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Fannie Mae Forecast Meeting

Federal National Mortgage Association (Fannie Mae)

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Forecast Meeting

7/27/07

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June Forecast

	HUD Goals/Subgoals	2007 Goal	YTD June 2007	YTD Actual June 2007 Overage/ Shortage	Total Estimated 2007 Year End Overage/ Shortage	Projected 2007 Score
Base Goals	Low-Mod	55.0%	53.93%	-19,733	-68,000	53.19%
	Underserved	38.0%	42.51%	87,080	126,000	41.25%
	Special Affordable	25.0%	24.73%	-5,055	-34,000	24.08%
Subgoals	Low-Mod	47.0%	43.14%	-21,553	-79,000	40.33%
	Underserved	33.0%	34.14%	6,373	200	32.98%
	Special Affordable	18.0%	15.96%	-11,359	-47,000	14.03%
	MF Special Affordable Subgoal	\$5.9 B	\$7.85 B	NA	NA	NA

Key Assumptions	Single Family*	MCM**	HFA**	DU Boost**	MH	IC Bulk***	PLS***	MF	CMBS
YTD June	\$310.7	\$13.7	\$1.9	\$9.4	\$0.0	\$0.3	\$8.7	\$19.1	\$6.1
Unprocessed Vol.							\$3.8		\$2.8
Remaining Year	\$312.4	\$6.9	\$1.7	\$1.3	\$0.0	\$0.0	\$7.5	\$11.1	\$6.1
Year End Total	\$623.1	\$20.6	\$ 3.6	\$10.7	\$0.0	\$0.3	\$20.0	\$30.2	\$15.0

*Includes volumes not counted for housing goals. (eg. LTSB)

**Volumes overlap.

*** Commitment numbers from IC Bulk and PLS for PMM subgoal, and run-rate for base goals

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What Have We Done Already?

Category	2006 YTD June Volume (\$B)	2006 YTD June Opportunity Cost (\$M)	2007 YTD June Volume (\$B)	2007 YTD June Opportunity Cost (\$M)	Projected Year-End 2007 Volume (\$B)	Year-End 2007 Costs Already Committed Opportunity Costs (\$M)
Multifamily	\$11.3	---	\$19.1	---	\$30.2	TBD
CMBS	\$3.7	---	\$6.1	---	\$15.0	TBD
My Community Mortgage	\$2.3	\$57.3	\$12.1	\$307.1	\$18.0	\$457-535
DU Boost	\$0.5	\$7.3	\$3.4	\$53.5	\$4.0	\$63-74
HFA	\$0.8	\$13.6	\$1.9	\$33.3	\$3.1	\$54-64
Investor Channel	\$.2	\$4.1	\$.34	\$7.0	\$.34	\$7-8
Private Label Securities	\$16.7	\$3.3	\$8.7	\$1.7	\$20.0	*\$4-5
Manufactured Housing	\$0.0	\$0.0	\$0.0	\$0.0	\$2.2	TBD
Total Opportunity Costs		\$85.6		\$402.6		\$585-685

* Assumes additional costs from forward commitments

The company has already committed to opportunity costs this year that exceed last year's estimated costs of \$375 million.

Plan to Meet Base Goals

Category	Initiative Volume (\$B)	Cost per Incremental	Total Cost (\$M)	Low Mod Incrementals	Special Affordable Incrementals
**Committed 2007 Costs			(\$585.1)		
Countrywide Deferrals/PLS			(\$18.8)		
Projected Shortfall				-68,000	-34,000
Missing Data Collection		\$100	(\$1.0)	7,000	3,500
Reverse Mortgages Bulk	\$.15	\$1,414	(\$.8)	1,000	500
Reverse Mortgages PLS	\$1.00	\$1,414	(\$2.7)	2,000	1,000
Reverse Mortgage Flow	\$2.55	\$2,073	(18.7)	9,000	4,000
Manufactured Housing	\$2.20	\$2,400	(\$40.8)	18,000	17,000
PLS Seconds	\$.63	\$5,000	(\$5.0)	1,000	500
HFA	\$.35	\$7,222	(\$7.9)	1,000	500
Investor Channel 2-4s	\$.63	\$10,375	(\$2.75)	2,000	1,000
Investor Channel Deals	\$9.08	\$17,245	(\$472.0)	27,000	17,000
Total Costs/ Unit (Shortfall)/Surplus			(\$1,155.6)	0	11,500

*FV Accounting method used for MCM, HFA, DU Boost and Deferrals. 2006 FV costing used for Investor Channel, PLS and Manufactured Housing.

**Flow and CRA Bulk Deal committed YTD.

***PLS and Deferrals Embedded in Forecast.

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