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# Fannie Posts Profit, will Continue Dividend Payments

In releasing its first quarter financial results on Thursday Fannie Mae surprised some by not following Freddie Mac down the rabbit hole. The larger of the two GSEs (government sponsored enterprises) said it did post a first quarter profit, with **net income of $1.1 billion** and comprehensive income of $936 million. On Tuesday Freddie Mac reported its first quarterly loss since 2012, in the red with a $354 million net loss and a $200 million comprehensive loss.

Fannie Mae's first quarter profit however was **considerably smaller** than that of the fourth quarter of 2014 when it posted $2.5 billion net and 2.3 billion comprehensive income. The most recent profit came from $5 billion in revenue from interest and fees compared to $5.3 billion the previous quarter. The company said its income was offset by derivative losses of 2.8 billion. It was derivative losses that contributed heavily to Freddie Mac's problems as well.

Both GSEs are required, under a 2012 agreement with the Treasury Department, to sweep all profits above a steadily diminishing buffer into a dividend paid to Treasury. Because of its losses Freddie Mac will not make a payment this quarter but Fannie Mae said it will remit a **$919 million dividend** out of its total positive net worth of $2.1 billion. In the four years the followed being put in government conservatorship in 2008 Fannie Mae drew a cumulative $116.1 billion in support from the U.S. Government. After the pending payment the company will have made $148.5 billion in dividend payments. None of the payments have reduced its Treasury debt.

As the company has reduced its portfolio as mandated by the Treasury agreement an increasing percentage of its income has come from **guaranty fees** and this was amplified by increases in those fees in 2012. In the first quarter single-family guaranty income totaled $3.2 billion, approximately the same as in the previous quarter and made up approximately two-thirds of interest income. The company expects this source will continue to expand grow as a portion of overall income.

## National Average Mortgage Rates


| | Rate | Change | Points |
|---|---|---|---|
| **Mortgage News Daily** | | | |
| 30 Yr. Fixed | 6.89% | 0.00 | 0.00 |
| 15 Yr. Fixed | 6.33% | +0.01 | 0.00 |
| 30 Yr. FHA | 6.33% | +0.01 | 0.00 |
| 30 Yr. Jumbo | 7.05% | 0.00 | 0.00 |
| 5/1 ARM | 6.58% | 0.00 | 0.00 |
| **Freddie Mac** | | | |
| 30 Yr. Fixed | 6.77% | -0.09 | 0.00 |
| 15 Yr. Fixed | 6.05% | -0.11 | 0.00 |
| **Mortgage Bankers Assoc.** | | | |
| 30 Yr. Fixed | 7.00% | -0.03 | 0.60 |
| 15 Yr. Fixed | 6.63% | +0.07 | 0.61 |
| 30 Yr. FHA | 6.87% | -0.03 | 0.92 |
| 30 Yr. Jumbo | 7.13% | +0.02 | 0.38 |
| 5/1 ARM | 6.22% | -0.16 | 0.60 |

Rates as of: 7/22

## Recent Housing Data

| | | Value | Change |
|---|---|---|---|
| Mortgage Apps | Jul 10 | 206.1 | -0.19% |
| Building Permits | Mar | 1.46M | -3.95% |
| Housing Starts | Mar | 1.32M | -13.15% |
| New Home Sales | Mar | 693K | +4.68% |
| Pending Home Sales | Feb | 75.6 | +1.75% |
| Existing Home Sales | Feb | 3.97M | -0.75% |

| | | Value | Change |
|---|---|---|---|
| Builder Confidence | Mar | 51 | +6.25% |

# Update: Buyer Broker Agreement

After requests from real estate companies, a nonprofit consumer watchdog group the Consumer Federation of America has developed a list of factors to consider when creating a buyer contract in preparation for upcoming practice changes in the industry.

CFA released its “Proposed Criteria for Evaluating Home Buyer Contract Forms” on Tuesday. The 15 criteria focus on the contracts’ form — whether the documents are readable and understandable — and content — whether they are fair to homebuyers.

-the document’s expiration date (CFA recommends buyers asks for a three-month contract and never sign one longer than six months)
-the right to terminate the contract
-the disclosure that compensation is negotiable
-the broker’s compensation clearly stated and that the buyer broker can’t receive additional compensation for facilitating a sale
-that any additional fees, such as for showing a home, will be deducted from the broker’s commission if there is a successful sale
-that the commission is due only if there is a successful closing
-that buyers have an obligation — for no longer than 60 days, CFA recommends — to pay a broker who earlier showed them a home they purchased after the contract ended
-seller concessions paid directly to buyers
-dual agency not pre-approved by the contract
-an explanation of how a broker treats different buyer clients interested in the same property
-that buyers should not be required to first go through mediation or arbitration if they have a complaint

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