Conventional
Purchase Eligibility:	000 Freddie M	ac Ineligible.	
Purchase Restriction:	B9 The loan wa exceeds th refinance m	as submitted with an LT e maximum LTV ratio o	V ratio of (82.00), which f 75% for a no cash-out v financing secured by a 2- to
	exceeds th	e maximum Total LTV r	al LTV ratio of (88.00), which ratio of 80% for a no cash-out 2- to 4-unit primary residence
	Ratio Perce Equity Con	ent of (88.00) which exc obined LTV Ratio Perce	ne Equity Combined LTV eeds the maximum Home nt of 80% for a no cash-out - to 4-unit primary residence.
	RES	SULTS	
AUS Status:	Complete		sal Type/MAF: Form 7

#### FreddieMac.com/singlefamily/news/2013/0430\_greater\_purchase.html



Single-Family	Positioning Your Business for Success with
Making Home Affordable	Greater Purchase Certainty
Program Underwrite and Process Loans	April 30, 2013  B Back to News Center
Sell and Deliver Loans	In today's complex, rapidly changing, and often uncertain housing market, Freddie Mac is working
Mortgage Products	hard to make it easier for you to do business. Specifically, we're focused on providing you with the tools, technology, and transparency to ensure the loans you sell to Freddie Mac meet our purchase
Service Loans	requirements. We're also committed to providing comprehensive support resources to help you manage your business, and strengthen our working partnership.
Become a Freddle Mac Single-Family Customer	Our new Greater Purchase Certainty initiative is one way we're providing our customers with greater certainty and comprehensive support.
Forms and the Guide	A A CONTRACTOR AND A CO
Single-Family News	What is Greater Purchase Certainty?
Center Subscription Center	The primary goal of our Greater Purchase Certainty initiative is to provide you with more confidence that the loans you sell to us meet our purchase requirements. We are doing this through:
The Learning Center	<ul> <li>Increased transparency into our view of risk.</li> </ul>
	More clarity around our purchase eligibility requirements.
Multifamily	Shared understanding of data.
Debt Securities	Access to the tools and technology you need and can easily use.
Mortgage Securities	How Can You Get Greater Purchase Certainty?
Vendors and Suppliers	To support a more efficient loan manufacturing process and your success under the new representation and warranty framework, we're enhancing our current technology as well as added a new tool to our suite of risk and eligibility assessment tools.
	■ Loan Quality Advisor™(LQA) is our newest Web-based risk and eligibility assessment tool. LQA gives you an, automated way to identify credit, data, and purchase eligibility issues before you deliver loans to Freddie Mac. LQA can be easily adopted into your business processes. LQA will be available beginning early this summer.
	• We're enhancing Loan Prospector® to provide clearer, more detailed feedback on our eligibility requirements and underwriting rules.
	<ul> <li>Uniform Collateral Data Portal® is being updated with Freddie Mac proprietary appraisal quality edits to provide an early view of potential appraisal issues.</li> </ul>
	Greater Purchase Certainty is all about supporting our customers. We're working in new ways t provide you with greater certainty and the comprehensive support you've asked for to help:

#### FreddieMac.com/singlefamily/loanqualityadvisor.html

Single-Family	Loan Quality Advisor	
Making Home Affordable Program	An automated way to identify potential pre- and post-closing loan eligibility issues	Loan Q
Underwrite and Process Loans	As part of our Greater Purchase Certainty initiative, Loan Quality Advisors (LQA) is our newest Web- based risk and eligibility assessment tool that gives you an automated way to identify credit, data, and purchase eligibility issues before you deliver loans to Freddie Mac.	<ul><li>Avai</li></ul>
Sell and Deliver Loans	Incorporating LOA into your business processes will help strengthen loan quality and meet our	
Mortgage Products	purchase requirements – key components to achieving success under the new representation and warranty framework.	
Service Loans		
Become a Freddie Mac Single-Family Customer	LQA Supports Your Business  Using LQA in your loan manufacturing process provides greater purchase certainty through detailed	
Forms and the Guide	loan data feedback that lets you:	
Single-Family News Center	Identify and resolve potential loan manufacturing defects and trends earlier in the loan manufacturing process.	
Subscription Center	<ul> <li>Validate that manufactured loans are consistent with Freddie Mac policy.</li> </ul>	
The Learning Center	<ul> <li>Make changes to comply with Freddie Mac purchase requirements before the loan closes.</li> <li>Determine whether correspondent lenders have manufactured a loan according to Freddie Mac</li> </ul>	
Multifamily	purchase requirements.	
	Gain an early view of loan delivery issues:  Reduce the time it takes to fund at loan delivery.	
Debt Securities	Reduce the time it takes to fund at loan delivery.	
Mortgage Securities	LQA Services Provide Fast and Transparent Feedback	
Vendors and Suppliers	Loan Prospector Data Compare (available early summer 2013)	
	<ul> <li>Provides a comparison view of current loan data submitted to LQA against loan data used in the last Loan Prospector submission.</li> </ul>	
	<ul> <li>Helps maintain the loan's LP Accept risk class so that the representation and warranty relief provided by Loan Prospector can remain valid at loan purchase.</li> </ul>	
	Risk Assessment (available early summer 2013)	
	<ul> <li>Provides a summary of Freddie Mac's view of a loan's credit risk and associated loan quality for loans not originated using Loan Prospector.</li> </ul>	
	<ul> <li>Indicates the likelihood of an LP Accept or LP Caution.</li> </ul>	
	<ul> <li>Purchase Eligibility (available fourth quarter 2013)</li> </ul>	
	<ul> <li>Runs data quality and purchase eligibility rules consistent with those run at loan delivery.</li> </ul>	
	<ul> <li>Identifies potential pre- and post-closing delivery errors related to data quality, charter compliance, and credit compliance.</li> </ul>	
	Get Ready for LQA	

#### **Resources – visit the following web pages:**



- » www.LoanProspector.com (access Loan Prospector for the latest information and updates)
- » www.Freddiemac.com/learn (access the Learning Center for easy-toprint quick references, self-study materials and live training events)
- » www.Freddiemac.com/singlefamily (access a comprehensive list of resources for Sellers/Servicers)
- » <u>www.Freddiemac.com/singlefamily/news</u> (access the latest Freddie Mac single family announcements related to Loan Prospector)

#### Call Customer Service:

Sellers: 800-FREDDIE

**Brokers: 888-LPONWEB**