



Fannie Mae®

Florida Credit Union Real Estate Network Bulk Mortgage Sales

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Bulk Mortgage Sales Definition

- Greater than 12 months
- If less than 12 months, can be considered as part of the larger deal.
- Value Rep and Warrants for properties greater than 4 months



Why do a Bulk Mortgage Sale?

- There are many reasons... This is a partial list. Balance sheet needs are not limited to what is on this page.
- Interest Rate Risk
- Liquidity Needs
- Asset / Product Mix
- Offset Decreasing / Increasing Deposits



Who is involved in a Bulk Mortgage Sale?

- Generally, a Bulk Mortgage Sale is driven by C-level executives.
- Most often from the CFO, Treasurer, and / or Controller.
- Exercises often involve Asset / Liability Committee meeting presentations.



How long does it take to do a Bulk Mortgage Sale?

It depends...

- 60 days – if you know what you are doing
- 45 days – if you are a repeat Bulk Deal customer
- Plan on more than 60 days for your first Bulk Mortgage Sale
- Plan on longer if your Asset / Liability is building a strategy

* All numbers are general.



What is involved in doing a Bulk Mortgage Sale?

- Lots of data
 - Clean data is key
- DF1 data layout – Credit analysis and Pricing
- ULDD data layout – Delivery and Settlement
 - ULDD only is acceptable



More on Data...

- HMDA data is important
- Updates over month end are key
- Merging data from different systems is critical
- Data normalization is a hurdle



Steps in a Bulk Mortgage Sale

- The Strategy
- Data Delivery Take 1
- Credit Analysis
- Bidding
- Contracting
- Data Deliver Take 2
- Document Certification
- Funding / Issuance



Assistance and Collaboration

- FTN Financial Capital Assets
- Raymond James Mortgage Corp.
- Mortgage Delivery Specialists (division of MIAC)
- Clayton Group
- AMC



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