

Multifamily Business Information Presentation

Updated September 2019



Fannie Mae®

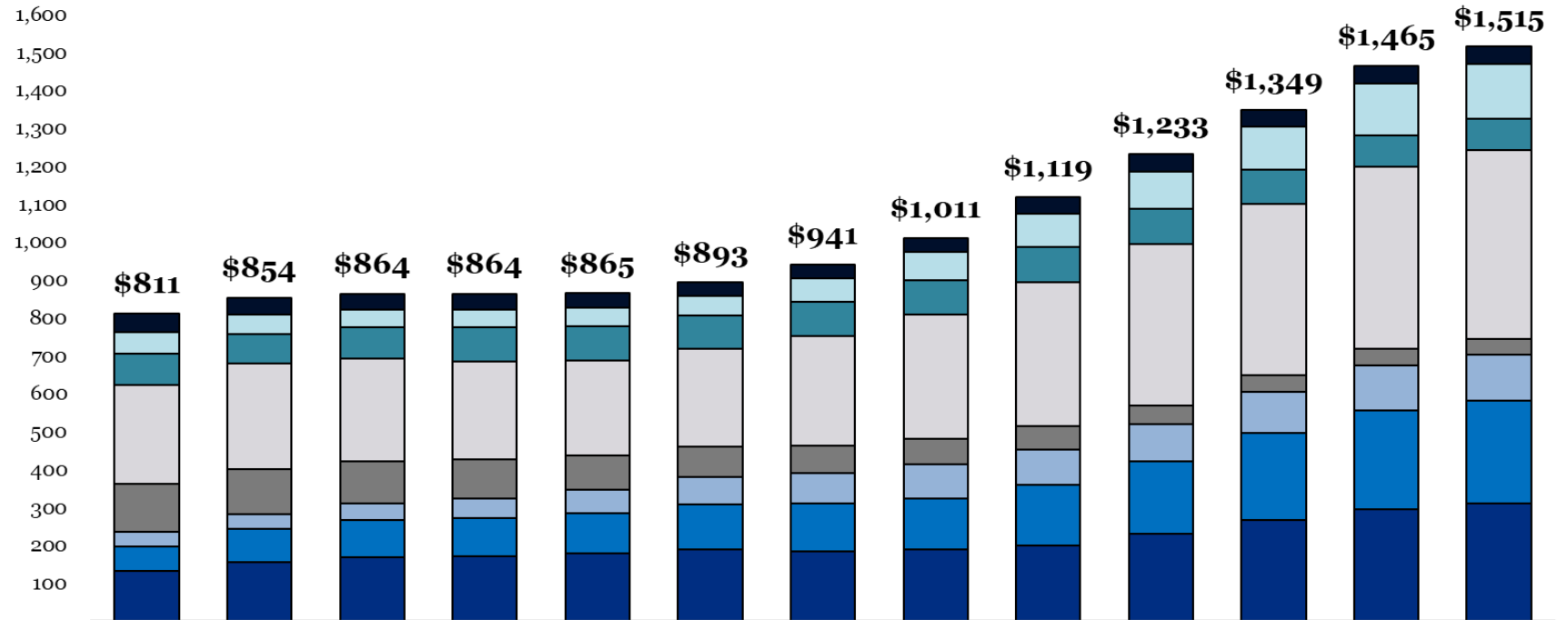
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Multifamily Debt Outstanding (MDO) by Holders of Credit Risk



Fannie Mae has continued to guarantee approximately 20% of Multifamily MDO in recent years

Total \$ in Billions



	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	Q2 2019
■ Other	50	44	41	43	39	36	36	37	45	46	44	48	46
□ Life Insurance Companies	56	52	47	46	48	51	62	75	86	99	115	136	143
■ State & Local Credit Agencies	83	76	83	90	89	87	91	91	93	93	90	83	82
□ Banks & Thrifts	261	280	271	258	251	259	290	327	379	425	451	481	498
■ CMBS	126	118	112	103	91	80	71	68	62	48	43	43	42
□ Ginnie Mae	38	39	44	52	60	71	82	90	94	99	109	118	121
■ Freddie Mac	67	88	98	100	107	119	124	135	160	191	231	262	270
■ Fannie Mae	132	156	168	172	179	190	185	189	200	231	266	295	312
Total	811	854	864	864	865	893	941	1,011	1,119	1,233	1,349	1,465	1,515

Fannie Mae's Share of MF MDO

16% 18% 19% 20% 21% 21% 20% 19% 18% 19% 20% 21% 21%

GSEs
Guarantee 39%
of MF MDO
FNM: 21%
FRE: 18%

Source: Federal Reserve

Notes:

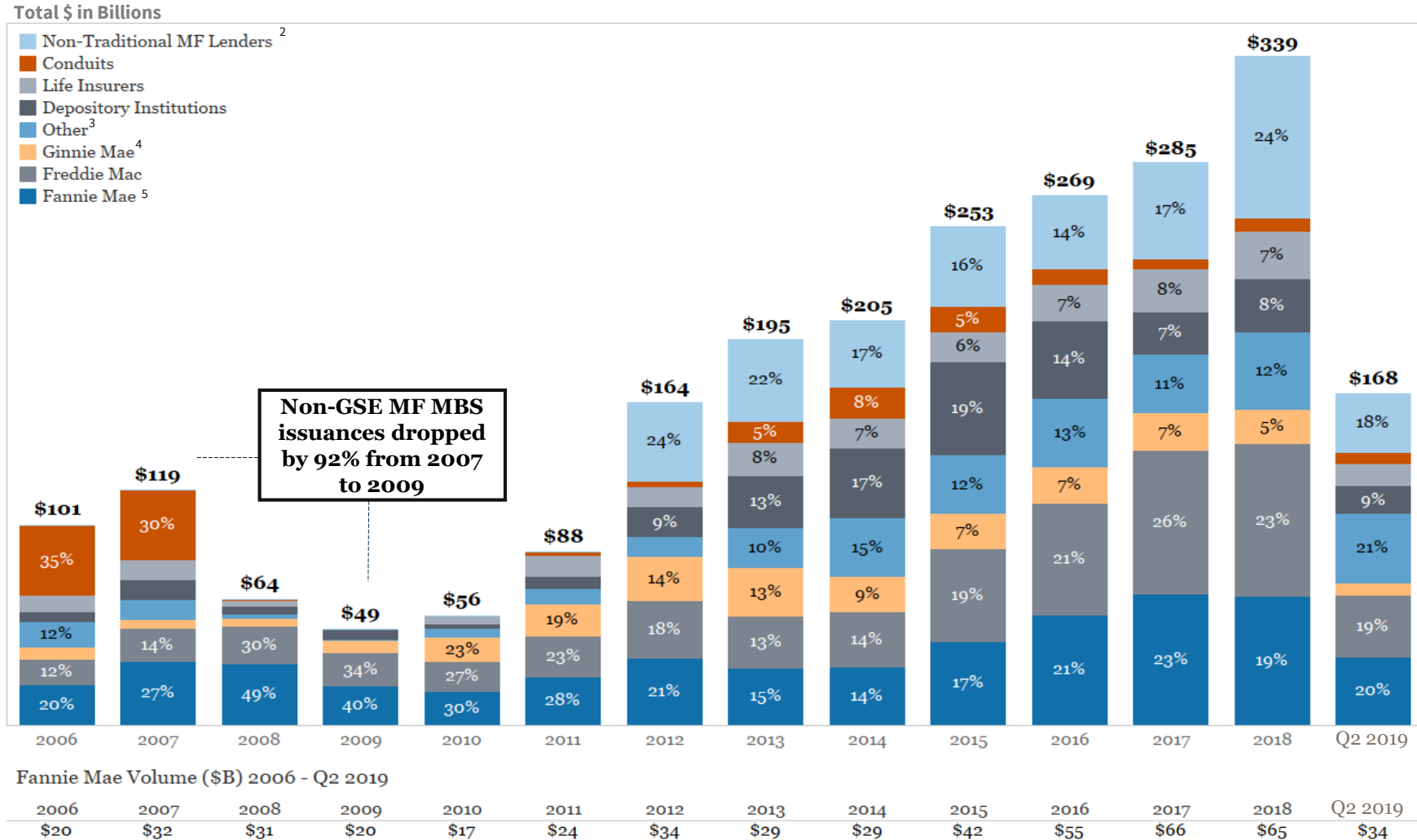
- Numbers may not sum due to rounding
- Data based on information available at time of publication



Estimated Competitive Multifamily Market Acquisitions by Participant¹



Diversified participation exists in the multifamily market today



Source: American Council of Life Insurers (ACLI), FDIC, Trepp, Mortgage Bankers Association & Fannie Mae Multifamily Economic Research Group

Notes:

¹ Estimated competitive market size is Fannie Mae's internal estimate of multifamily originations activity.

² Non-Traditional MF Lenders are non-institutional lenders that generate 1-2 multifamily loans a year with a typical size of less than \$1M.

³ Other includes state and local credit agencies, FHLBs and other financial institutions.

⁴ Loans securitized by Ginnie Mae include non-dedicated multifamily housing (e.g. healthcare and new construction.)

⁵ Excludes purchases of loans from others' portfolios and Treasury HFA New Issue Bond program volume in 2009 and 2010, therefore amounts may not tie to Fannie Mae 10-Qs or 10-Ks.



Fannie Mae Multifamily Acquisitions by Asset Class



Fannie Mae serves many sectors of the multifamily housing market

Total \$ in Billions

Manufactured Housing
Seniors Housing
Student Housing
Conventional & Coop

Acquisition Year
2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 YTD Q3

\$1.0	\$1.1	\$0.5	\$0.5	\$0.9	\$1.0	\$0.5	\$0.8	\$3.0	\$1.9	\$2.9	\$1.5
2.1	1.0	0.6	1.4	1.2	1.6	1.5	2.7	1.5	5.5	2.3	2.3
0.4	0.6	0.2	0.5	0.7	0.5	0.8	1.5	2.5	3.8	2.7	2.1
31.5	17.2	15.5	22.0	30.9	25.7	26.1	37.3	48.2	54.8	57.4	46.2

Total Multifamily Acquisitions¹

\$35 \$20 \$17 \$24 \$34 \$29 \$29 \$42 \$55 \$66 \$65 \$52

Included in the 2019 FHFA Multifamily Volume Cap

44%

Additional Loan Sectors Included in Total Acquisitions

Multifamily Affordable Housing ²
Small Balance Loans ^{3,4}
5-50 Units ⁴
Supplemental ⁵
Green
Structured

\$1.1	\$0.8	\$2.3	\$3.8	\$2.3	\$2.6	\$3.0	\$4.3	\$5.4	\$6.0	\$4.6
3.8	3.8	4.4	5.5	4.4	2.9	2.9	3.1	3.4	3.0	3.0
1.4	1.4	1.5	1.9	1.5	0.8	1.0	1.3	1.7	1.7	1.9
0.3	0.2	0.3	0.6	0.7	0.9	1.4	1.5	1.8	1.3	0.8
N/A	N/A	N/A	0.06	0.06	0.02	0.2	3.6	27.8	20.1	16.6
3.4	0.8	2.0	1.8	1.9	1.5	3.5	4.5	10.3	9.5	6.7

Notes:

¹ Excludes \$1 billion and \$391 million from the Treasury HFA New Issue Bond program for 2010 and 2009, respectively, and a transaction backed by a pool of single-family rental properties in 2017 totaling \$945 million.

² Financing for rent-restricted properties and properties receiving other federal and state subsidies. Excludes Treasury HFA New Issue Bond Program.

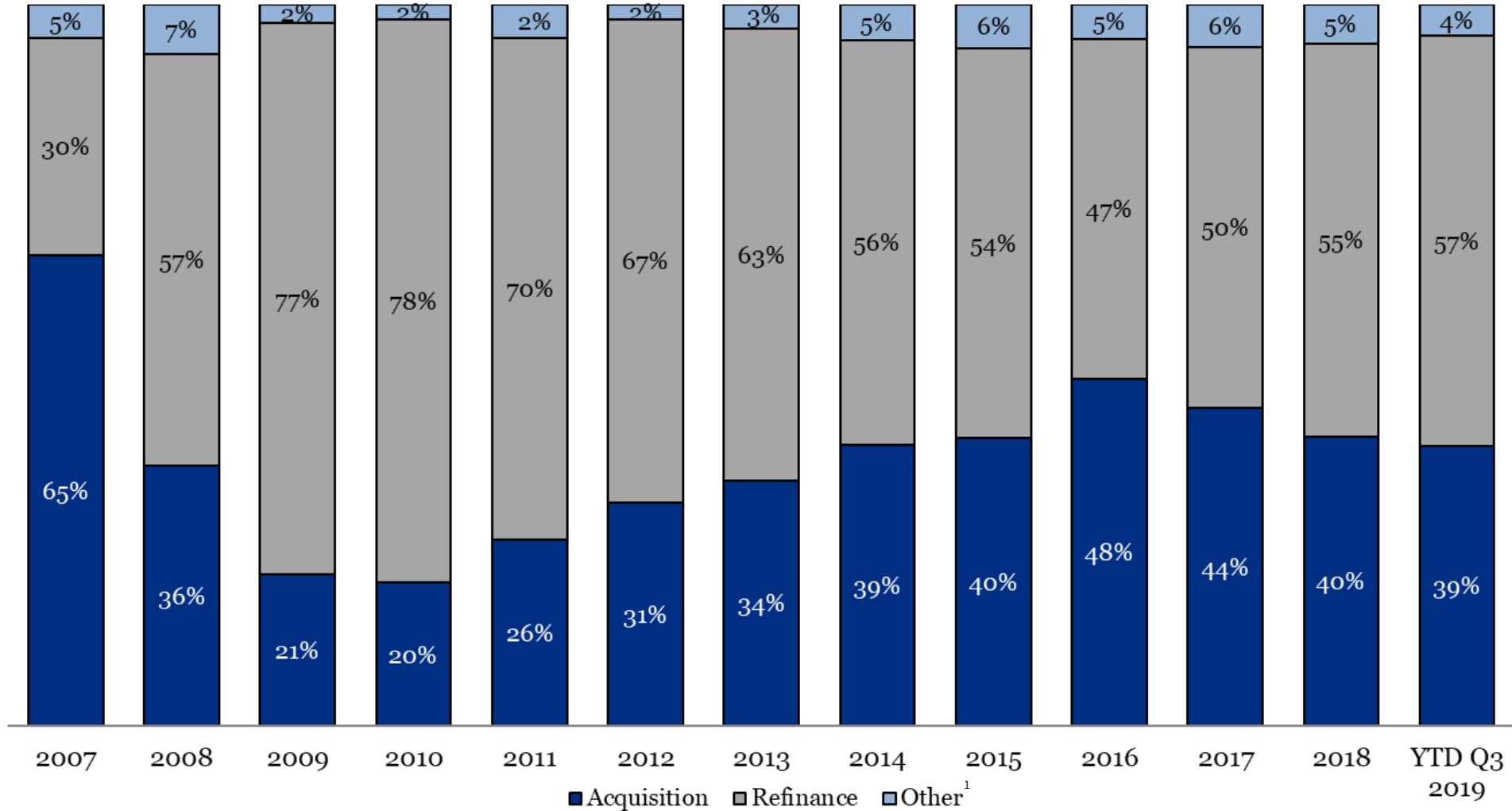
³ Loans up to \$6 million.

⁴ YTD combined population of Small balance and 5-50 units was \$3.6B in September 2019, \$4.3B in 2018, \$4.9B in 2017, and \$4.4B in 2016.

⁵ Loans that are second, third, or fourth liens on a property.



Fannie Mae Multifamily Acquisitions by Financing Type



Fannie Mae Multifamily business volume continues to be a balanced mixture of acquisitions and refinances

Note:

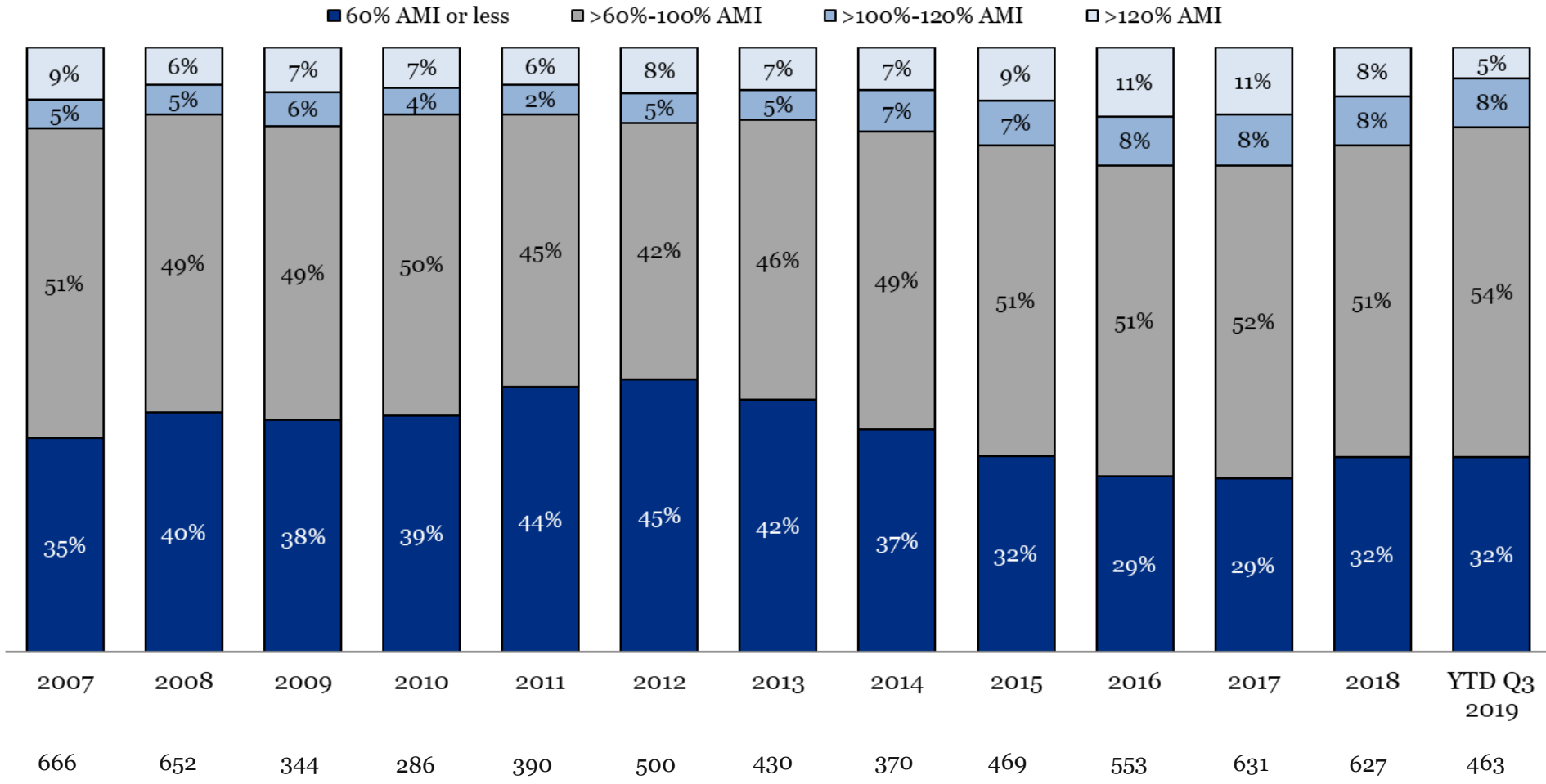
¹ Other financing types include supplemental financing on existing properties and construction take-outs. Construction take-out refers to the permanent debt on a newly constructed property where Fannie Mae did not provide construction financing.

Source: Fannie Mae



Fannie Mae Multifamily Acquisitions by Area Median Income (AMI)

Fannie Mae's ability to serve a variety of income segments is a key component of serving the entire multifamily market



The substantial majority of multifamily units financed by Fannie Mae continue to be affordable to families at or below 120% of the area median income

Source: Fannie Mae, based on Housing Goals methodology

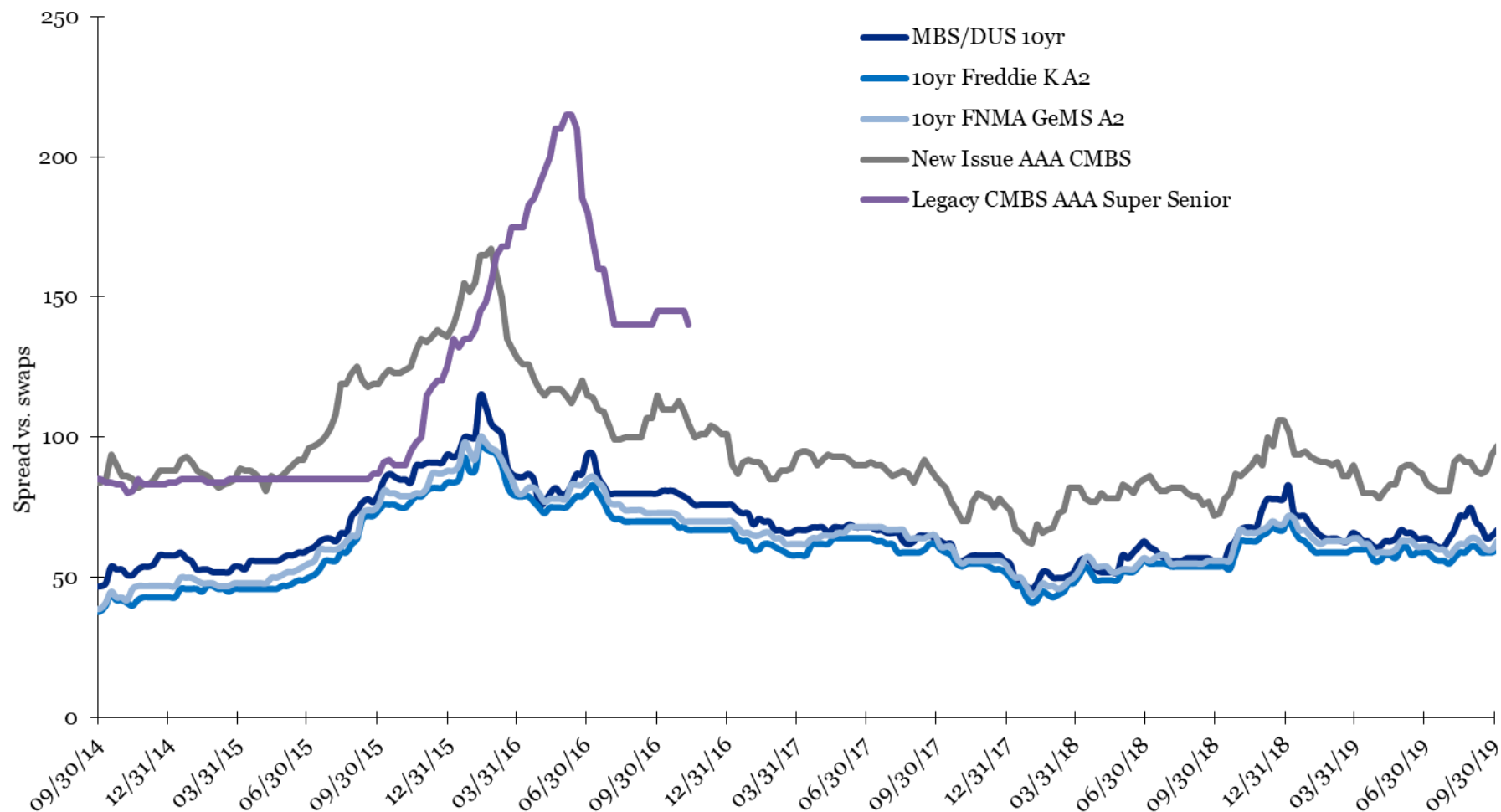
Note:

¹ Housing Goals numbers are subject to final determination FHFA



Multifamily Market Spreads

Trailing Legacy & New Issue AAA CMBS, MBS/DUS®, GeMS and Freddie K Spreads



Spreads have been tight since Q2 2016, but may remain volatile as a result of macroeconomic uncertainty

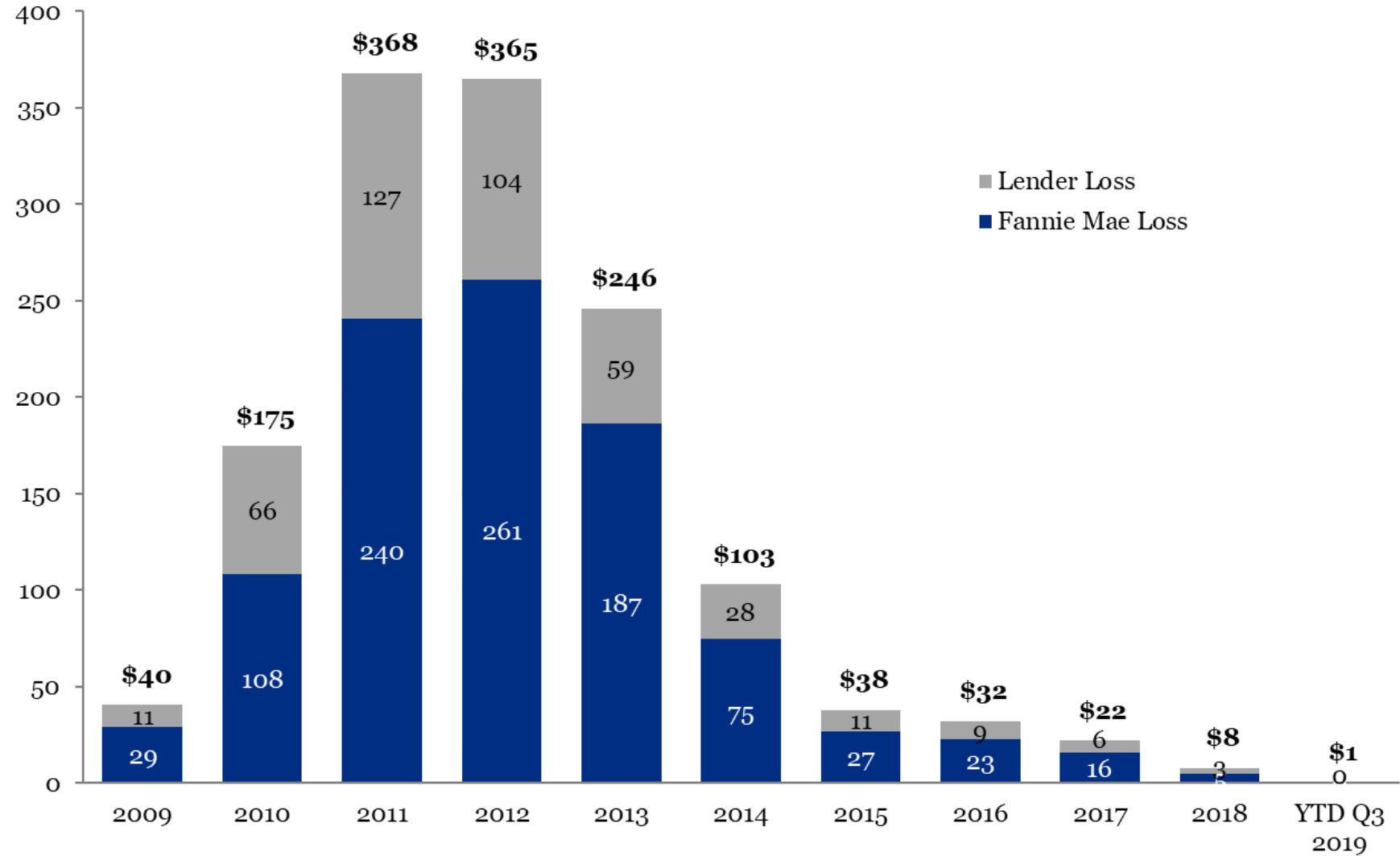


Managing Multifamily Losses – Fannie Mae vs Lender Loss Sharing ¹



Fannie Mae lender partners have assumed 31% of all losses on loans that have gone through settlement since 2007

Total \$ in Millions



Notes:

¹ Amounts reflect Fannie Mae and Lender losses from loss-sharing settlements concluded during the period

