

# GETTING READY TO SELL FOR SECURITIES\*

- FREDDIE MAC ACTIVITY
- SELLER ACTIVITY



## LENDER CONSIDERATIONS

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| <p><b>OPERATIONAL / SYSTEMS READINESS</b></p> <ul style="list-style-type: none"> <li>Determine pricing date (i.e. early/mid/late)</li> <li>Begin discussions with dealers regarding pool delivery</li> <li>Begin analysis on capital impacts</li> </ul>       | <p><b>POOL CREATION / TESTING</b></p> <ul style="list-style-type: none"> <li>Determine if access to test environment is needed</li> <li>Ensure adequacy of warehouse needs/capacity</li> <li>Firm up dealer network to prepare for live trades</li> <li>Prepare for different delivery / funding timelines</li> </ul> |
| <p><b>LOAN SELLING ADVISOR® SETUP</b></p> <ul style="list-style-type: none"> <li>Setup internal resources for system access</li> <li>Create wire instructions for pool deliveries</li> <li>Establish additional co-issue relationships (if needed)</li> </ul> | <p><b>DELIVERY OF INITIAL POOL(S)</b></p> <ul style="list-style-type: none"> <li>Review funding / settlement reports</li> <li>Develop data exports for settled pools, etc</li> <li>Reconcile post-settlement buyup-buydown / delivery fees</li> </ul>   |

\*The timeline and activities described in this infographic depict a high-level and typical "end-to-end" process to get a Seller ready to sell loans through Guarantor. The timeline and activities may vary for each Seller depending on a Seller's circumstances. The sale of mortgages to Freddie Mac through a guarantor execution are subject to the requirements in the Seller's purchase documents including the Single-Family Seller/Servicer Guide.