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| Fannie Mae HomePath |
| ***HomePath® Agent Matters*** - March 2015 |
| ***In This Issue...*****HomePath REO**• [E-Signatures on HomePath Online Offers](http://view.exacttarget.com/?j=fe5617787363047a7c15&m=fe7015707561047d7216&ls=fdf71c747164017e75127671&l=fe881170766d0c787c&s=fe0215767165077f7415727d&jb=ffcf14&ju=fe38117075640c7c731473&r=0#bookmark1-2)• [My Home Story; Coming Home to a HomePath Property in Rural Seattle](http://view.exacttarget.com/?j=fe5617787363047a7c15&m=fe7015707561047d7216&ls=fdf71c747164017e75127671&l=fe881170766d0c787c&s=fe0215767165077f7415727d&jb=ffcf14&ju=fe38117075640c7c731473&r=0#bookmark1-3)• [Consumers' Positive Financial Attitudes a Good Sign for Housing](http://view.exacttarget.com/?j=fe5617787363047a7c15&m=fe7015707561047d7216&ls=fdf71c747164017e75127671&l=fe881170766d0c787c&s=fe0215767165077f7415727d&jb=ffcf14&ju=fe38117075640c7c731473&r=0#bookmark1-4)**HomePath Short Sales**• [Get Short Sale Guidance Today; List Price and Contract Tutorial](http://view.exacttarget.com/?j=fe5617787363047a7c15&m=fe7015707561047d7216&ls=fdf71c747164017e75127671&l=fe881170766d0c787c&s=fe0215767165077f7415727d&jb=ffcf14&ju=fe38117075640c7c731473&r=0#bookmark2-1)• [How does Fannie Mae Estimate Short Sale Values?](http://view.exacttarget.com/?j=fe5617787363047a7c15&m=fe7015707561047d7216&ls=fdf71c747164017e75127671&l=fe881170766d0c787c&s=fe0215767165077f7415727d&jb=ffcf14&ju=fe38117075640c7c731473&r=0#bookmark2-2)• [Short Sale Resources](http://view.exacttarget.com/?j=fe5617787363047a7c15&m=fe7015707561047d7216&ls=fdf71c747164017e75127671&l=fe881170766d0c787c&s=fe0215767165077f7415727d&jb=ffcf14&ju=fe38117075640c7c731473&r=0#bookmark2-3) |
| HomePath REO |
| **E-Signatures on HomePath Online Offers****Fannie Mae accepts e-signatures on REO sales contracts and associated addenda!**An electronic signature is meant to be the equivalent of a handwritten signature. For that to be secure, the "signature" needs to be unique and under the sole control of the individual applying the signature. It is that reason that just typing a name or initials on a document would not be an acceptable electronic signature.There are many companies offering services that secure the electronic signature. We have no preference for company selection and only require that the electronic signature comply with the Electronic Records and Signatures in Commerce Act (ESIGN) and that the document reflect a simulated written signature or other method that identifies the signature or initials as being under the control of the owner.For more information on how to submit an online offer, review the tutorials and job aids on the [Resources Page of HomePath.com](http://cl.exct.net/?qs=28d2e2fd9a4fd4594725ca3ae4cfdc6712a88a09b6180850963945453f1a9da7e5ab7eaeb112175d). |
| **My Home Story; Coming Home to a HomePath Property in Rural Seattle**http://image.exct.net/lib/fe5d15707d6003757512/m/1/1503AM02.jpg*Nancy Beard loved country living and never gave up on her dream to own a house in a rural town outside of Seattle despite the obstacles that life had in store for her. Her dream became realty when she found the perfect home on HomePath.com. Read her Home Story here.*I love country living, and have always wanted a home in the Seattle countryside where I could be surrounded by the sights and sounds of nature. Getting there; however, was a journey full of setbacks, hard work and rewards.[MORE](http://cl.exct.net/?qs=28d2e2fd9a4fd459c2e63c3b26fc5ce5d7364a915b75c284c711c7a4d9389ebf6846812b3c851382) |
| **Consumers' Positive Financial Attitudes a Good Sign for Housing**1503AM04Consumer optimism toward the housing market gained some momentum in January following a dip in December, likely getting a boost from their increasingly positive financial outlook, according to results from Fannie Mae's January 2015 National Housing Survey™. The share of respondents who said their household income is significantly higher than it was 12 months ago rose 4 percentage points to 29 percent, and the share expecting their personal financial situation to improve over the next year increased to 48 percent – both all-time survey highs.[MORE](http://cl.exct.net/?qs=28d2e2fd9a4fd4599b0b9c837b875f2788db51ad75ee4f18f4aa9c68c461866c2d423aedfa61254a) |
| HomePath Short Sale |
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| **Get Short Sale Guidance Today;List Price and Contract Tutorial**Keep the following check list handy to make sure you and your client are always clear on how to request list price guidance for their home. 1. Use the [Loan Lookup tool](http://cl.exct.net/?qs=28d2e2fd9a4fd459e2e7a0744ee7c0f39cc296b21278255590be1bf74731c7d37e48bac62b8d2e94) to determine if Fannie Mae owns your client’s loan.
2. Have the homeowner sign the [Fannie Mae Homeowner Authorization Form](http://cl.exct.net/?qs=28d2e2fd9a4fd4595ee5b4cb82821cea3ae257d6a6afced91a2ed5540b0fd82725ad3ba572873653).
3. Contact the servicer to determine a homeowner’s eligibility. In most cases a Borrower Response Package will be required.
4. Once a homeowner’s eligibility has been determined, register as a listing agent in the [Short Sale portal](http://cl.exct.net/?qs=28d2e2fd9a4fd459919e21f97e48493b72176f05cd9d1f36bb147fddf5455a7e25d779dc54d460a7).
5. Finally: Log into the portal, submit your list price guidance request directly to Fannie Mae.

**Submitting a Contract in the HomePath Short Sale Portal**1. For contracts serviced by a participating servicer, log into the [HomePath Short Sale Portal](http://cl.exct.net/?qs=28d2e2fd9a4fd45933c6ec27f39bca9857f42c1a0030566589fc1224339aa70f965ed539f55f94fe).
2. Submit the contract with terms acceptable to the homeowner into the HomePath Short Sale Portal.
3. If your client's loan is not serviced by a participating servicer, submit the contract directly to the servicer.

Await decisions and communications from Fannie Mae. You will receive notifications if further actions are required or additional documentation is needed. |   | http://image.exct.net/lib/fe5d15707d6003757512/m/1/1503AM08v3.jpg

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| **TRAINING TOOL BOX**Register for the [Short Sale Resources Portal](http://cl.exct.net/?qs=28d2e2fd9a4fd459a1ed6b2b2f72e124d689498e68256b26686571792496edeac6e320471d9221f8) today and gain access to tutorials, important forms, and browse through our job aids. Get set up today, and check out our top picks!* Haven’t registered yet? Find out how you can [register for the SS portal](http://cl.exct.net/?qs=28d2e2fd9a4fd459ccf2ab4c1abc66f3551472d59f41238d77028c1c1a95f76d7f20373224ae22c1).
* Not sure how to request List Price Guidance? [Watch our tutorial](http://cl.exct.net/?qs=28d2e2fd9a4fd4593db18b203ced3bec9e66a86e3e35899805927157d455de72c5972fcbbddeefb7).
* Listen to our tips on responding to [Requests For Information (RFI)](http://cl.exct.net/?qs=28d2e2fd9a4fd4593ef1c04bfd8cf62598c97a5e0d3e3bed611568e2f961f9f90e80a6ad23116b26)
* [Is your Homeowner eligible?](http://cl.exct.net/?qs=28d2e2fd9a4fd459372665355d47cbf1e59b2b48bf6ea349291daac5686f80359e681da4c6493756) Read through our job aid and find out.
* Get up-to-speed on our [Valuation process](http://cl.exct.net/?qs=28d2e2fd9a4fd459432aa670c37b2f4ccd1c1c89e332884eadd0d8eb96da768d51e2fd7808ba3851)

**Get an answer to a Short Sale** [**FAQ**](http://cl.exct.net/?qs=28d2e2fd9a4fd4597f787028e99b5a1206c4383e4792e02f7601ca6edc2776f64780c4acdcb9a046)Will the borrower incentive change based on a recent Treasury Announcement (Supplemental Directive 14-04)?*No, the Treasury HAFA program guidelines do not apply to Fannie Mae loans. There will be no change to the borrower incentive.* |

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| **How does Fannie Mae Estimate Short Sale Values?**http://image.exct.net/lib/fe5d15707d6003757512/m/1/1503AM09.jpgFannie Mae's objective is to help stabilize neighborhoods by selling short sale properties as close to market value as possible. We have a dedicated team of individuals who review the value products received for properties eligible for short sale. There is also a separate team that handles 2nd review requests received via homepathforshortsales.com.Fannie Mae will provide list price guidance to an agent listing a short sale where Fannie Mae is the investor on the loan. To request a recommended list price, visit the [HomePath Short Sale](http://cl.exct.net/?qs=28d2e2fd9a4fd459c7d5a87bd4406337835af91e78f1bfde6f1050d111c75294e8bdb948c02b87d1) website, select the third step, “Recommended List Price.”[MORE](http://cl.exct.net/?qs=28d2e2fd9a4fd459366103179c3e223fdc31c6f5f76d582b19b81f058c9a52f39cbeed9a23af4b37) | **Who Are Our Servicers?**Take a look at all the Servicers that have partnered with Fannie Mae since the launch of the Short Sale portal. If a Servicer isn't listed, don't worry - more are coming soon!* Bank of America
* CitiMortgage
* Nationstar Mortgage
* Ocwen
* PNC Mortgage
* Seterus
* SunTrust Mortgage, Inc.
* Wells Fargo Home Mortgage

**Coming Soon!** * Green Tree Mortgage
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| **Short Sale Resources**To access training resources on the short sales process, request list price guidance, or submit a contract for  participating servicers click here: [HomePath for Short Sales Resources](http://cl.exct.net/?qs=28d2e2fd9a4fd4598afd1161842109a11313097c50a9243139af4f79d5c5976574d2eb41d4ccf9b4) If you have any questions about the HomePath Short Sale Portal’s functionality please call: 1-888-894-0205 For other short sale questions or issues that do not relate to the HomePath Short Sale Portal functionality, contact the Fannie Mae resource center 1-800-7Fannie OR the [Fannie Mae Short Sale escalation desk](http://cl.exct.net/?qs=28d2e2fd9a4fd4591e4787e27c170870024c642ea597e13c44f34f1fa82ace2c8e97ddc30bf8a730) |
| **Help Prevent Fraud**Fannie Mae is committed to preventing fraud perpetrated by any party or parties involved in transactions associated with a Fannie Mae REO property. Fannie Mae expects agents to consistently and accurately follow both the letter and spirit of all Fannie Mae policies, procedures, functions, guidelines and philosophies, and to comply with all applicable laws and regulations.If you are aware of or suspect inappropriate activity in connection with a Fannie Mae property, please immediately report it either by e-mail to Mortgagefraud\_tips@fanniemae.com or to our Fraud Tips Hotline, **1-800-7FANNIE (1-800-732-6643).**© 2015 Fannie Mae. For Fannie Mae Purposes Only. Not for External Publication. |
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