

Sell and Deliver Mortgages with Specified Characteristics to Freddie Mac

Overview

Freddie Mac offers a payup to standard cash pricing for eligible loans that have specified characteristics. This reference is designed to assist you with instructions and tips on selling and delivering these mortgages to Freddie Mac, using Loan Selling Advisor®. The following topics are included:

[Mortgage Eligibility and Delivery Requirements](#)

[Request Cash Rate Sheets for Mortgages with Specified Characteristics](#)

[Request a Mandatory, Contract-Level, Servicing Retained Cash Rate Sheet](#)

[Request a Best Efforts, Contract-Level, Servicing Released Cash Rate Sheet](#)

[Take Out a Mandatory Cash Contract with Specified Characteristics](#)

[Resources](#)

Mortgage Eligibility and Delivery Requirements

The table that follows identifies general contract eligibility requirements as well as specific requirements for completing the contract terms.

Contract Eligibility and Other Requirements	
Pricing commitment hours	For information on Loan Selling Advisor hours of operation or pricing and commitment hours, please refer to: https://sf.freddiemac.com/tools-learning/loan-advisor/hours-of-operation
Contract type	Mandatory Cash and Best Efforts contracts are eligible.
Specified Characteristics Also see Cash Specified Pool Types (and eligible mortgage terms) in Loan Selling Advisor	<ul style="list-style-type: none">• Max Low loan balances (LLBs) <=: \$85K, \$110K, \$125K, \$150K, \$175K, \$200K, \$225K, 250K, \$275K, \$300K, \$325K and \$350K• State FL• ST PR• State TX• State NY• State NY Super Conforming• Investment• Second Home• FICO < 700 (Borrower FICOSM score <700)• Super Conforming• Home Possible• Mission Score 2 and Mission Score 3 <p>For a breakdown of Cash Specified Payup Characteristics for the Mandatory and Best Efforts executions, refer to the Cash Specified Payups Availability by Product job aid.</p>

This information is not a replacement or substitute for the requirements in the Freddie Mac Single-Family Seller/Servicer Guide or any other contractual agreements. This information does not constitute an agreement between Freddie Mac or any other party.

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Contract Eligibility and Other Requirements	
Eligible Mortgages	10-15-, 20- and 30-year conventional, fixed-rate mortgages Note: Super conforming mortgages are only eligible for the Super Conforming and State NY Super Conforming, Mission Score 2 and Mission Score 3 specified product paths
Ineligible Mortgages	<ul style="list-style-type: none"> • ARMs • Mortgages with LTV ratios greater than 105 percent
Eligible Executions	<ul style="list-style-type: none"> • Mandatory, Servicing Retained • Mandatory, Servicing Released • Best Efforts, Servicing Retained • Best Efforts, Servicing Released
General Requirements	
<ul style="list-style-type: none"> • Mortgages must meet the eligibility requirements of your Purchase Documents, including the Guide. • Mortgages priced with characteristics eligible for payups and super conforming mortgages subject to price adjustments are excluded from the calculation of the monthly threshold of super conforming mortgages that a Seller may sell to Freddie Mac, as referenced in the Guide. • Super conforming mortgages are only eligible for the following cash-specified payup types: State NY super conforming, Mission Score 2 and Mission Score 3. • MISSION SCORES USE RESTRICTION: Loan-level mission scores may be used solely to facilitate securitization of the applicable mortgages into Freddie Mac Single-Family Social MBS. 	

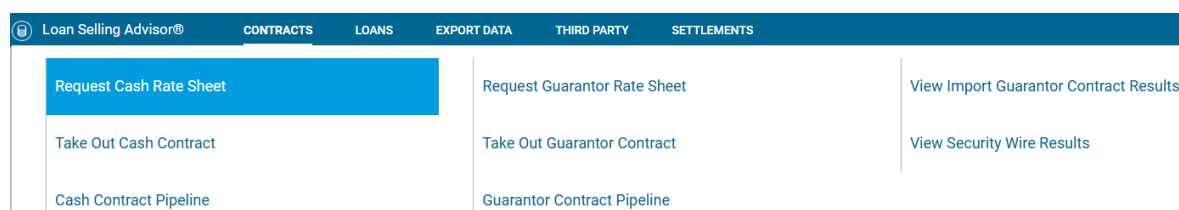
Request Cash Rate Sheets for Mortgages with Specified Characteristics

The sections below provide step-by-step instructions on how to request Mandatory and Best Efforts, Servicing Retained and Servicing Released, Contract-Level rate sheets with cash specified payup characteristics through Loan Selling Advisor.

Request a Mandatory, Contract-Level, Servicing Retained Cash Rate Sheet

Follow the steps below to request a Mandatory, Servicing Retained rate sheet with cash specified payup values:

1. From the **CONTRACTS** menu, click **Request Cash Rate Sheet**.





2. The **Request Cash Rate Sheet** parameters page displays. The Contract Option, Servicing Option and Pricing Detail default, but you may select other options depending on the type of rate sheet you want to create:

Request Cash Rate Sheet

All information will be lost when switching between contract options, servicing options and pricing detail.

Select the parameters below to request Cash Rate Sheet

Select a Template to start with

Contract Option: ☒ Mandatory, ☐ Best Efforts

Servicing Option: ☒ Retained / CTOS, ☐ Released

Pricing Detail: ☒ Contract Level Pricing, ☐ Loan Level Pricing

Servicing Spread: 0.250%

Interest Rate: ☐ All Interest Rates OR Interest Rate Range: Select to Select + Other Interest Rate (Ex 2.99 or 3.999): Type here... %

Choose Contract Product: ☒ All Products, ☒ All Fixed Only, ☒ All ARM Only

Fixed Products: 30-Year Fixed Rate Conventional, 30-Year Fixed Rate Conventional Max LLB <= 85,000, +56

ARM Products: 3-Year 6-Month 30-Day Average SOFR ARM 2/1/5, 5-Year 6-Month 30-Day Average SOFR ARM 2/1/5, +2

Contract Period: ☐ All, ☐ 5 days, ☐ 10 days, ☐ 15 days, ☐ 30 days, ☐ 45 days, ☐ 60 days, ☐ 75 days, ☐ 90 days

Other (2 to 90 days): Type here... %

REQUEST CASH RATE SHEET SAVE AS NEW TEMPLATE

- The **Servicing Spread** defaults to .25%. You may select a different servicing spread from the drop-down menu if your Terms of Business permit.
- The Interest Rate will default to **All Interest Rates**. If you want a range of interest rates, click the **Interest Rate Range** drop down menu to select specific interest rate.
- You may enter up to three odd note rates in the **Other Interest Rate** fields for rates that do not fall on the 1/8 of 1 percent increment.

Servicing Spread: 0.250%

Interest Rate: ☐ All Interest Rates OR Interest Rate Range: Select to Select + Other Interest Rate (Ex 2.99 or 3.999): Type here... %

- For Contract Products, the system defaults to **All Products**. Deselect the checkbox to select **All Fixed Only** or select specific fixed-rate products from the drop-down menu. You may also enter the product name (enable the predictive search capability) to search for the product.

Choose Contract Product

☐ All Products ☒ All Fixed Only ☐ All ARM Only

Fixed Products: 30-Year Fixed Rate Conventional, 30-Year Fixed Rate Conventional Max LLB <= 85,000, +50

ARM Products: 3-Year 6-Month 30-Day Average SOFR ARM 2/1/5, 5-Year 6-Month 30-Day Average SOFR ARM 2/1/5, +2



- Select a **Contract Period**. You can choose **All** contract periods, select a standard contract period or enter up to three non-standard contract periods under **Other**. Non-standard contract periods can range from 2 to 89 days.

Contract Period ^{*}

☐ All ☐ 5 days ☐ 10 days ☐ 15 days ☐ 30 days ☐ 45 days ☐ 60 days ☐ 75 days ☐ 90 days

Other (2 to 90 days)

Click **REQUEST CASH RATE SHEET**.

REQUEST CASH RATE SHEET

3. A Confirmation pop-up displays options to download the results to a CSV or PDF file or view the results on screen. Select **VIEW ON SCREEN**.

Confirmation

See options below for ratesheet results :

[DOWNLOAD CSV](#) [DOWNLOAD PDF](#) [VIEW ON SCREEN](#) [CANCEL](#)

4. The **Cash Rate Sheet** (results) display. This page contains a link to [Guide Exhibit 19, Credit Fees](#) as well as the option to print or download the rate sheet results.

Note: Cash specified payup products are identified by the Max LLB threshold, and the **CONTRACT PRICE SUM** includes the payup value.

The example below depicts a 30-Year Fixed Rate Conventional product and a 30-Year Fixed Rate Conventional Max LLB of \$250K, an interest rate of 6.0% and a non-standard contract period of 35 days.

Cash Rate Sheet		
Pricing Criteria		
CONTRACT OPTION: Mandatory	SERVICING OPTION: Retained	SERVICING SPREAD: 0.25%
Credit Fees In Price are not included in the Contract Product prices displayed.		
30-Year Fixed Rate Conventional		Valid as of 05/15/2023 12:14:42
NOTE RATE	CONTRACT PERIOD: 35 DAYS	
	CONTRACT PRICE SUM	
6.000%	99.831	
30-Year Fixed Rate Conventional Max LLB <= 250,000		
NOTE RATE	CONTRACT PERIOD: 35 DAYS	
	CONTRACT PRICE SUM	
6.000%	100.346	
CONTRACT DAY	EXPIRATION DATE	
35 Days	06/20/2023	



Request a Best Efforts, Contract-Level, Servicing Released Cash Rate Sheet

Follow the steps below to request a Best Efforts, Servicing Released rate sheet with cash specified payup values:

1. From the **CONTRACTS** menu, click **Request Cash Rate Sheet**.

The screenshot shows the 'Loan Selling Advisor' interface with a top navigation bar containing 'CONTRACTS', 'LOANS', 'EXPORT DATA', 'THIRD PARTY', and 'SETTLEMENTS'. Below the navigation bar, there are three columns of buttons. The first column has 'Request Cash Rate Sheet' (highlighted in blue), 'Take Out Cash Contract', and 'Cash Contract Pipeline'. The second column has 'Request Guarantor Rate Sheet', 'Take Out Guarantor Contract', and 'Guarantor Contract Pipeline'. The third column has 'View Import Guarantor Contract Results' and 'View Security Wire Results'.

2. The **Request Cash Rate Sheet** parameters page displays. Make the following selections:

- **Contract Option** of Best Efforts
- **Servicing Option** of Released
- **Pricing Detail** of Contract Level Pricing

The screenshot shows the 'Request Cash Rate Sheet' parameters page. It has a title bar 'Request Cash Rate Sheet' and a warning message: 'All information will be lost when switching between contract options, servicing options and pricing detail.' Below the warning, there is a section 'Select the parameters below to request Cash Rate Sheet' with a '* Required' indicator. The parameters are organized into three columns: 'Contract Option' (Mandatory, Best Efforts), 'Servicing Option' (Retained / CTOS, Released), and 'Pricing Detail' (Contract Level Pricing, Loan Level Pricing). There are also sections for 'Cross Sell Rights' (Seller Released, Seller Retained), 'Escrow Coverage' (Yes, No), 'LTV Range for Contract' (0%-<=105%, >105%-<=115%, >115%-<=125%, >125%), 'Typical Loan Amount' (input field with \$100,000.00), and 'State Code' (dropdown menu with CA selected). A 'Manage Templates' link is also visible.

A panel of additional servicing released fields displays. The system will default values for the fields that display but you may select a different value. For example, the system will default the Cross Sell Rights to Seller Released but you may select Seller Retained.

- **Cross Sell Rights** defaults to Seller Released but you may select Seller Retained. Cross Sell allows the Transferee Servicer or the Seller to solicit the borrower after the loan is sold.
 - **Escrow Coverage** defaults to Yes. Select No if there are no escrow collections for the loan.
 - **LTV Range for Contract** defaults to 0%-<=105%. Select a different range as applicable.
 - **Typical Loan Amount** defaults to \$100,000 but you may enter a different loan amount. The minimum is \$1,000.
 - You must enter a property **State Code**.
3. Click on the arrow to the right of **Additional Servicing Released Information** to expand the section and view additional data fields/loan characteristics that may affect the servicing released premium. Enter this information to receive a granular contract price.

Loan Level Credit Score Value

Type Here...

LTV Ratio Percent

Type Here...%

Combined LTV Ratio Percent

Type Here...%

Construction Method Type

☒ None
 ☐ Site Built
 ☐ Manufactured

Loan Purpose Type

☒ None
 ☐ Purchase
 ☐ Refinance

Property Usage Type

☒ None
 ☐ Primary Residence
 ☐ Second Home
 ☐ Investment

Buydown Temporary Subsidy Indicator

☒ None
 ☐ True
 ☐ False

Loan Originator Type

☒ None
 ☐ Lender
 ☐ Broker
 ☐ Correspondent

Project Legal Structure Type

☒ None
 ☐ Condominium
 ☐ Cooperative

Property Estate Type

☒ None
 ☐ Fee Simple
 ☐ Leasehold
 ☐ Life Estate

HMDA Rate Spread Percent

Type Here...%

Mortgage Conformity Type

☒ None
 ☐ Conforming

Financed Unit Count

☒ 1
 ☐ 2
 ☐ 3
 ☐ 4

Non-Individual Borrower Type

Select

Scheduled First Payment Date

mm/dd/yyyy

Remote Online Notarization Indicator

☒ None
 ☐ True
 ☐ False

Mortgage Type

Select

Loan Program Identifier (Select up to 5 items)

Select

Investor Feature Identifier

Servicing Spread

0.250%

Interest Rate *

☐ All Interest Rates
 OR

Interest Rate Range

Select

 to

Select

 +

Other Interest Rate (Ex 2.99 or 3.999)

Type here...%

Type here...%

Type here...%

- The Servicing Spread defaults to .25%. You may select a different servicing spread from the drop-down menu if your Terms of Business permit.
- The Interest Rate will default to **All Interest Rates**. If you want a range of interest rates, click the **Interest Rate Range** drop down menu to select specific interest rate.
- You may enter up to three odd note rates in the **Other Interest Rate** field for rates that do not fall on the 1/8 of 1 percent increment.

Servicing Spread ☐ All Interest Rates OR Interest Rate Range to + Other Interest Rate (Ex 2.99 or 3.999)

- Choose a Contract Product. The system defaults to **All Fixed Only**. Deselect the checkbox to select specific fixed-rate products from the drop-down menu. You may also enter the product name (enable the predictive search capability) to search for the product.

Choose Contract Product

☐ All Fixed Only

Fixed Products

30-Year Fixed Rate Conventional

30-Year Fixed Rate Conventional Max LLB <= 85,000

CLEAR ALL

- Select a **Contract Period**. You can choose **All** contract periods, select a standard contract period or enter up to three nonstandard contract periods under **Other**. Nonstandard contract periods can range from 2 to 89 days.

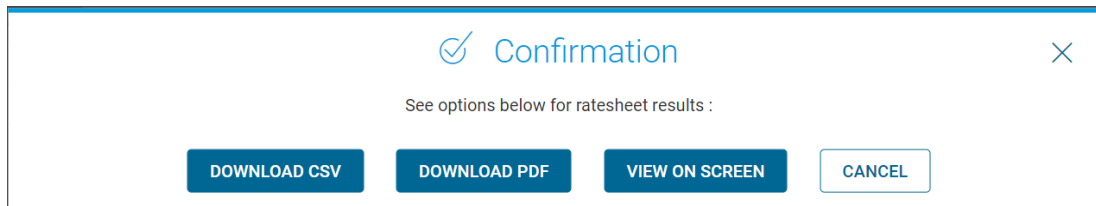
Contract Period * ☐ All ☐ 5 days ☐ 10 days ☐ 15 days ☒ 30 days ☐ 45 days ☐ 60 days ☐ 75 days ☐ 90 days **Other** (2 to 90 days)



Click **REQUEST CASH RATE SHEET**.



4. A Confirmation pop-up displays options to download the results to a CSV or PDF file or view the results on screen. Select **VIEW ON SCREEN**.



5. The **Cash Rate Sheet** (results) displays. This page contains a link to [Guide Exhibit 19, Credit Fees](#) as well as the option to print or download the rate sheet results.

Note: Cash specified payup products are identified by the Max LLB threshold, and the **CONTRACT PRICE SUM** includes the payup value.

The example below depicts a 30-Year Fixed Rate Conventional product and a 30-Year Fixed Rate Conventional Max LLB of \$85K, an interest rate range of 6.0% to 6.125%, a standard contract period of 30 days and non-standard contract period of 40 days.

Servicing Released price components are comprised of:

- **Contract Asset Price** = Freddie Mac Base Price
- **Contract SRP** = Servicing Released Premium (SRP)
- **Contract Price Sum** = The Freddie Mac Base Price + SRP + payup value



Cash Rate Sheet

Pricing Criteria

CONTRACT OPTION:
Best Efforts

SERVICING OPTION:
Released

SERVICING SPREAD:
0.25%

CROSS SELL RIGHTS:
False

LOAN AMOUNT:
\$100000

ESCROW COVERAGE:
Taxes and Insurance

STATE CODE:
CA

CS/LTV(A-MINUS):
False

Additional Servicing Released Information

Credit Fees in Price are not included in the Contract Product prices displayed.

30-Year Fixed Rate Conventional

Valid as of 05/15/2023 12:39:39

NOTE RATE	CONTRACT PERIOD: 30 DAYS			CONTRACT PERIOD: 40 DAYS		
	CONTRACT PRICE SUM	CONTRACT SRP	CONTRACT ASSET PRICE	CONTRACT PRICE SUM	CONTRACT SRP	CONTRACT ASSET PRICE
6.000%	100.894	1.136	99.758	100.788	1.136	99.652
6.125%	101.125	1.103	100.022	101.020	1.103	99.917

30-Year Fixed Rate Conventional Max LLB <= 85,000

NOTE RATE	CONTRACT PERIOD: 30 DAYS			CONTRACT PERIOD: 40 DAYS		
	CONTRACT PRICE SUM	CONTRACT SRP	CONTRACT ASSET PRICE	CONTRACT PRICE SUM	CONTRACT SRP	CONTRACT ASSET PRICE
6.000%	103.689	1.136	102.553	103.584	1.136	102.448
6.125%	104.088	1.103	102.985	103.984	1.103	102.880

CONTRACT DAY	EXPIRATION DATE
30 Days	06/14/2023
40 Days	06/26/2023

Take Out a Mandatory Cash Contract with Specified Characteristics

To create a Cash contract with specified characteristics, do the following:

1. From the CONTRACTS menu, click **Take Out Cash Contract**.

Loan Selling Advisor®				CONTRACTS	LOANS	EXPORT DATA	THIRD PARTY	SETTLEMENTS
Request Cash Rate Sheet		Request Guarantor Rate Sheet		View Import Guarantor Contract Results				
Take Out Cash Contract		Take Out Guarantor Contract		View Security Wire Results				
Cash Contract Pipeline		Guarantor Contract Pipeline						



- The **Take Out Contract** page displays. Complete all required fields and click **PRICE CONTRACT**.

1 All information will be lost when switching between Contract and Loan Options.

Select the parameters below to create a contract

Contract Option: ☒ Mandatory ☐ Best Efforts (Fixed Only)

Loan Amortization Type: ☒ Fixed ☐ ARM

Contract Information

Pricing Identifier: M20090102

Contract Product: 30-Year Fixed Rate Conventional

Cash Specified Pool Type: Max LLB <= 150,000

Interest Rate % Range: 6.500% to 7.000%

Contract Amount: \$ 2,000,000

Contract Name: Type here...

Contract Period: 60

Effective Date: 09/04/2025

Effective Time: 15:03:46

LTV Ratio Percent Range: ☒ 0% - <=105% ☐ >105% - <=115% ☐ >115% - <=125% ☐ >125%

Servicing Information

Servicing Option: ☐ Released ☒ Retained ☐ CTOS

Designated Servicer Number: 147357 Guaranteed Rate Inc

Servicing Spread: 0.250%

PRICE CONTRACT **CLEAR**

- A 60-seconds pricing timer displays with contract price information. If the contract terms and price are acceptable, click **ACCEPT**. If the terms are not acceptable, click **REJECT**, and the system will allow you to re-price the contract.

Note: The cash specified payup value is included in the **CONTRACT PRICE**.

Contract Price **REJECT** **ACCEPT**

1 Accept or reject contract price in 60 seconds or less.

Time Remaining: 43 seconds

Contract Price

Price information displayed here is not final. Final price adjustments for each mortgage will be determined at settlement and reflected on your settlement statement.

CONTRACT PRODUCT	CASH SPECIFIED POOL TYPE	CONTRACT AMOUNT	EXPIRATION DATE
30-Year Fixed Rate Conventional	Max LLB <= 150,000	\$2,000,000.00	09/22/2025

INTEREST RATE RANGE	6.500%	6.625%	6.750%	6.875%	7.000%
CONTRACT PRICE	101.058	101.775	102.395	102.875	103.318

Contract Details

SERVICING OPTION Retained	CONTRACT NAME ---	CONTRACT OPTION Mandatory	CONTRACT PERIOD 60	DESIGNATED SERVICER NUMBER ---
SERVICING SPREAD 0.250%	PRICING IDENTIFIER NONE	PI TYPE Flow	INVESTOR CONTRACT IDENTIFIER ---	EXPIRATION DATE 09/22/2025

NOTICE: Loan Selling Advisor only maintains loan and loan purchase data for the previous 7 years. Older data is stored elsewhere under our record retention policy.



- If you clicked **ACCEPT**, the **Cash Contract Details** page displays. This example depicts a Servicing-Released contract with allocated loans.

Note: The cash specified payup value is included in the **CONTRACT PRICE**.

Cash Contract Details

REFRESH

Contract Options

Summary of Contract Terms

INVESTOR CONTRACT IDENTIFIER	CONTRACT OPTION Mandatory	CONTRACT PRODUCT 30-Year Fixed Rate Conventional	ACCEPTED DATE 2025-07-23 18:11:50 ET	EXPIRATION DATE 09/22/2025
CONTRACT AMOUNT \$2,000,000.00	PRICING IDENTIFIER NONE	INTEREST RATE PERCENT RANGE 6.500% - 7.000%	SERVICING OPTION Retained	CONTRACT NAME --
REMAINING BALANCE \$2,000,000.00	PI TYPE Flow	LOAN AMORTIZATION PERIOD COUNT 239 - 362 months	DESIGNATED SERVICER #	PAIR OFF AMOUNT --
TOTAL UPB \$0.00	LOAN MATURITY PERIOD COUNT 241 - 360 months	CASH SPECIFIED POOL TYPE Max LLB <= 150,000	LTV RATIO PERCENT RANGE 0% -<= 105%	SERVICING SPREAD 0.250%
CONTRACT STATUS Accepted				

INTEREST RATE RANGE	6.500%	6.625%	6.750%	6.875%	7.000%
CONTRACT PRICE	101.058	101.775	102.395	102.875	103.318

There are no loan(s) added to this contract.

Price information displayed here is not final. Final price adjustments for each mortgage will be determined at settlement and reflected on your settlement statement.
*Representation and Warranty

NOTICE: Loan Selling Advisor only maintains loan and loan purchase data for the previous 7 years. Older data is stored elsewhere under our record retention policy.

Resources

For additional information, refer to:

- [Cash Payups for Mortgages with Specified Characteristics](#) which provides
 - [Cash Specified Payups Availability by Product](#)
 - General eligibility information
 - [FAQs](#)
- Guide Section 6101.3*, Mandatory fixed-rate Cash Contracts
- [Sell For Cash](#) webpage
- [Import Cash Contracts Specification](#) (xlsx)
- For questions and further assistance:
 - Cash_ex@freddiemac.com
 - Customer Service (800-FREDDIE)
 - Your Freddie Mac representative

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