

### Overview of Changes:

The Freddie Mac Home Possible® mortgage offers options and credit flexibilities to help very low to low-income borrowers attain the dream of owning a home.

Freddie Mac ECO® now features a new Home Possible Opportunities dashboard that provides insights into the Freddie Mac Home Possible mortgage offering.

This Dashboard has two views: Pipeline View and Loan-Delivery View.

**Pipeline View**: Identifies applications that qualify for Home Possible along with applications that took advantage of this offering (Submitted as Home Possible)

### Terms used in Pipeline view:

- a. **Qualified Not Submitted**: LPA applications that have received the message code FAL0037 indicating the loan received Home Possible eligibility but wasn't submitted as a Home Possible loan.
- b. **Submitted as Home Possible**: LPA applications that have received the message code FAL0005 indicating the loan has been submitted as a Home Possible loan.
- c. **Total Qualified Applications**: Shows the number of unique LPA applications that have been categorized as **Qualified Not Submitted** (a) or **Submitted as Home Possible** (b).
- d. **Submitted Rate (%)**: Represents the percentage of applications **Submitted as Home Possible** (b) out of the number of **Total Qualified Applications** (c).

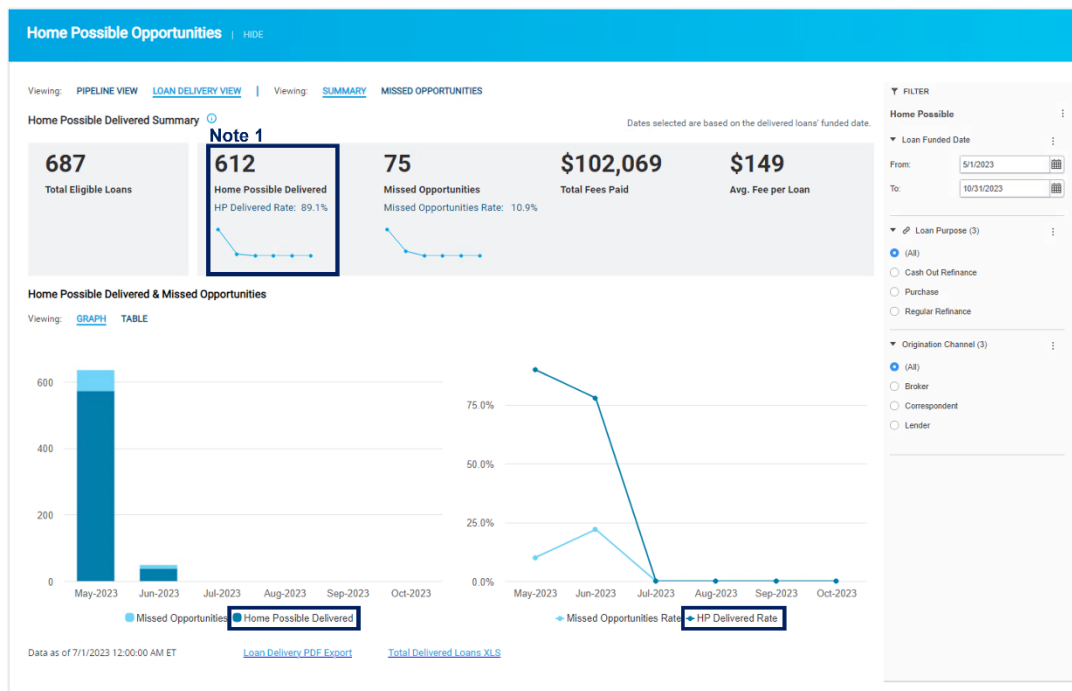
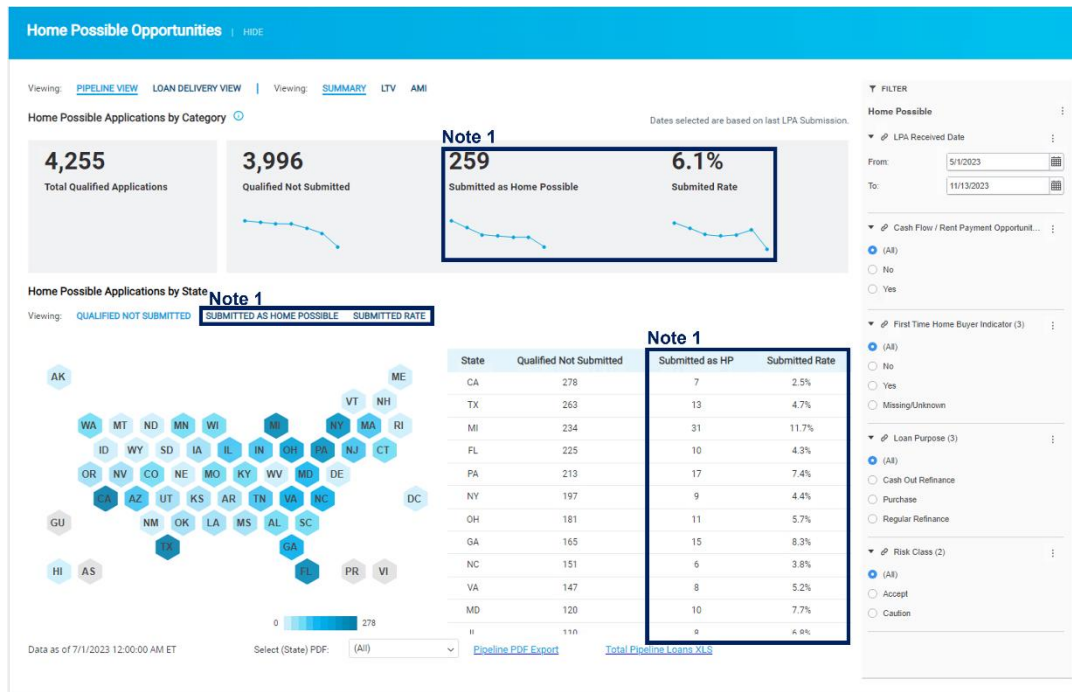
**Loan-Delivery view**: Identifies Home Possible qualified/submitted loans and those loans that were eligible for Home Possible, including eligibility for the Home Possible Credit Fee Cap, and not delivered as Home Possible, ie. 'Missed opportunities.'

### Terms used in Loan-Delivery View:

- e. **Home Possible Delivered**: Loans that were delivered to Freddie Mac as a Home Possible loan.
- f. **Missed Opportunities**: Delivered loans whose characteristics indicate they would have been eligible for the Home Possible program but were not delivered as Home Possible.
- g. **Total Eligible**: Shows the total number of **Home Possible Delivered** (e) and **Missed Opportunities** loans (f) delivered to Freddie Mac.
- h. **Home Possible Delivered Rate (%)**: Represents the number of **Home Possible Delivered** (e) loans out of the **Total Eligible** (g) population of loans.

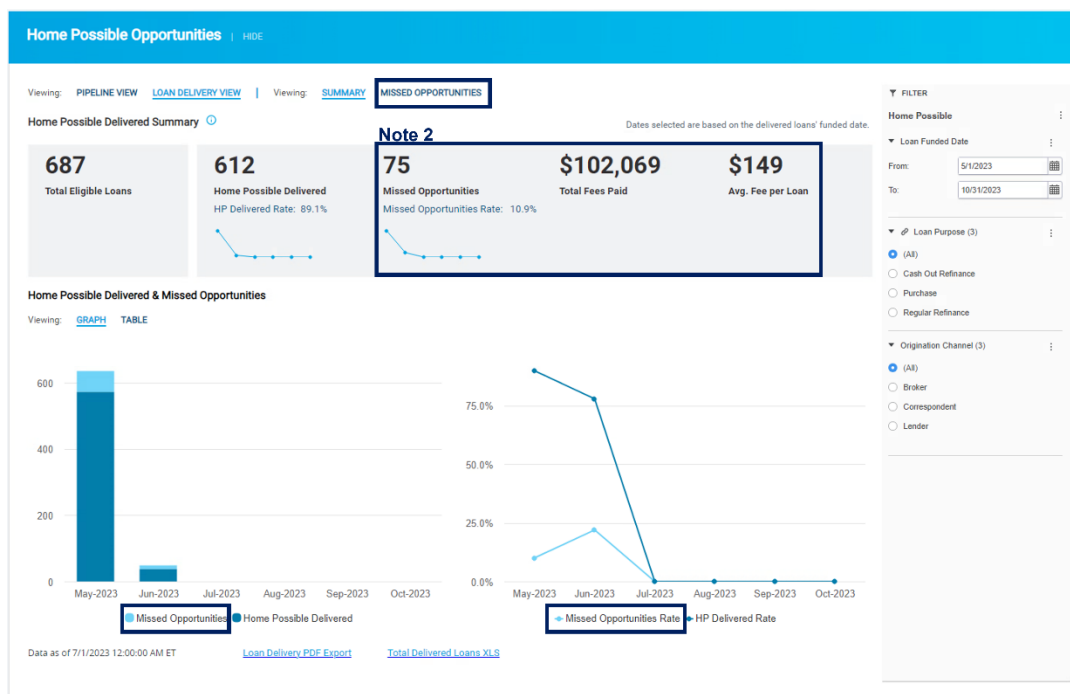
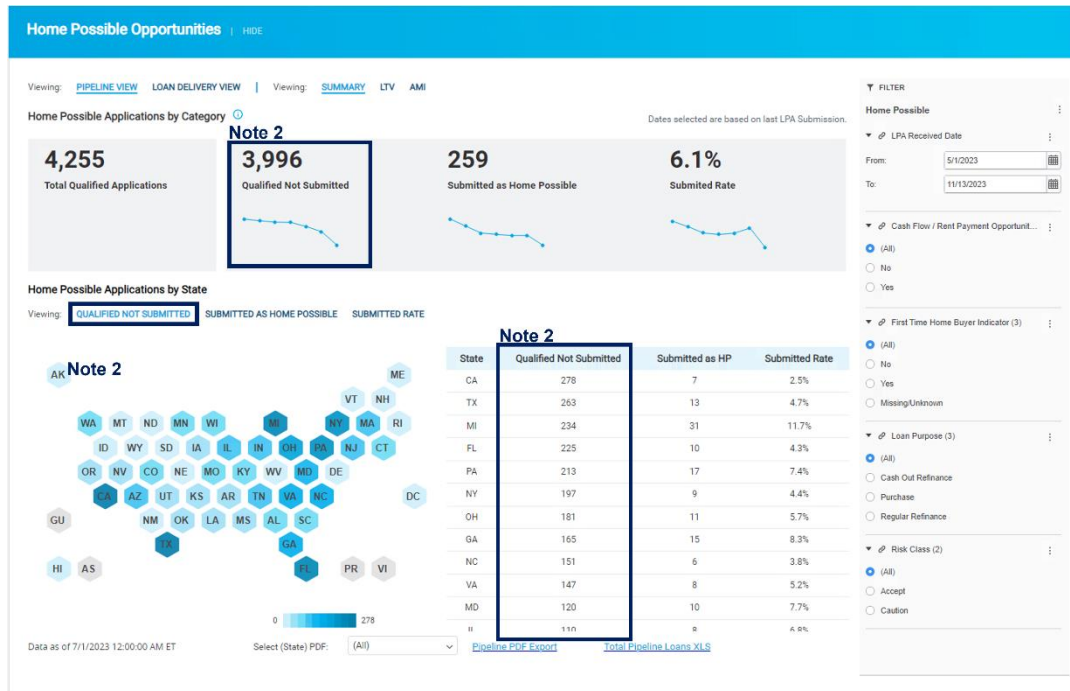
- i. **Total Fees Paid:** Shows the monetary amount (U.S. Dollar) of credit fees assessed on **Missed Opportunities (f)** that may have been subject to the Home Possible Credit Fee Cap if the loan was delivered as a Home Possible loan.
- j. **Average Fee per Loan:** Shows the average amount of credit fees assessed per loan for a seller. This metric is calculated by dividing the **Total Fees Paid (i)** by the number of **Missed Opportunity (f)** delivered loans.

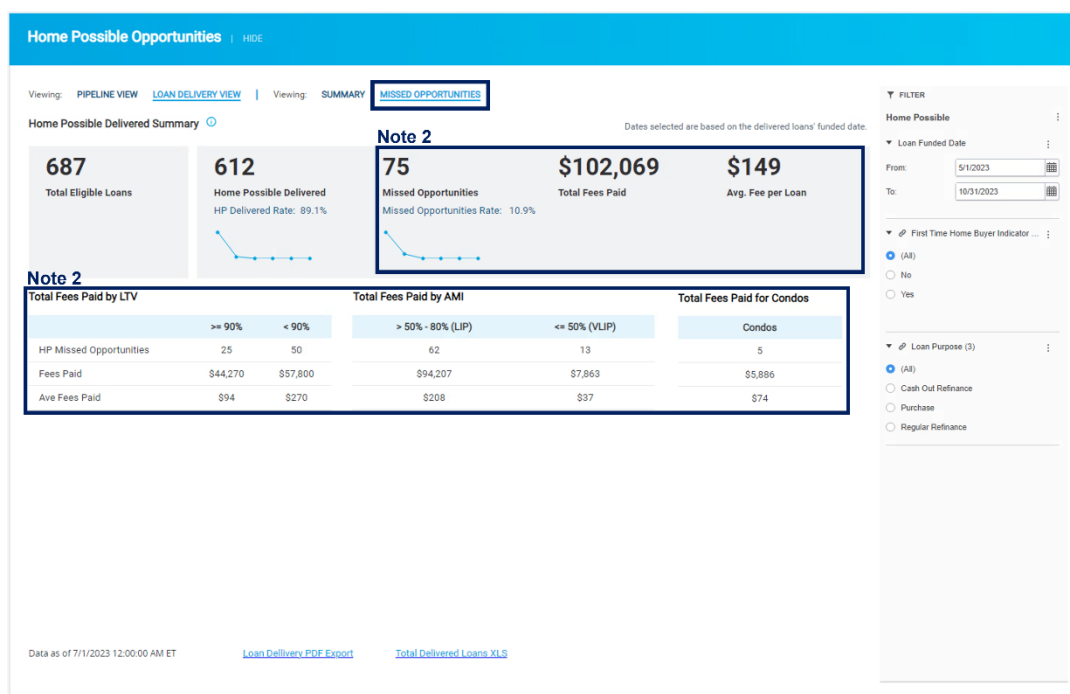
**Note 1:** Submitted as Home Possible (b) and Submitted Rate (%) (d) are metrics for successfully submitting as Home Possible in LPA Pipeline view. Home Possible Delivered (e) and Home Possible Delivered Rate (%) (h) are metrics for successfully delivering the loan to Freddie Mac as Home Possible in Loan-delivery view.



**Note 2:** Qualified Not Submitted (a) shows applications that are eligible for Home Possible but have not submitted the application as Home Possible, and therefore, the loan is subject to applicable credit fees (in Pipeline view).

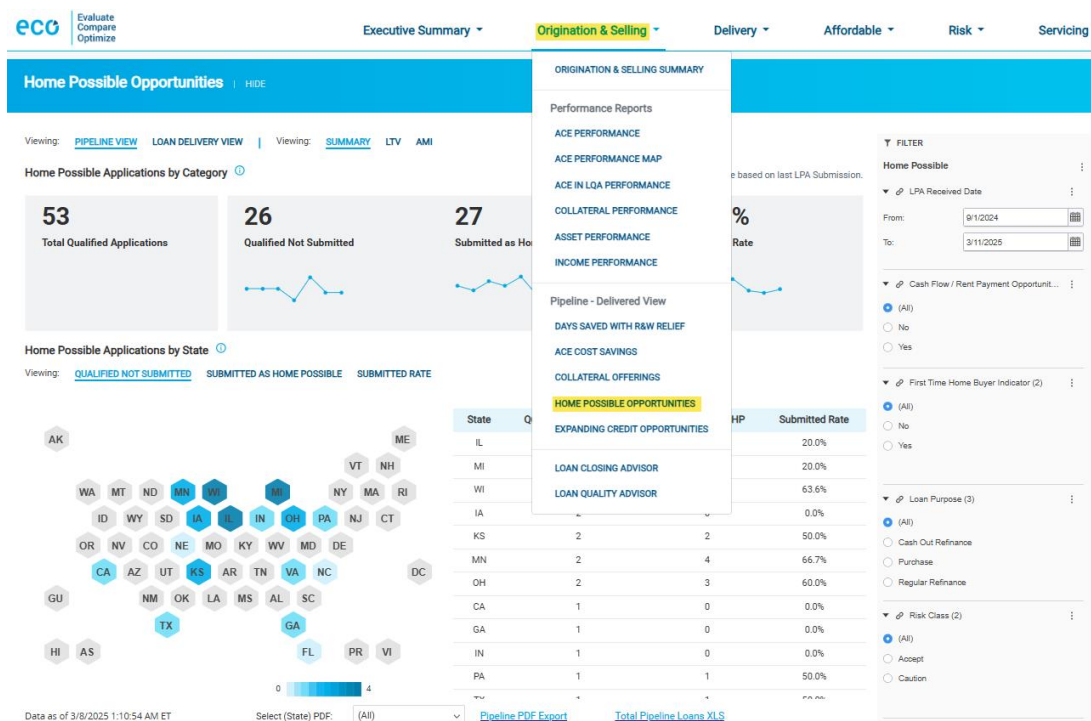
Missed Opportunities (f) shows loans that could have been eligible for Home Possible but did not utilize the program and the loan was assessed applicable credit fees, including any fees related to mortgage insurance assessed for an increased LTV ratio. Condos also incurred additional fees related to property type.





## Dashboard Access:

To access this dashboard, click on the downward arrow icon in the homepage next to 'Origination & Selling' and select 'Home Possible Opportunities' listed under 'Pipeline – Delivered View' Loan Product Advisor®

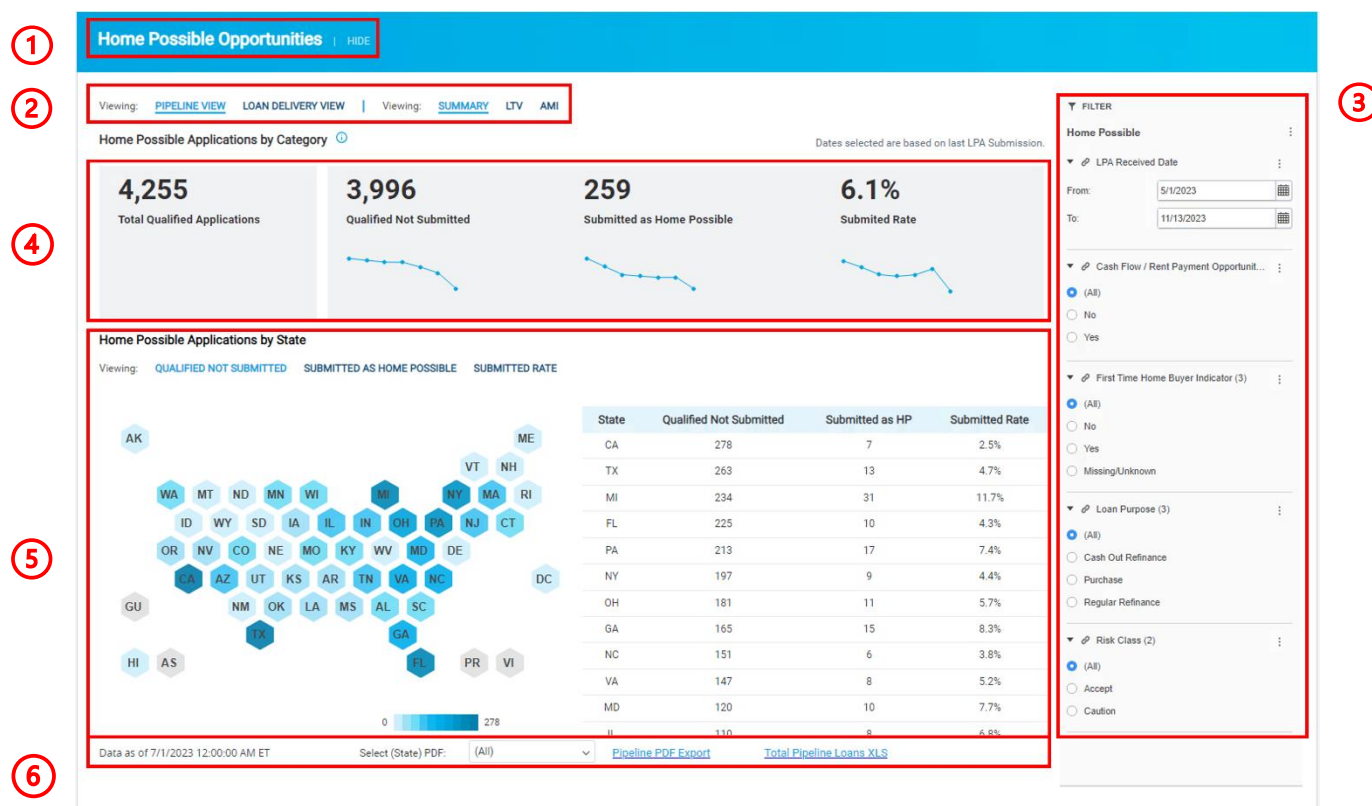


Additionally, this dashboard can also be opened from the Affordable tab menu on ECO®. There is a link available towards the bottom of the Affordable tab which would point back to the Origination & Selling tab that contains the Home Possible Opportunity report.





Once the dashboard opens, you should be able to see the Home Possible Opportunities Pipeline summary view.



## Navigating the enhanced Home Possible Opportunities report

### 1. Header:

Name of the dashboard

### 2. Tabs:

There are two sections to the Home Possible Opportunities report:

#### I. Pipeline View

- Summary – Provides a high-level overview of Home Possible qualified applications.
- LTV – Loan-to-value ratio is split into two groups, < 90% and >= 90%.



- c. AMI – Area Median Income is split into two groups,  $\leq 50\%$  (VLIP) and  $> 50\% - \leq 80\%$  (LIP).
- II. Loan Delivery View
  - a. Summary – Provides high-level overview of Home Possible delivered loans, missed opportunities volume, and credit fees paid on missed opportunity delivered loans.
  - b. Missed Opportunities – Breaks out the missed opportunity delivered loans by LTV ( $< 90\%$  and  $\geq 90\%$ ), AMI ( $\leq 50\%$  (VLIP) and  $> 50\% - \leq 80\%$  (LIP)) and provides metrics for Condo missed opportunities.
- 3. **Filters:** The filters available on this Pipeline view will be Date Range, Loan Purpose, and First-time Home Buyer (FTHB), Risk Class, and Cashflow/Rent Payment Indicator. On the Loan Delivery View, there will be Date Range, Origination Channel, and Loan Purpose filters.

**Note 3:**

- If the FTHB filter is set to Yes, the view includes all applications/ loans that were eligible for Home Possible based on income % of AMI/LTV. Loans that were assessed credit fees or were eligible for credit fee caps related to other offerings or based on LTV/CS combinations are included in these numbers.
- If the FTHB filter is set to No, the view includes all applications/ loans that were eligible for Home Possible based on income % of AMI/LTV and filters out the First time Home Buyers for a better indication of loans eligible for Home Possible.

**4. Key Performance Indicators**

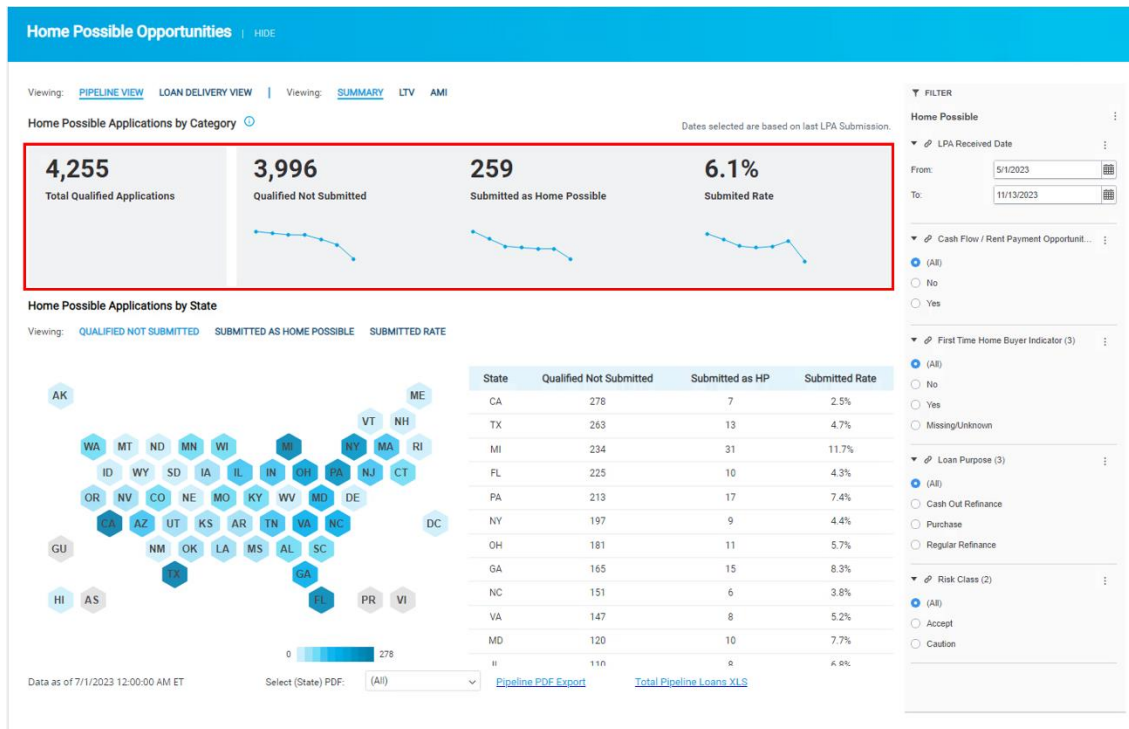
The KPI view is customized based on the tabs selected in section 2.

- I. Pipeline View: Summary tab shows the number of LPA applications broken into the Home Possible categories mentioned above. There are also trend lines under the Qualified Not Submitted and Submitted as Home Possible figures, showing the volume for each category broken out by month. If the LTV or AMI tabs are selected, the trend lines are split into the relevant buckets for that loan characteristic. KPIs shown:
  - **Total Qualified Applications**
  - **Qualified Not Submitted**
  - **Submitted as Home Possible**
  - **Submitted Rate (%)**

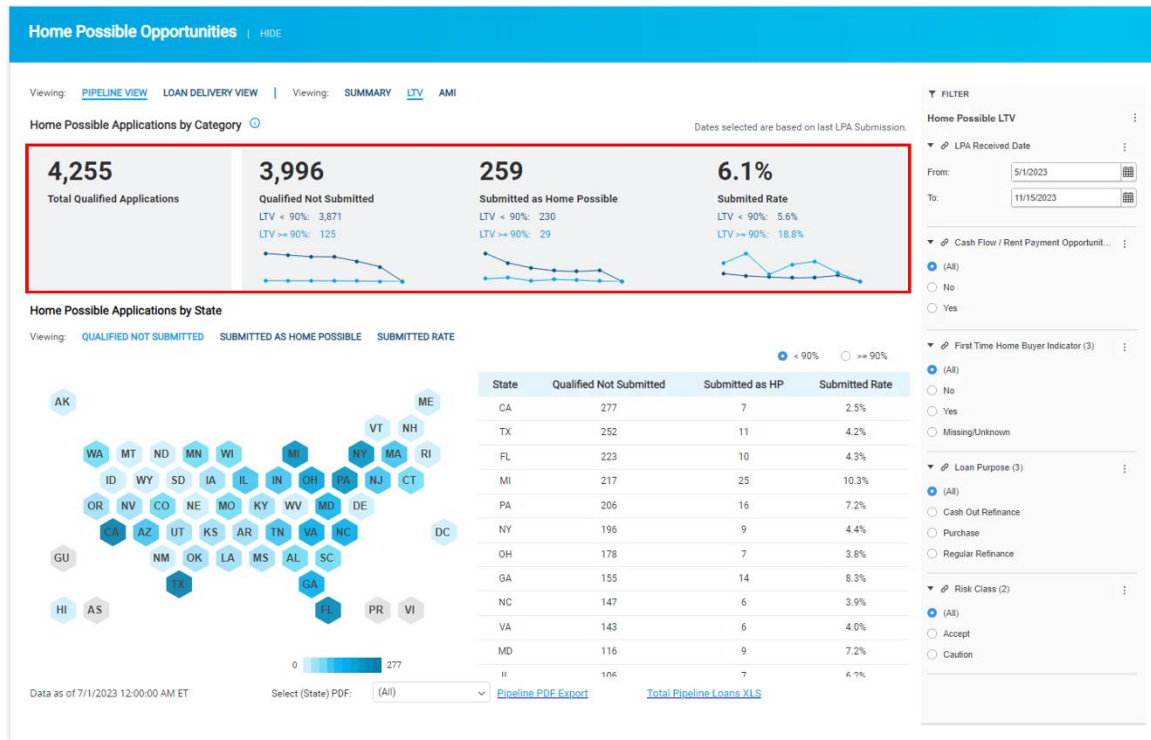
Summary:





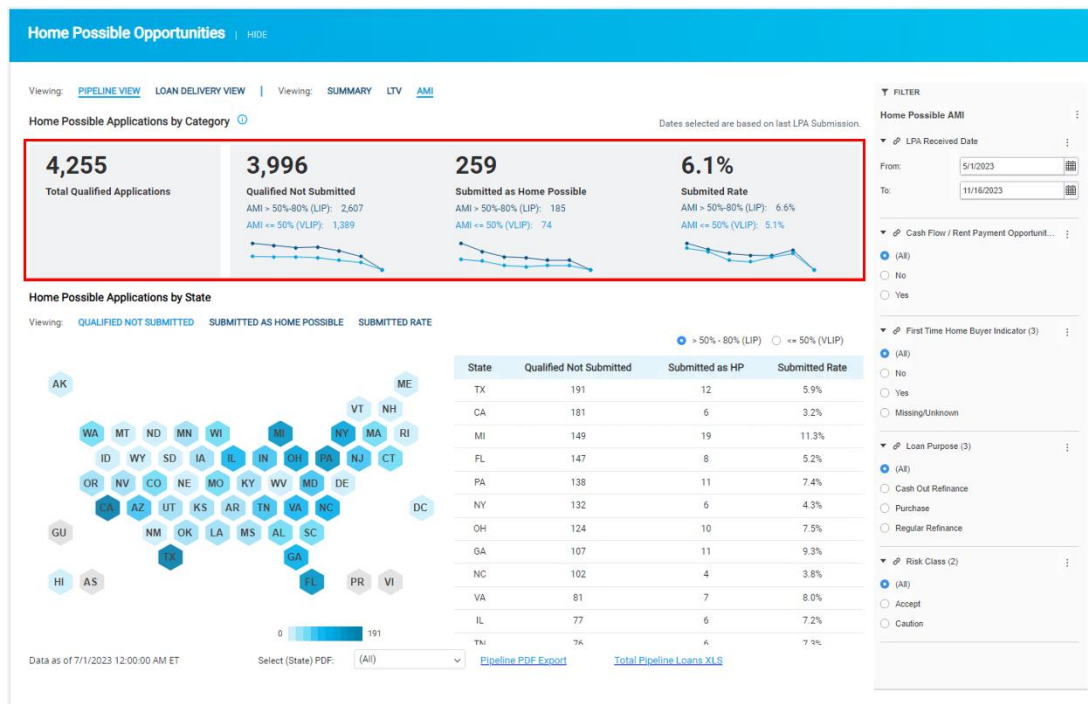


## LTV Selection:



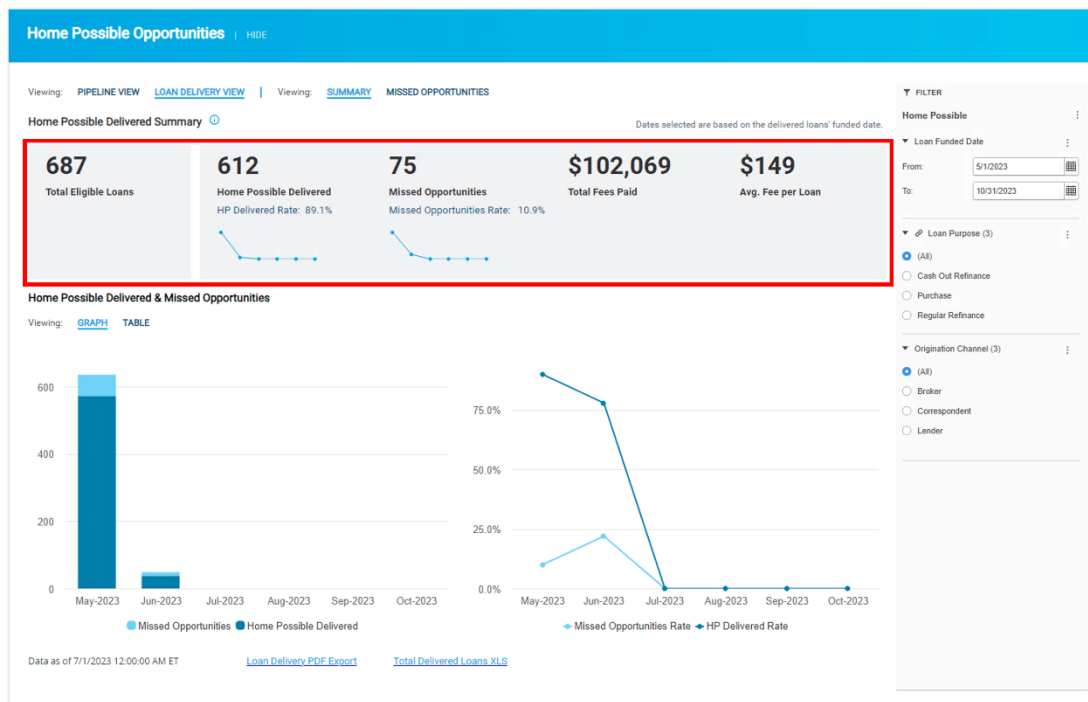
## AMI Selection:





- II. Loan Delivery View: Summary tab show the top-level metrics for delivered loans described above. Additionally, a trend for the last six completed months is shown under Home Possible Delivered and Missed Opportunities. KPIs shown:

<ul style="list-style-type: none"> <li>Home Possible Delivered</li> <li>Missed Opportunities</li> <li>Total Eligible</li> </ul>	<ul style="list-style-type: none"> <li>Home Possible Delivered Rate (%)</li> <li>Total Fees Paid</li> <li>Average Fee per Loan</li> </ul>
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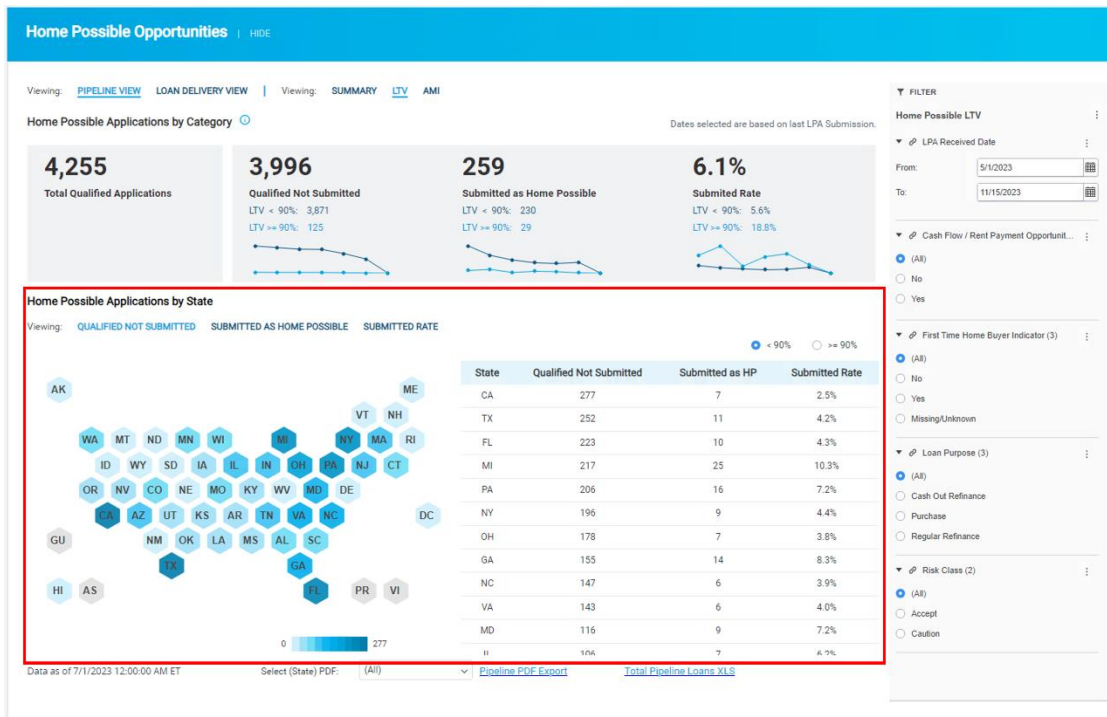


## 5. Graph:





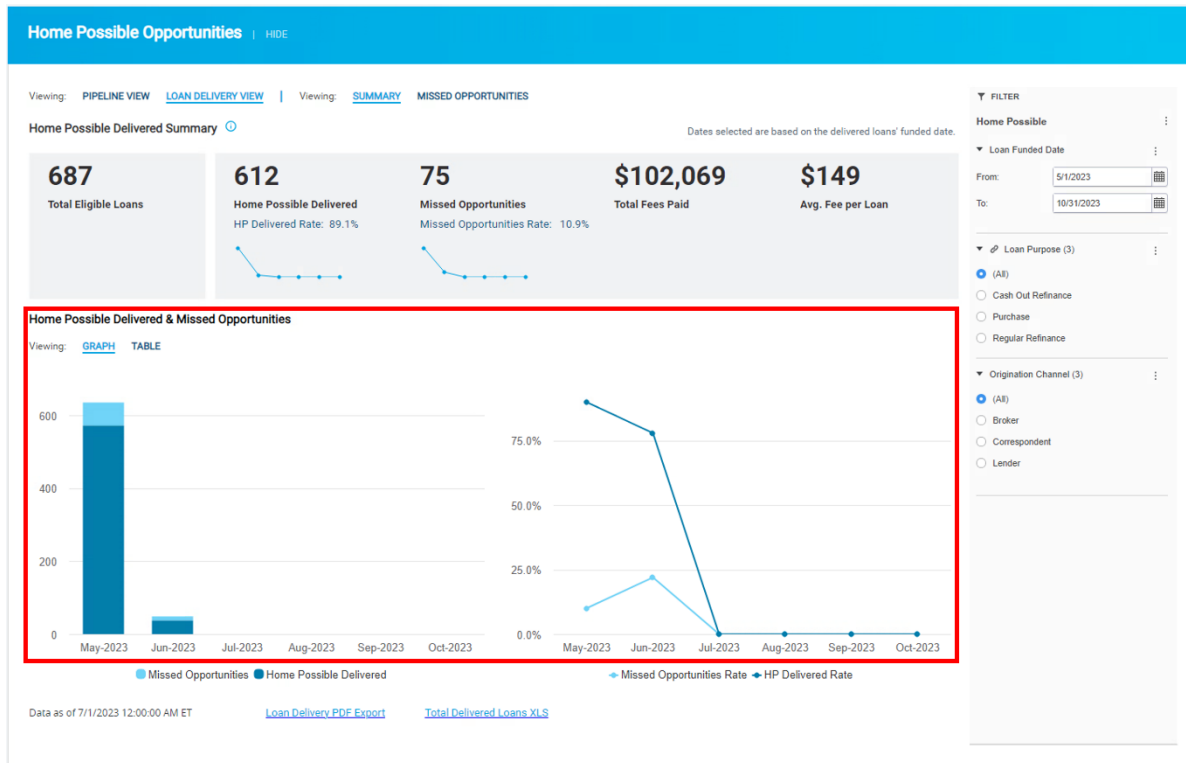
- I. Pipeline view has three viewing options for the graph section of the report. Each option has a map portion and a table portion. The viewing option selected will determine which metric is represented by the color on the hex map and which column the table is being sorted by.
  - The three viewing options are:
    - Qualified Not Submitted
    - Submitted as Home Possible
    - Submitted Rate



**Note 4:** Low Home Possible submission by state could indicate a specific training opportunity.

- II. Loan Delivery view has two options:
  - Graph - A stacked bar chart and a line chart showing the volumes and rates of the Home Possible Delivered and Missed Opportunities loans broken out by month.
  - Table – Shows the same data as the graph in tabular format with each of the metrics being broken out by month.





6. **Exports:** Export functionality has two options.
- I. **PDF Export** which facilitates download of the summary as a PDF.
  - II. **Spreadsheet:** To export the results in Excel format.