### FEDERAL NATIONAL MORTGAGE ASSOCIATION FANNIE MAE

Form 10-Q

May 01, 2019

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## UNITED STATES SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549 Form 10-Q

# QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended March 31, 2019 OR

# TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from to Commission file number: 0-50231

# **Federal National Mortgage Association**

(Exact name of registrant as specified in its charter)

# Fannie Mae

(State or other jurisdiction of incorporation or organization)

(I.R.S. Employer Identification zip code) (Address of principal executive offices, including area code) (Registrant's telephone number, including area code)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes p No o

Indicate by check mark whether the registrant has submitted electronically every Interactive Data File required to be submitted pursuant to Rule 405 of Regulation S-T (§ 232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit such files). Yes p = No o

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, a smaller reporting company, or an emerging growth company. See the definitions of "large accelerated filer," "accelerated filer," "smaller reporting company," and "emerging growth company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer b Accelerated filer o

Non-accelerated filer o Smaller reporting company o

Emerging growth company o

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. o

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes  ${\rm o}~$  No  ${\rm p}$ 

As of March 31, 2019, there were 1,158,087,567 shares of common stock of the registrant outstanding.

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MD&A | Introduction

## **PART I—FINANCIAL INFORMATION** Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

We have been under conservatorship, with the Federal Housing Finance Agency ("FHFA") acting as conservator, since September 6, 2008. As conservator, FHFA succeeded to all rights, titles, powers and privileges of the company, and of any shareholder, officer or director of the company with respect to the company and its assets. The conservator has since provided for the exercise of certain authorities by our Board of Directors. Our directors do not have any fiduciary duties to any person or entity except to the conservator and, accordingly, are not obligated to consider the interests of the company, the holders of our equity or debt securities, or the holders of Fannie Mae MBS unless specifically directed to do so by the conservator. We do not know when or how the conservatorship will terminate, what further changes to our business will be made during or following conservatorship, what form we will have and what ownership interest, if any, our current common and preferred stockholders will hold in us after the conservatorship is terminated or whether we will continue to exist following conservatorship. Congress and the Administration continue to consider options for reform of the housing finance system, including Fannie Mae. We are not permitted to retain more than \$3.0 billion in capital reserves or to pay dividends or other distributions to stockholders other than the U.S. Department of the Treasury ("Treasury"). Our agreements with Treasury include covenants that significantly restrict our business activities. For additional information on the conservatorship, the uncertainty of our future, our agreements with Treasury, and recent actions and statements relating to housing finance reform by the Administration, Congress and FHFA, see "Business-Conservatorship, Treasury Agreements and Housing Finance Reform," "Business-Charter Act and Regulation" and "Risk Factors" in our Form 10-K for the year ended December 31, 2018 ("2018 Form 10-K") and "Legislation and Regulation" and "Risk Factors" in this report.

You should read this Management's Discussion and Analysis of FinancialCondition and Results of Operations ("MD&A") in conjunction with our unaudited condensed consolidated financial statements and related notes in this report and the more detailed information in our 2018 Form 10-K. You can find a "Glossary of Terms Used in ThisReport" in the MD&A of our2018 Form 10-K. Forward-looking statements in this report are based on management's current expectations and are subject to significant uncertainties and changes in circumstances, as we describe in "Forward-Looking Statements." Future events and our future results may differ materially from those reflected in our forward-looking statements due to a variety of factors, including those discussed in "Risk Factors" and elsewhere in this report and in ou@018 Form 10-K.

## Introduction

By federal charter, Fannie Mae provides a stable source of liquidity to the mortgage market and supports the availability and affordability of housing in the United States. We operate in the secondary mortgage market, primarily working with lenders, who originate loans to borrowers. We do not originate loans or lend money directly to borrowers in the primary mortgage market. Instead, we securitize mortgage loans originated by lenders into Fannie Mae mortgage-backed securities that we guarantee (which we refer to as Fannie Mae MBS or our MBS); purchase mortgage loans and mortgage-related securities, primarily for securitization and sale at a later date; manage mortgage credit risk; and engage in other activities that support access to credit and the supply of affordable housing. Our common stock is traded in the over-the-counter market and quoted on the OTCQB, operated by OTC Markets Group, Inc., under the ticker symbol "FNMA."

Through our single-family and multifamily business segments, we provided \$102 billion in liquidity to the mortgage market in the first quarter of 2019, which enabled the financing of approximately 527,000 home purchases, refinancings or rental units.

# Fannie Mae Provided \$102 Billion in Liquidity in the First Quarter of 2019

\$56.3B 229K Single-Family

## Home Purchases

## Unpaid Principal Units Balance

MD&A | Executive Summary

# **Executive Summary**

## **Summary of Our Financial Performance**

## **Quarterly Results**

The decrease in our net income in the first quarter of 2019, compared with the first quarter of 2018, was primarily driven by:

a shift from fair value gains to fair value losses; and

• ad

a decrease in net interest income;

partially offset by an increase in our benefit for credit losses.

See "Consolidated Results of Operations" for more information on our financial results.

*Net Worth.* Our net worth of \$5.4 billion as of March 31, 2019 reflects our comprehensive income of \$2.4 billion for the first quarter of 2019 and \$3.0 billion in retained capital reserves.

## **Financial Performance Outlook**

Our long-term financial performance will depend in large part upon both the size of and our share of the U.S. mortgage market, which in turn will depend upon such factors as population growth, household formation and home price appreciation. While we expect to remain profitable on an annual basis for the foreseeable future, certain factors could result in significant volatility in our financial results from quarter to quarter or year to year. We expect quarterly volatility in our financial results due to a number of factors, particularly changes in market conditions that result in fluctuations in the estimated fair value of our derivatives and other financial instruments that we mark to market through our earnings. Other factors that may result in volatility in our quarterly financial results include factors that affect our loss reserves, such as redesignations of loans from held for investment ("HFI") to held for sale ("HFS"), changes in interest rates, home prices or accounting standards, or events such as natural disasters, and other factors, as we discuss in "Risk Factors" and "MD&A—Consolidated Results of Operations—Credit-Related Income (Expense)" in our 2018 Form 10-K and in "Consolidated Results of Operations—Credit-Related Income (Expense)" in our 2018 Form 10-K and in "Consolidated Results of Operations—Credit-Related Income" in this report. Further, our implementation on January 1, 2020 of ASU 2016-13, Financial Instruments—Credit Losses (Topic 326), Measurement of Credit Losses on Financial Instruments (the "CECL standard") will likely introduce additional volatility in our results thereafter as credit-related income or expense will include expected lifetime losses on our loans and other financial instruments subject to the standard and thus become more sensitive to fluctuations in these factors.

The potential for significant volatility in our financial results could result in a net loss in a future quarter. We are permitted to retain up to \$3.0 billion in capital reserves as a buffer in the event of a net loss in a future quarter. However, any net loss we experience in the future could be greater than the amount of our capital reserves, which would result in a net worth deficit for

MD&A | Executive Summary

that quarter. For example, our implementation of the CECL standard will likely decrease, perhaps substantially, our retained earnings and increase our allowance for credit losses, which could result in a net worth deficit when we adopt the guidance in the first quarter of 2020. If we experience a net worth deficit in a future quarter, we will be required to draw funds from Treasury under

our senior preferred stock purchase agreement with Treasury to avoid being placed into receivership. See "Risk Factors" in ou2018 Form 10-K for a discussion of the risks associated with the limitations on our ability to rebuild our capital reserves, including factors that could result in a net loss or net worth deficit in a future guarter.

## **Treasury Draws and Dividend Payments**

Treasury has made a commitment under a senior preferred stock purchase agreement to provide funding to us under certain circumstances if we have a net worth deficit. Pursuant to the senior preferred stock purchase agreement, we issued shares of senior preferred stock to Treasury in 2008. Acting as successor to the rights, titles, powers and privileges of the Board, the conservator has declared and directed us to pay dividends to Treasury on the senior preferred stock on a quarterly basis for every dividend period for which dividends were payable since we entered conservatorship in 2008.

The chart below shows all of the funds we have drawn from Treasury pursuant to the senior preferred stock purchase agreement, as well as all of the dividends we have paid to Treasury on the senior preferred stock.

## **Treasury Draws and Dividend Payments: 2008 - Q1 2019** (Dollars in billions)

(1) Under the terms of the senior preferred stock purchase agreement, dividend payments we make to Treasury do not offset our prior draws of funds from Treasury. Amounts may not sum due to rounding.

(2) Treasury draws are shown in the period for which requested, not when the funds were received by us. Draw requests have been funded in the quarter following a net worth deficit.

We expect to pay Treasury a second quarter 2019 dividend of \$2.4 billion by June 30, 2019. The senior preferred stock currently provides for dividends each quarter in the amount, if any, by which our net worth as of the end of the prior quarter exceeds a \$3.0 billion capital reserve amount. We refer to this as a "net worth sweep" dividend.

As of the date of this filing, the maximum amount of remaining funding under the agreement is \$113.9 billion. If we were to draw additional funds from Treasury under the agreement with respect to a future period, the amount of remaining funding under the agreement would be reduced by the amount of our draw. Dividend payments we make to Treasury do not restore or increase the amount of funding available to us under the agreement. For a description of the terms of the senior preferred stock purchase agreement and the senior preferred stock, see "Business—Conservatorship, Treasury Agreements and Housing Finance Reform" in our 2018 Form 10-K.

Although Treasury owns our senior preferred stock and a warrant to purchase 79.9% of our common stock and has made a commitment under the senior preferred stock purchase agreement to provide us with funds to maintain a positive net worth under specified conditions, the U.S. government does not guarantee our securities or other obligations.

MD&A | Legislation and Regulation

# **Legislation and Regulation**

The information in this section and in the following section on the Single Security Initiative updates and supplements information regarding legislative and regulatory developments affecting our business set forth in "Business—Conservatorship, Treasury Agreements and Housing Finance Reform" and "Business—Charter Act and Regulation" in 2007 8 Form 10-K. Also see "Risk Factors" in this report and in our 2018 Form 10-K for discussions of risks relating to legislative and regulatory matters.

## **Housing Finance Reform**

On March 27, 2019, President Trump issued a memorandum directing the Secretary of the Treasury to develop a plan (the "Treasury Housing Reform Plan") for administrative and legislative reforms for Fannie Mae and Freddie Mac (the "GSEs") to achieve the following goals:

ending the conservatorships of the GSEs upon the completion of specified reforms;

facilitating competition in the housing finance market;

establishing regulation of the GSEs that safeguards their safety and soundness and minimizes the risks they pose to the financial stability of the United States; and

providing that the federal government is properly compensated for any explicit or implicit support it provides to the GSEs or the secondary housing finance market.

The memorandum states that the Treasury Housing Reform Plan shall include reform proposals to achieve the following specific objectives and, for those reforms that can be implemented administratively, include a timeline for implementation:

preserving access for qualified homebuyers to 30-year fixed-rate mortgages and other mortgage options that best serve the financial needs of potential homebuyers;

maintaining equal access to the federal housing finance system for lenders of all sizes, charter types, and geographic locations, including the maintenance of a cash window for loan sales;

establishing appropriate capital and liquidity requirements for the GSEs;

increasing competition and participation of the private sector in the mortgage market, including by authorizing FHFA to approve guarantors of conventional mortgage loans in the secondary market;

mitigating the risks undertaken by the GSEs, including by altering, if necessary, our respective policies on loan limits, program and product offerings, credit underwriting parameters, and the use of private capital to transfer credit risk;

recommending appropriate size and risk profiles for the GSEs' retained mortgage and investment portfolios;

defining the role of the GSEs in multifamily mortgage finance;

defining the mission of the Federal Home Loan Bank system and its role in supporting federal housing finance;

evaluating, in consultation with the Secretary of the U.S. Department of Housing and Urban Development ("HUD") and the Director of the Bureau of Consumer Financial Protection, the "QM Patch." The QM patch refers to a special class of conventional mortgage loans that will be considered "qualified mortgages" under the Truth in Lending Act ("TILA") if they (1) meet certain qualified mortgage requirements generally and (2) are eligible for sale to Fannie Mae or Freddie Mac;

defining the GSEs' role in promoting affordable housing without duplicating support provided by the Federal Housing Administration ("FHA") or other federal programs; and

setting the conditions necessary for the termination of the conservatorships of the GSEs, which shall include the following conditions being satisfied:

the federal government is fully compensated for the explicit and implicit guarantees provided by it to the GSEs or any successor entities in the form of an ongoing payment to the United States;

the GSEs' activities are restricted to their core statutory mission and the size of investment and retained mortgage portfolios is appropriately limited; and

the GSEs are subjected to heightened prudential requirements and safety and soundness standards, including increased capital requirements, designed to prevent a future taxpayer bailout and minimize risks to financial stability.

The memorandum also directs the Secretary of HUD to develop a plan for reforming FHA and Ginnie Mae. All plans are to be submitted to the President for approval as soon as practicable.

MD&A | Legislation and Regulation

We expect Congress, the Administration and FHFA to continue to consider housing finance reform, which could result in significant changes in our structure and role in the future. As a result, there continues to be significant uncertainty regarding the future of our company. See "Risk Factors—GSE and Conservatorship Risk" in **201**8 Form 10-K for more information on our uncertain future, including the risks to our business and profitability arising from our conservatorship status and potential housing finance reform.

## **Proposed Legislation Regarding CEO Responsibilities and Compensation**

On April 11, 2019, legislation was introduced in the U.S. Senate that would prohibit either GSE from transferring or delegating any duty or responsibility of its chief executive officer, as of November 25, 2015, to any other position. The legislation would also provide that the Director of FHFA may be removed for cause for approving the compensation of any chief executive officer of a GSE at a level greater than that permitted under the Equity in Government Compensation Act of 2015, which caps the annual total direct compensation for the chief executive officers of the GSEs at \$600,000 during conservatorship. If enacted, this legislation could negatively impact our business by requiring us to change our current management structure and limiting our ability to determine the roles and responsibilities of our executives in response to evolving business needs. In addition, uncertainty about and limitations on the amount and form of compensation we may pay executives and other employees impacts our ability to retain and recruit well-qualified executives and other employees. For more information on risks to our business relating to compensation limitations and legislative actions, see "Risk Factors."

## **New FHFA Director**

On April 15, 2019, Mark Calabria became the new Director of FHFA. As we discuss in "Risk Factors—GSE and Conservatorship Risk" in our 2018 Form 10-K, changes in leadership at FHFA could result in significant changes to FHFA's goals for our conservatorship and have a material impact on our business and financial results.

## **2018 Housing Goals Performance**

We are subject to housing goals established by FHFA, which call for a specified amount of mortgage loans we acquire to meet requirements relating to affordability or location. To meet our single-family housing goals, our performance must meet or exceed benchmarks established by FHFA or, if lower, the level of goals-qualifying originations in the primary mortgage market. To meet our multifamily housing goals, our performance must meet or exceed benchmarks established by FHFA. For 2018, we believe we met all of our single-family and multifamily benchmarks. Final performance results will be determined and published by FHFA sometime after the release later this year of 2018 data reported by primary mortgage market originators under the Home Mortgage Disclosure Act. For more information on our housing goals, see "Business—Charter Act and Regulation—GSE Act and Other Regulation" in our 2018 Form 10-K.

## **Affordable Housing Allocations**

The Federal Housing Enterprises Financial Safety and Soundness Act of 1992, as amended, including by the Federal Housing Finance Regulatory Reform Act of 2008 (together, the "GSE Act") requires us to set aside in each fiscal year an amount equal to 4.2 basis points of the unpaid principal balance of our new business purchases and to pay this amount to specified HUD and Treasury funds in support of affordable housing. New business purchases consist of single-family and multifamily whole mortgage loans purchased during the period and single-family and multifamily mortgage loans underlying Fannie Mae MBS issued during the period pursuant to lender swaps, which we describe in "Business—Mortgage Securitizations" in *20*18 Form 10-K. We are prohibited from passing through the cost of these allocations to the originators of the mortgage loans that we purchase or securitize. For each year's new business purchases since 2015, we have set aside amounts for these contributions and transferred the funds when directed by FHFA to do so. See "Total Book of Business" for information on our contribution for 2018 new business purchases and our expense related to our 2019 new business purchases.

## **Single Security Initiative**

# Upcoming Transition to UMBS and Reliance on Common Securitization Platform

After five years of working on the Single Security Initiative with Freddie Mac, our jointly owned limited liability company, Common Securitization Solutions, LLC ("CSS"), and FHFA, we expect that in June 2019 we and Freddie Mac will start issuing single-family uniform mortgage-backed securities, or "UMBS." At that time, we will also begin using the common securitization platform we have developed in conjunction with FHFA, Freddie Mac and CSS to perform certain aspects of the securitization process. The objective of the Single Security Initiative is to enhance the overall liquidity of Fannie Mae and Freddie Mac MBS eligible for forward trading in the to-be-announced ("TBA") market by supporting their fungibility without regard to which company is the issuer. Forward trading of UMBS began in March 2019, and, as of April 25, 2019, \$755 billion of UMBS had been traded in the TBA market for settlement

beginning in June 2019.

MD&A | Single Security Initiative

The common securitization platform and the Single Security Initiative represent significant changes for the mortgage market and for our securitization operations and business. We expect that once we begin issuing UMBS, the vast majority of our single-family MBS will be issued as UMBS. See "Business—Mortgage Securitizations—Common Securitization Platform and Single Security Initiative" in our 2018 Form 10-K and "Risk Factors" in this report for more information on these efforts and the risks they present.

### **Final Rule on MBS Prepayment Rates**

On February 28, 2019, FHFA issued a final rule to require Fannie Mae and Freddie Mac to align their programs, policies and practices that affect the prepayment rates of TBA-eligible MBS. The rule applies to Fannie Mae's and Freddie Mac's current offerings of TBA-eligible MBS and to the new UMBS expected to be issued starting in June 2019. In proposing the rule, FHFA noted that "[t]he industry has expressed concerns that Fannie Mae and Freddie Mac UMBS may not be truly fungible because differences in Fannie Mae and Freddie Mac policies could result in materially differing cash flows (as a result of, e.g., differing prepayment speeds)." FHFA, as conservator, had previously responded to industry input by imposing alignment mandates on Fannie Mae and Freddie Mac, and publishing a Prepayment Monitoring Report. The final rule codifies FHFA's previous mandates and is intended to ensure that Fannie Mae and Freddie Mac programs, policies and practices that individually have a material effect on cash flows (including policies that affect prepayment speeds) are and will continue to be aligned.

MD&A | Key Market Economic Indicators

# **Key Market Economic Indicators**

The graphs below display certain macroeconomic indicators that can significantly influence our business and financial results.

### **Selected Benchmark Interest Rates**

 $\begin{array}{c|c} -3 \text{ month LIBOR}^{(1)} & -2 \text{ year swap rate}^{(1)} & -10 \text{ year swap rate}^{(1)} \\ \hline & -30 \text{ year Swap rate}^{(1)} & -30 \text{ year swap rate}^{(2)} \\ \hline & -30 \text{ year swap rate}^{$ 

-10-year Treasury rate<sup>(1)</sup> -30-year Fannie Mae MBS par coupon rate<sup>(1)</sup>

<sup>(1)</sup> According to Bloomberg.

(2) Refers to the U.S. weekly average fixed-rate mortgage rate according to Freddie Mac's Primary Mortgage Market Survey<sup>®</sup>. These rates are reported using the latest available data for a given period.

## How Interest Rates Can Affect Our Financial Results

Net interest income. In a rising interest rate environment, our mortgage loans tend to prepay more slowly, which typically results in lower net amortization income from cost basis adjustments on mortgage loans and related debt. Conversely, in a declining interest rate environment, our mortgage loans tend to prepay faster, resulting in higher net amortization income from cost basis adjustments on mortgage loans and related debt.

*Fair value gains (losses)*. We have exposure to fair value gains and losses resulting from changes in interest rates, primarily through our risk management derivatives and mortgage commitment derivatives, which we mark to market. Generally, we experience fair value losses when swap rates decrease and fair value gains when swap rates increase; however, because the composition of our derivative position varies across the yield curve, different yield curve changes (for example, parallel, steepening or flattening) will generate different gains and losses.

*Credit-related income (expense).* Increases in mortgage interest rates tend to lengthen the expected lives of our modified loans, which increases the impairment on these loans and results in increases in the provision for credit losses. Conversely, decreases in mortgage interest rates tend to shorten the expected lives of our modified loans, which reduces the impairment on these loans and results in decreases in the provision for credit losses.

MD&A | Key Market Economic Indicators

We expect home price appreciation on a national basis to slow slightly in 2019, as compared with 2018. We also expect significant regional variation in the timing and rate of home price growth. For further discussion on housing activity, see "Single-Family Business—Single-Family Mortgage Market" and "Multifamily Business—Multifamily Mortgage Market."

## How home prices can affect our financial results

Actual and forecasted home prices impact our provision or benefit for credit losses.

Changes in home prices affect the amount of equity that borrowers have in their homes. Borrowers with less equity typically have higher delinquency and default rates.

As home prices increase, the severity of losses we incur on defaulted loans that we hold or guarantee decreases because the amount we can recover from the properties securing the loans increases. Decreases in home prices increase the losses we incur on defaulted loans.

Calculated internally using property data on loans purchased by Fannie Mae, Freddie Mac, and other third-party home sales data. Fannie Mae's (1) home price index is a weighted repeat transactions index, measuring average price changes in repeat sales on the same properties. Fannie Mae's home price index excludes prices on properties sold in foreclosure. Fannie Mae's home price estimates are based on preliminary data

### and are subject to change as additional data become available. How housing activity can affect our financial results

Homebuilding has typically been a leading indicator of broader economic indicators, such as the U.S. Gross Domestic Product, or GDP, and the unemployment rate. Residential construction activity tends to soften prior to a weakness in the economy and can improve prior to a recovery in economic activity. Broader economic indicators can affect several mortgage market factors including the demand for both single-family and multifamily housing and the level of loan delinquencies.

Fewer housing starts results in fewer properties being available for purchase, which can lower the volume of originations in the mortgage market.

Construction activity can also affect credit losses. When the pace of construction does not meet demand, the resulting growth in home prices can increase the risk profile of new purchase money mortgage loans and increase the risk of default if home prices subsequently decline. Reduced construction may also coincide with a broader deterioration in housing conditions, which may result in higher future delinquencies and greater losses on defaulted loans.

<sup>(2)</sup> According to U.S. Census Bureau and subject to revision.

MD&A | Key Market Economic Indicators

## **GDP**, Unemployment Rate and Personal Income

- <sup>(1)</sup> According to the U.S. Bureau of Labor Statistics and subject to revision.
- Personal income growth through the fourth quarter of 2018 is the quarterly average of the monthly series calculated by the Federal Reserve
   (2) Bank of St. Louis. Growth in the first quarter of 2019 is based on January 2019 data, the most recent data available at the time this report was prepared.
- <sup>(3)</sup> According to the U.S. Bureau of Economic Analysis and subject to revision.

## How GDP, the unemployment rate and personal income can affect our financial results

Changes in GDP, the unemployment rate and personal income can affect several mortgage market factors, including the demand for both single-family and multifamily housing and the level of loan delinquencies.

Decreases in the unemployment rate typically result in lower levels of delinquencies, which often correlate to a decrease in credit losses.

Slower growth or outright declines in personal income heightens the risk of delinquency by reducing homeowners' ability to pay their mortgages. Slower income growth could also lower affordability, constraining home sales and mortgage originations.

MD&A | Consolidated Results of Operations

## **Consolidated Results of Operations**

This section provides a discussion of our condensed consolidated results of operations and should be read together with our condensed consolidated financial statements, including the accompanying notes.

# Summary of Condensed Consolidated Results of Operations

-	For the Three Months Ended March 31,					
2019			2018		Varianc	;e
	(Dollars in millions)					
Net interest income	\$4,733	3	\$5,232		\$(499	)
Fee and other income	227		320		(93	)
Net revenues	4,960		5,552		(592	)
Investment gains, net	133		250		(117	)
Fair value gains (losses), net	(831	)	1,045		(1,876	)
Administrative expenses	(744	)	(750	)	6	
Credit-related income:						
Benefit for credit losses	650		217		433	
Foreclosed property expense	(140	)	(162	)	22	
Total credit-related income	510		55		455	
Temporary Payroll Tax Cut Continuation Act of 2011 ("TCCA") fees	(593	)	(557	)	(36	)
Other expenses, net	(408	)	(203	)	(205	)
Income before federal income taxes	3,027		5,392		(2,365	)
Provision for federal income taxes	(627	)	(1,131	)	504	
Net income		)	\$4,261		\$(1,86	1)
Total comprehensive income		I	\$3,938	;	\$(1,57	7)

## **Net Interest Income**

We have two primary sources of net interest income:

guaranty fees we receive for managing the credit risk on loans underlying Fannie Mae MBS held by third parties; and the difference between interest income earned on the assets in our retained mortgage portfolio and our other investments portfolio (collectively, our "portfolios") and the interest expense associated with the debt that funds those assets. See "Retained Mortgage Portfolio" and "Liquidity and Capital Management—Liquidity Management—Other Investments Portfolio" for more information about our portfolios.

Guaranty fees consist of two primary components:

base guaranty fees that we receive over the life of the loan; and

upfront fees that we receive at the time of loan acquisition primarily related to single-family loan level pricing adjustments and other fees we receive from lenders, which are amortized into net interest income as cost basis adjustments over the contractual life of the loan. We refer to this as amortization income.

We recognize almost all of our guaranty fee revenue in net interest income because we consolidate the substantial majority of loans underlying our Fannie Mae MBS in consolidated trusts on our consolidated balance sheets. Those guaranty fees are the primary component of the difference between the interest income on loans in consolidated trusts and the interest expense on the debt of consolidated trusts.

MD&A | Consolidated Results of Operations

The table below displays the components of our net interest income from our guaranty book of business and from our portfolios. **Components of Net Interest Income** 

	For the Three Months Ended March 31,			
	2019	2018	Variand	ce
	(Dollars i	n million	s)	
Net interest income from guaranty book of business:				
Base guaranty fee income, net of TCCA	\$2,259	\$2,089	\$170	
Base guaranty fee income related to TCCA <sup>(1)</sup>	593	557	36	
Net amortization income	982	1,508	(526	)
Total net interest income from guaranty book of business	3,834	4,154	(320	)
Net interest income from portfolios <sup>(2)</sup>	899	1,078	(179	)
Total net interest income	\$4,733	\$5,232	\$ (499	)

(1) Revenues generated by the 10 basis point guaranty fee increase we implemented pursuant to the TCCA, the incremental revenue from which is remitted to Treasury and not retained by us.

Includes interest income from assets held in our retained mortgage portfolio and our other investments portfolio, as well as other assets used to (2) generate lender liquidity. Also includes interest expense on our outstanding Connecticut Avenue Securities<sup>®</sup> of \$382 million and \$302 million for the first ended of \$2010 and \$2010 meeting.

the first quarter of 2019 and 2018, respectively.

Net interest income from base guaranty fees increased in the first quarter of 2019 compared with the first quarter of 2018 due to an increase in the size of our guaranty book of business and loans with higher base guaranty fees comprising a larger part of our guaranty book of business in the first quarter of 2019 compared with the first quarter of 2018.

Net amortization income from our guaranty book of business decreased in the first quarter of 2019 compared with the first quarter of 2018 primarily due to lower amortization income from our guaranty book of business driven by a higher prevailing interest rate environment, which resulted in lower mortgage prepayment activity during the quarter.

We initially recognize mortgage loans and debt of consolidated trusts in our condensed consolidated balance sheet at fair value. The difference between the initial fair value and the carrying value of these instruments is recorded as cost basis adjustments, either as premiums or discounts. These cost basis adjustments are amortized as yield adjustments over the contractual lives of the loans or debt. On a net basis, for mortgage loans and debt of consolidated trusts, we are in a premium position with respect to debt of consolidated trusts, which represents deferred income we will recognize in our condensed consolidated statements of operations and comprehensive income as amortization income in future periods.

## Deferred Income Represented by Net Premium Position on Debt of Consolidated Trusts (Dollars in billions)

The timing of when we recognize amortization income can vary based on a number of factors, the most significant of which is interest rates. In a rising interest rate environment, our mortgage loans tend to prepay more slowly, which typically results in lower net amortization income. Conversely, in a declining interest rate environment, our mortgage loans tend to prepay faster, resulting in higher net amortization income.

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MD&A | Consolidated Results of Operations

Net interest income from portfolios decreased in the first quarter of 2019 compared with the first quarter of 2018 primarily due to a decline in the average balance of our retained mortgage portfolio. See "Retained Mortgage Portfolio" for more information. A higher interest rate environment and possible decreases in our retained mortgage portfolio could result in a decrease in our net interest income in 2019.

# Analysis of Net Interest Income

The table below displays an analysis of our net interest income, average balances, and related yields earned on assets and incurred on liabilities. For most components of the average balances, we use a daily weighted average of amortized cost. When daily average balance information is not available, such as for mortgage loans, we use monthly averages.

### Analysis of Net Interest Income and Yield

•	For the Three Months Ended March 31,							
	2019				2018			
	Average Balance	Interest Income/ (Expense	Income/ Bates		Average Balance id	Interest Income/ (Expense)	Averag Rates Earneg	
	(Dollars in millions)							
Interest-earning assets:								
Mortgage loans of Fannie Mae	\$119,495	\$1,323	4.43	%	\$163,134	\$1,736	4.26	%
Mortgage loans of consolidated trusts	3,153,383	28,445	3.61		3,048,711	26,298	3.45	
Total mortgage loans <sup>(1)</sup>	3,272,878	29,768	3.64		3,211,845	28,034	3.49	
Mortgage-related securities	9,044	102	4.51		10,531	100	3.80	
Non-mortgage-related securities <sup>(2)</sup>	60,833	378	2.49		51,707	207	1.60	
Federal funds sold and securities purchased under agreements to resell or similar arrangements	41,533	263	2.53		37,389	142	1.52	
Advances to lenders	3,703	32	3.46		3,844	31	3.23	
Total interest-earning assets	\$3,387,991	\$30,543	3.61	%	\$3,315,316	\$28,514	3.44	%
Interest-bearing liabilities:								
Short-term funding debt	\$20,712	\$(125	)2.41	%	\$31,242	\$(106)	1.36	%
Long-term funding debt	179,152	(1,114	)2.49		214,397	(1,158)	2.16	
Connecticut Avenue Securities <sup>®</sup> ("CAS")	24,884	(382	)6.14		22,473	(302)	5.38	
Total debt of Fannie Mae	224,748	(1,621	)2.89		268,112	(1,566)	2.34	
Debt securities of consolidated trusts held by third parties	3,156,398	(24,189	)3.07		3,050,041	(21,716)	2.85	
Total interest-bearing liabilities	\$3,381,146	6\$(25,810	)3.05	%	\$3,318,153	\$(23,282)	2.81	%
Net interest income/net interest yield	single-family	<b>\$4,733</b>	<b>0.56</b>	%	crual status w	\$5,232	0.63	%

Average balance includes mortgage loans on nonaccrual status. A single-family loan is placed on nonaccrual status when the payment of principal or interest on the loan is 60 days or more past due. A multifamily loan is placed on nonaccrual status when the loan becomes 90 days (1) or more past due according to its contractual terms or is deemed individually impaired. Typically, interest income on nonaccrual mortgage loans

is recognized when cash is received. Interest income not recognized for loans on nonaccrual status was \$111 million for the first quarter of 2019, compared with \$168 million for the first quarter of 2018.

<sup>(2)</sup> Consists of cash, cash equivalents and U.S Treasury securities.

## Fair Value Gains (Losses), Net

The estimated fair value of our derivatives, trading securities and other financial instruments carried at fair value may fluctuate substantially from period to period because of changes in interest rates, the yield curve, mortgage and credit spreads and implied volatility, as well as activity related to these financial instruments. While the estimated fair value of our derivatives that serve to mitigate certain risk exposures may fluctuate, some of the financial instruments that generate these exposures are not recorded at fair value in our condensed consolidated financial statements. We are developing capabilities to implement hedge accounting to reduce interest rate volatility in our consolidated statements of operations and comprehensive income.

**Fa**nnie Mae First Quarter 2019 Form 10-Q MD&A | Consolidated Results of Operations

The table below displays the components of our fair value gains and losses. Fair Value Gains (Losses), Net

	For the Three Months Ended March 31,
	2019 2018
	(Dollars in millions)
Risk management derivatives fair value gains (losses) attributable to:	
Net contractual interest expense accruals on interest rate swaps	\$(266) \$(215)
Net change in fair value during the period	<b>(122 )</b> 510
Total risk management derivatives fair value gains (losses), net	<b>(388</b> ) 295
Mortgage commitment derivatives fair value gains (losses), net	<b>(300</b> ) 564
Credit enhancement derivatives fair value gains (losses), net	(7) 4
Total derivatives fair value gains (losses), net	(695) 863
Trading securities gains, net	<b>92</b> 98
CAS debt fair value losses, net	<b>(22 )</b> (8 )
Other, net <sup>(1)</sup>	( <b>206</b> ) 92
Fair value gains (losses), net	<b>\$(831)</b> \$1,045

<sup>(1)</sup> Consists of fair value gains and losses on non-CAS debt and mortgage loans.

Fair value losses in the first guarter of 2019 were primarily driven by:

net interest expense accruals on our risk management derivatives combined with decreases in the fair value of our pay-fixed risk management derivatives due to declines in longer-term swap rates during the quarter, which were partially offset by increases in the fair value of our receive-fixed risk management derivatives;

decreases in the fair value of our mortgage commitment derivatives due to losses on commitments to sell mortgage-related securities as a result of increases in the prices of securities as interest rates decreased during the commitment periods; and

losses driven by increases in the fair value of long-term debt of consolidated trusts held at fair value.

Fair value gains in the first quarter of 2018 were primarily driven by:

increases in the fair value of our mortgage commitments due to gains on commitments to sell mortgage-related securities due to a decrease in prices as interest rates increased during the commitment periods; and

increases in the fair value of our pay-fixed risk management derivatives due to an increase in longer-term swap rates during the quarter.

## **Credit-Related Income**

Our credit-related income or expense can vary substantially from period to period based on a number of factors such as changes in actual and expected home prices, fluctuations in interest rates, borrower payment behavior, the overall size of our allowance, events such as natural disasters, the types and volume of our loss mitigation activities, the volume of foreclosures completed, and redesignations of loans from HFI to HFS. In addition, our credit-related income or expense and our loss reserves can be impacted by updates to the models, assumptions and data used in determining our allowance for loan losses.

While the redesignation of certain reperforming and nonperforming single-family loans from HFI to HFS has been a significant driver of credit-related income in recent periods, we may see a reduced impact from this activity in the future to the extent the population of loans we are considering for redesignation declines. Further, our implementation of the CECL standard on January 1, 2020 will likely introduce additional volatility in our results thereafter as credit-related income or expense will include expected lifetime losses on our loans and other financial instruments subject to the standard and thus become more sensitive to fluctuations in the factors detailed above.

MD&A | Consolidated Results of Operations

## **Benefit for Credit Losses**

The table below provides quantitative analysis of the drivers of our single-family benefit for credit losses for the periods presented. Many of the drivers that contribute to our benefit or provision for credit losses overlap or are interdependent. The attribution shown below is based on internal allocation estimates. The table does not display our multifamily benefit or provision for credit losses as the amounts for all periods presented were less than \$50 million.

## Components of Benefit for Credit Losses

	Three Months Ended March 31, 2019 2018 (Dollars in billions)				
Single-family benefit for credit losses:					
Changes in loan activity <sup>(1)</sup>	\$ *	\$(0.2)			
Redesignation of loans from HFI to HFS	0.3	0.2			
Actual and forecasted home prices	0.2	0.3			
Actual and projected interest rates	0.2	(0.4 )			
Other <sup>(2)</sup>	*	0.3			
Total single-family benefit for credit losses	¢07	¢02			

Total single-family benefit for credit losses \$0.7 \$0.2

\* Represents less than \$50 million.

Primarily consists of changes in the allowance due to loan delinquency, loan liquidations, new troubled debt restructurings, amortization of <sup>(1)</sup> concessions granted to borrowers and the impact of FHFA's Advisory Bulletin 2012-02, "Framework for Adversely Classifying Loans, Other Real Estate Owned, and Other Assets and Listing Assets for Special Mention" (the "Advisory Bulletin").

(2) Primarily consists of the impact of model and assumption changes and changes in the reserve for guaranty losses that are not separately included in the other components.

The primary factors that contributed to our benefit for credit losses in the first quarter of 2019 were:

For the

The redesignation of certain reperforming single-family loans from HFI to HFS as we no longer intend to hold them for the foreseeable future or to maturity. Upon redesignation of these loans, we recorded the loans at the lower of cost or fair value with a charge-off to the allowance for loan losses. Amounts recorded in the allowance related to these loans exceeded the amounts charged off, which contributed to the benefit for credit losses.

An increase in actual and forecasted home prices. Higher home prices decrease the likelihood that loans will default and reduce the amount of credit loss on loans that do default, which impacts our estimate of losses and ultimately reduces our loss reserves and provision for credit losses.

Lower actual and projected mortgage interest rates. As mortgage interest rates decline, we expect an increase in future prepayments on single-family individually impaired loans, including modified loans. Higher expected prepayments shorten the expected lives of modified loans, which decreases the impairment relating to term and interest rate concessions provided on these loans and results in a decrease in the provision for credit losses.

The following factors impacted our benefit for credit losses in the first quarter of 2018:

An increase in actual and forecasted home prices, which contributed to the benefit for credit losses.

The redesignation of certain single-family loans from HFI to HFS during the quarter.

These factors were partially offset by the impact of higher actual and projected mortgage interest rates and an increase in single-family loans classified as a troubled debt restructuring ("TDR") in the areas affected by Hurricanes Harvey, Irma and Maria (collectively, "the 2017 hurricanes").

## **TCCA Fees**

Pursuant to the TCCA, in 2012 FHFA directed us to increase our single-family guaranty fees by 10 basis points and remit this increase to Treasury. This TCCA-related revenue is included in "Net interest income" and the expense is recognized as "TCCA fees" in our condensed consolidated financial statements. TCCA fees increased in the first quarter of 2019 compared with the first quarter of 2018 as our book of business subject to the TCCA continued to grow. We expect the guaranty fees collected and expenses incurred under the TCCA to continue to increase.

MD&A | Consolidated Balance Sheet Analysis

# **Consolidated Balance Sheet Analysis**

This section provides a discussion of our condensed consolidated balance sheets and should be read together with our condensed consolidated financial statements, including the accompanying notes.

### Summary of Condensed Consolidated Balance Sheets

-	As of March 31, 2019 (Dollars in m	December 31 2018 illions)	' Variance
Assets			
Cash and cash equivalents and federal funds sold and securities purchased under agreements to resell or similar arrangements	\$49,746	\$58,495	\$(8,749)
Restricted cash	24,745	23,866	879
Investments in securities	44,113	45,296	(1,183)
Mortgage loans:	,	10,200	(1,100)
Of Fannie Mae	115,936	120,717	(4,781)
Of consolidated trusts	3,157,061	3,142,881	14,180
Allowance for loan losses	(13,232	) (14,203 )	971
Mortgage loans, net of allowance for loan losses	3,259,765	3,249,395	10,370
Deferred tax assets, net	13,411	13,188	223
Other assets	29,254	28,078	1,176
Total assets	\$3,421,034	\$3,418,318	\$2,716
Liabilities and equity			
Debt:			
Of Fannie Mae	\$221,238	\$232,074	\$(10,836)
Of consolidated trusts	3,173,772	3,159,846	13,926
Other liabilities	20,663	20,158	505
Total liabilities	3,415,673	3,412,078	3,595
Fannie Mae stockholders' equity:			
Senior preferred stock	120,836	120,836	<u> </u>
Other net deficit	<b>(</b> )	) (114,596 )	(879)
Total equity	5,361	6,240	(879)
Total liabilities and equity	\$3,421,034	\$3,418,318	\$2,716

## Mortgage Loans, Net of Allowance for Loan Losses

The mortgage loans reported in our condensed consolidated balance sheet are classified as either HFS or HFI and include loans owned by Fannie Mae and loans held in consolidated trusts.

Mortgage loans, net of allowance for loan losses increased as of March 31, 2019 compared with December 31, 2018 primarily driven by:

an increase in mortgage loans due to acquisitions outpacing liquidations and sales; and

a decrease in our allowance for loan losses primarily driven by the redesignation of certain reperforming single-family loans from HFI to HFS.

For additional information on our mortgage loans, see "Note 3, Mortgage Loans," and for additional information on changes in our allowance for loan losses, see "Note 4, Allowance for Loan Losses."

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# Debt

The total amount of outstanding debt of Fannie Mae decreased during the first quarter of 2019. Because our funding needs have declined with the decline in size of our retained mortgage portfolio, we did not replace all of our debt that paid off during the first quarter of 2019 with new debt issuances. The increase in debt of consolidated trusts from December 31, 2018 to March 31, 2019 was primarily driven by sales of Fannie Mae MBS, which are accounted for as issuances of debt of consolidated trusts in our condensed consolidated balance sheets, since the MBS certificate ownership is transferred from us to a third party. See "Liquidity and Capital Management—Liquidity Management—Debt Funding" for a summary of the activity of the debt of Fannie Mae and a comparison of the mix between our outstanding short-term and long-term debt. Also see "Note 7, Short-Term and Long-Term Debt" for additional information on our outstanding debt.

# **Stockholders' Equity**

Our net equity decreased as of March 31, 2019 compared with December 31, 2018 due to our payment of senior preferred stock dividends to Treasury during the first quarter of 2019, partially offset by our comprehensive income recognized during the quarter.

# **Retained Mortgage Portfolio**

Our retained mortgage portfolio consists of mortgage loans and mortgage-related securities that we own, including Fannie Mae MBS and non-Fannie Mae mortgage-related securities. Assets held by consolidated MBS trusts that back mortgage-related securities owned by third parties are not included in our retained mortgage portfolio.

We use our retained mortgage portfolio primarily to provide liquidity to the mortgage market and support our loss mitigation activities. Previously, we also used our retained mortgage portfolio for investment purposes.

The chart below separates the instruments within our retained mortgage portfolio, measured by unpaid principal balance, into three categories based on each instrument's use:

Lender liquidity, which includes balances related to our whole loan conduit activity, supports our efforts to provide liquidity to the single-family and multifamily mortgage markets.

Loss mitigation supports our loss mitigation efforts through the purchase of delinquent loans from MBS trusts.

Other represents assets that were previously purchased for investment purposes. More than half of the balance of "Other" consisted of Fannie Mae-wrapped reverse mortgage securities and reverse mortgage loans as of March 31, 2019. We expect the amount of assets in "Other" will continue to decline over time as they liquidate, mature or are sold.

# **Retained Mortgage Portfolio** (Dollars in billions)

. . . .

MD&A | Retained Mortgage Portfolio

The table below displays the components of our retained mortgage portfolio, measured by unpaid principal balance. **Retained Mortgage Portfolio** 

As of	
March 31,	December
	31, 2018
(Dollars in r	nillions)
\$43,369	\$40,528
8,646	8,640
52,015	49,168
83,725	87,220
21,137	21,856
8,504	8,959
7,610	7,883
2,454	3,042
620	650
368	375
40,693	42,765
\$176,433	\$179,153
	March 31, 2019 (Dollars in n \$43,369 8,646 52,015 83,725 21,137 8,504 7,610 2,454 620 368 40,693

#### Retained mortgage portfolio by segment:

Single-family mortgage loans and mortgage-related securities \$166,731 \$168,338

Multifamily mortgage loans and mortgage-related securities \$9,702 \$10,815

(1) Includes Fannie Mae, Freddie Mac and Ginnie Mae mortgage-related securities, excluding Fannie Mae-wrapped securities and Ginnie Mae reverse mortgage securities.

<sup>(2)</sup> Includes Fannie Mae-wrapped securities and Ginnie Mae reverse mortgage securities.

The amount of mortgage assets that we may own is capped at \$250 billion by our senior preferred stock purchase agreement with Treasury, and FHFA has directed that we further cap our mortgage assets at \$225 billion, as described in

"Business—Conservatorship, Treasury Agreements and Housing Finance Reform—Treasury Agreements" i2001@ Form 10-K. We expect our retained mortgage portfolio to remain below the \$225 billion cap directed by FHFA.

In support of our loss mitigation strategy, we purchased \$2.8 billion of loans from our single-family MBS trusts in the first quarter of 2019, the substantial majority of which were delinquent. See "MD&A—Retained Mortgage Portfolio—Purchases of Loans from Our MBS Trusts" in our2018 Form 10-K for more information relating to our purchases of loans from MBS trusts.

MD&A | Total Book of Business

# **Total Book of Business**

The table below displays the composition of our total book of business based on unpaid principal balance. Our single-family book of business accounted for 90% of our total book of business as of March 31, 2019 and 91% of our total book of business as of December 31, 2018. While our total book of business includes all of our mortgage-related assets, both on- and off-balance sheet, our guaranty book of business excludes non-Fannie Mae mortgage-related securities held in our retained mortgage portfolio for which we do not provide a guaranty.

### Composition of Total Book of Business<sup>(1)</sup>

	As of							
	March 31, 2	019		December 3				
	Single-Fam	i <b>ly</b> ultifamily	Total	Single-Fam	i <b>Ŋ</b> ultifamily	Total		
	(Dollars in I	millions)						
Guaranty book of business <sup>(2)</sup>	\$2,963,846	\$ 316,981	\$3,280,827	\$2,959,404	\$ 309,748	\$3,269,152		
Non-Fannie Mae mortgage securities <sup>(3)</sup>	5,763	368	6,131	6,698	375	7,073		
Total book of business	\$2,969,609	\$ 317,349	\$3,286,958	\$2,966,102	\$ 310,123	\$3,276,225		
Guaranty Book of Business Detail:								
Conventional guaranty book of business <sup>(4)</sup>	\$2,930,836	\$ 315,810	\$3,246,646	\$2,925,246	\$ 308,543	\$3,233,789		
Government guaranty book of business <sup>(5)</sup>	\$33,010	\$ 1,171	\$34,181	\$34,158	\$ 1,205	\$35,363		

Our total book of business refers to the sum of the unpaid principal balance of: Fannie Mae MBS outstanding; mortgage loans of Fannie Mae; <sup>(1)</sup> non-Fannie Mae mortgage-related securities held in our retained mortgage portfolio; and other credit enhancements that we provide on mortgage assets.

Includes other single-family Fannie Mae guaranty arrangements of \$1.5 billion and \$1.6 billion as of March 31, 2019 and December 31, 2018,

(2) respectively, and other multifamily Fannie Mae guaranty arrangements of \$12.1 billion and \$12.3 billion as of March 31, 2019 and December 31, 2018. The unpaid principal balance of resecuritized Fannie Mae MBS is included only once in the reported amount.

(3) Includes mortgage-related securities issued by Freddie Mac and Ginnie Mae, mortgage revenue bonds, Alt-A and subprime private-label securities, and commercial mortgage-backed securities ("CMBS").

(4) Refers to mortgage loans and mortgage-related securities that are not guaranteed or insured, in whole or in part, by the U.S. government or one of its agencies.

(5) Refers to mortgage loans and mortgage-related securities guaranteed or insured, in whole or in part, by the U.S. government or one of its agencies.

The GSE Act requires us to set aside each year an amount equal to 4.2 basis points of the unpaid principal balance of our total new business purchases and to pay this amount to specified HUD and Treasury funds. In April 2019, we paid \$215 million to the funds based on our new business purchases in 2018. For the first three months of 2019, we recognized an expense of \$43 million related to this obligation based on our \$102.0 billion in new business purchases. We expect to pay this amount to the funds after the end of 2019, plus additional amounts to be accrued based on our new business purchases in the remaining nine months of 2019. See "Legislation and Regulation—Affordable Housing Allocations" for more information regarding this obligation.

MD&A | Business Segments

# **Business Segments**

We have two reportable business segments: Single-Family and Multifamily. The Single-Family business operates in the secondary mortgage market relating to single-family mortgage loans, which are secured by properties containing four or fewer residential dwelling units. The Multifamily business operates in the secondary mortgage market relating primarily to multifamily mortgage loans, which are secured by properties containing four or fewer residential dwelling units.

The chart below displays the net revenues and net income for each of our business segments. Net revenues consist of net interest income and fee and other income.

## Business Segment Net Revenues and Net Income (Dollars in billions) Segment Allocation Methodology

The majority of our revenues and expenses are directly associated with either our single-family or our multifamily business segment and are included in determining that segment's operating results. Other revenues and expenses, including administrative expenses, that are not directly attributable to a particular business segment are allocated based on the size of each segment's total book of business. The substantial majority of our gains and losses associated with our risk management derivatives are allocated to our single-family business segment.

In the following sections, we describe each segment's business and credit metrics, and financial results. We also describe how each segment manages mortgage credit risk.

# **Single-Family Business**

Working with our lender customers, our Single-Family business provides liquidity to the mortgage market primarily by acquiring single-family loans from lenders and securitizing those loans into Fannie Mae MBS, which are either delivered to the lenders or sold to investors or dealers. A single-family loan is secured by a property with four or fewer residential units.

This section supplements and updates information regarding our Single-Family business segment in our 2018 Form 10-K. See "MD&A—Single-Family Business" in **201**8 Form 10-K for additional information regarding the primary business activities, customers and competition of our Single-Family business.

## Single-Family Market Share

#### Single-Family Mortgage Acquisition Market Share

Our share of the single-family acquisition market, including loans held on lenders' books, fluctuates from quarter to quarter. We estimate our single-family acquisition market share in the last three years remained within the range of 25% to 30%, based on our current estimates of the amount of single-family first lien mortgage loans that were originated in the United States, as well as estimates of our competitors' acquisitions based on publicly available data.

#### Single-Family Mortgage-Related Issuances Market Share

The chart below displays our market share of single-family mortgage-related securities issuances in the first quarter of 2019 as compared with that of our primary competitors for the issuance of single-family mortgage-related securities.

## New Single-Family Mortgage-Related Securities Issuances First Quarter 2019 Market Share

We estimate our market share of single-family mortgage-related securities issuances was 36% in the first quarter of 2019, compared with 37% in the fourth guarter of 2018 and 42% in the first guarter of 2018.

### Single-Family Mortgage Market

Housing activity rose slightly in the first quarter of 2019 compared with the fourth quarter of 2018. Total existing home sales averaged 5.2 million units annualized in the first quarter of 2019, compared with 5.1 million units in the fourth quarter of 2018, according to data from the National Association of REALTORS<sup>®</sup>. According to the U.S. Census Bureau, new single-family home sales increased during the first quarter of 2019, averaging an annualized rate of 660,000 units, compared with 575,000 units in the fourth quarter of 2018.

The 30-year fixed mortgage rate averaged 4.37% in the first quarter of 2019, compared with 4.78% in the fourth quarter of 2018, according to Freddie Mac's Primary Mortgage Market Survey<sup>®</sup>. Despite a sharp decline in mortgage rates at the end of

the quarter, the single-family mortgage market continued to experience a shift to a purchase mortgage market, as the share of refinance originations in the first quarter of 2019 fell to the lowest level since the fourth quarter of 2000.

We forecast that total originations in the U.S. single-family mortgage market in 2019 will increase from 2018 levels by approximately 1.25%, from an estimated \$1.60 trillion in 2018 to \$1.62 trillion in 2019, and that the amount of originations in the U.S. single-family mortgage market that are refinancings will decrease from an estimated \$456 billion in 2018 to \$446 billion in 2019.

# Single-Family Business Metrics

Net interest income from guaranty fees for our single-family business is driven by the single-family MBS we issue and the guaranty fees we charge.

# Single-Family Fannie Mae MBS Issuances and Average Guaranty Book of Business (Dollars in billions)

Our single-family guaranty book of business consists primarily of single-family Fannie Mae MBS outstanding. It also includes single-family mortgage loans of Fannie Mae held in our retained mortgage portfolio, and other credit enhancements that we provide on single-family mortgage assets. Our single-family guaranty book of business does not include non-Fannie Mae single-family mortgage-related securities held in our retained mortgage portfolio for which we do not provide a guaranty.

# Average Charged Guaranty Fee on Single-Family Guaranty Book of Business and on New Single-Family Acquisitions<sup>(1)</sup>

Represents the sum of the average guaranty fee rate for our single-family guaranty arrangements during the period plus the recognition of any (1) upfront cash payments over an estimated average life at the time of acquisition. For the prior period, the methodology used to estimate average life at the time of acquisition has been updated. Excludes the impact of a 10 basis point guaranty fee increase implemented pursuant to the TCCA, the incremental revenue from which is remitted to Treasury and not retained by us.

Our average charged guaranty fee on newly acquired single-family loans, net of TCCA fees, increased from 42.9 basis points in the first quarter of 2018 to 50.4 basis points in the first quarter of 2019, primarily driven by an increase in the total base guaranty fees charged on our loan acquisitions in the period.

# Single-Family Business Financial Results

	For the T Months E March 31		
	2019	2018	Variance
	(Dollars ir	millions)	
Net interest income <sup>(1)</sup>	\$4,039	\$4,561	\$(522 )
Fee and other income	106	158	(52)
Net revenues	4,145	4,719	(574)
Investment gains, net	94	242	(148 )
Fair value gains (losses), net	(887)	1,034	(1,921 )
Administrative expenses	(631 )	(643)	12
Credit-related income <sup>(2)</sup>	518	34	484
TCCA fees <sup>(1)</sup>	(593)	(557)	(36)
Other expenses, net	(337 )	(132)	(205)
Income before federal income taxes	2,309	4,697	(2,388 )
Provision for federal income taxes	(484 )	(1,016)	532
Net income	\$1,825	\$3,681	\$(1,856)

(1) Reflects the impact of a 10 basis point guaranty fee increase implemented pursuant to the TCCA, the incremental revenue from which is remitted to Treasury. The resulting revenue is included in net interest income and the expense is recognized as "TCCA fees."

<sup>(2)</sup> Consists of the benefit for credit losses and foreclosed property expense.

#### Net interest income

Single-family net interest income decreased in the first quarter of 2019 compared with the first quarter of 2018, primarily due to a decline in net amortization income and a decline in net interest income from portfolios, partially offset by an increase in single-family base guaranty fee income. The drivers of net interest income for the single-family segment for the first quarter of 2019 are consistent with the drivers of net interest income discussed in our condensed consolidated statements of operations and comprehensive income, which we discuss in "Consolidated Results of Operations—Net Interest Income."

#### Fair value gains (losses), net

Fair value losses in the first quarter of 2019 were primarily driven by net interest expense accruals on our risk management derivatives, and decreases in the fair value of our pay-fixed risk management derivatives and our mortgage commitments. In addition, the increase in the fair value of our debt also resulted in fair value losses for the quarter. Conversely, fair value gains in the first quarter of 2018 were primarily driven by increases in the fair value of our mortgage commitments and our pay-fixed risk management derivatives.

The drivers of our fair value gains (losses), net for the single-family segment for all periods presented are consistent with the drivers of fair value gains (losses), net in our condensed consolidated statements of operations and comprehensive income, which we discuss in "Consolidated Results of Operations—Fair Value Gains (Losses), net."

#### Credit-related income

Credit-related income in the first quarter of 2019 was primarily driven by the redesignation of certain single-family loans from HFI to HFS; an increase in actual and forecasted home prices; and lower actual and projected mortgage interest rates. Credit-related income in the first quarter of 2018 was primarily driven by an increase in actual and forecasted home prices and the redesignation of certain single-family loans from HFI to HFS during the quarter. These factors were partially offset by the impact of higher actual and projected mortgage interest rates in the period and an increase in single-family loans classified as TDRs in the regions affected by the 2017 hurricanes.

See "Consolidated Results of Operations-Credit-Related Income" for more information on our credit-related income.

Fannie Mae First 2019 Form 10-Q

# Single-Family Mortgage Credit Risk Management

This section updates our discussion of single-family mortgage credit risk management in our 2018 Form 10-K. For information on our acquisition and servicing policies, underwriting and servicing standards, quality control process, repurchase requests, representation and warranty framework, and key attributes of our loans, see "MD&A—Single-Family Business—Single-Family Mortgage Credit Risk Management" in our2018 Form 10-K.

#### Presentation of our single-family guaranty book for credit statistics

To align with how we manage our credit risk, for purposes of the information reported below, we adjust our measurement of our single-family guaranty book of business by using the unpaid principal balance of mortgage loans underlying Fannie Mae MBS instead of the unpaid principal balance of the MBS. These amounts differ primarily as a result of payments we receive on underlying loans that have not yet been remitted to the MBS holders. As measured for purposes of the information reported below, our single-family conventional guaranty book of business was \$2,905 billion as of March 31, 2019 and \$2,903 billion as of Desember 21, 0010

#### December 31, 2018.

In addition, we exclude from the single-family credit statistics reported below approximately 1% of our single-family guaranty book of business for which our loan level information was incomplete as of March 31, 2019 and December 31, 2018.

#### Single-Family Portfolio Diversification and Monitoring

The table below displays our single-family conventional business volumes and our single-family conventional guaranty book of business, based on certain key risk characteristics that we use to evaluate the risk profile and credit quality of our single-family loans. We provide additional information on the credit characteristics of our single-family loans in quarterly financial supplements, which we submit to the Securities and Exchange Commission ("SEC") with current reports on Form 8-K. Information in our quarterly financial supplements is not incorporated into this report.

# Risk Characteristics of Single-Family Conventional Business Volume and Guaranty Book of Business<sup>(1)</sup>

	Percent of Single-Family Conventional Business Volume at Acquisition <sup>(2)</sup> For the Three Months Ended March 31,							
	2019	2018		March 31 2019	,	Decembe 31, 2018	er	
Original loan-to-value ("LTV") ratiod!)								
<= 60%	15	<b>%</b> 18	%	19	%	19	%	
60.01% to 70%	11	13		13		13		
70.01% to 80%	35	38		38		38		
80.01% to 90%	13	12		12		12		
90.01% to 95%	16	13		11		11		
95.01% to 100%	10	6		4		4		
Greater than 100%	*	*		3		3		
Total	100	<b>%</b> 100	%	100	%	100	%	
Weighted average	78	<b>%</b> 75	%	76	%	75	%	
Average loan amount	\$238,93	<b>2</b> \$232,28	34	\$170,309	)	\$170,076	5	
Estimated mark-to-market LTV ratio: <sup>(5)</sup>								
<= 60%				54	%	54	%	
60.01% to 70%				18		18		
70.01% to 80%				16		16		
80.01% to 90%				8		8		
90.01% to 100%				4		4		
Greater than 100%				*		*		
Total				100	%	100	%	
Weighted average				57	%	57	%	
Product type:								
Fixed-rate: <sup>(6)</sup>								
Long-term	90	<b>%</b> 88	%	84	%	84	%	
Intermediate-term	8	10		14		14		
Total fixed-rate	98	98		98		98		
Adjustable-rate	2	2		2		2		
Total	100	<b>%</b> 100	%	100	%	100	%	
Number of property units:								

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1 unit 2 to 4 units Total	98 2 100	%97 3 %100	97 3 100	97 3 100	%
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	Sing Con Bus Volu Acq For	gle ine um uis the	ess Conventi ne at of Busine sition <sup>(2)</sup> As of e Three is Ended			t of Single-Family ntional Guaranty Book iness <sup>(3)</sup>				
	201	9	2018	3	March 31 2019	,	December 3 2018	1,		
Property type:										
Single-family homes	90	%	91	%	91	%	91	%		
Condo/Co-op	10		9		9		9			
Total	100	%	100	%	100	%	100	%		
Occupancy type:										
Primary residence	90	%	89	%	89	%	89	%		
Second/vacation home	4		4		4		4			
Investor	6		7		7		7			
Total	100	%	100	%	100	%	100	%		
FICO credit score at origination:										
< 620	*	%	*	%	1	%	2	%		
620 to < 660	6		6		5		5			
660 to < 680	5		5		5		5			
680 to < 700	9		9		7		7			
700 to < 740	24		23		21		20			
>= 740	56		57		61		61			
Total	100	%	100	%	100	%	100	%		
Weighted average	742		743		745		746			
Loan purpose:										
Purchase	66	%	53	%	44	%	43	%		
Cash-out refinance	20		26		20		20			
Other refinance	14		21		36		37			
Total	100	%	100	%	100	%	100	%		
Geographic concentration:(7)										
Midwest	13	%	13	%	15	%	15	%		
Northeast	14		14		17		17			
Southeast	24		22		22		22			
Southwest	22		20		18		18			
West	27		31		28		28			
Total	100	%	100	%	100	%	100	%		
Origination year:										
2013 and prior					39	%	40	%		
2014					6		6			
2015					10		10			
2016					15		16			
2017					14		15			

2018	14		13				
2019	2		_				
Total	100	%	100	%			
$^{*}$ Represents less than 0.5% of single-family conventional business volume or book of business.							

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- (1) Second-lien mortgage loans held by third parties are not reflected in the original LTV or the estimated mark-to-market LTV ratios in this table.
- <sup>(2)</sup> Calculated based on the unpaid principal balance of single-family loans for each category at time of acquisition.
- (3) Calculated based on the aggregate unpaid principal balance of single-family loans for each category divided by the aggregate unpaid principal balance of loans in our single-family conventional guaranty book of business as of the end of each period.
- (4) The original LTV ratio generally is based on the original unpaid principal balance of the loan divided by the appraised property value reported to us at the time of acquisition of the loan. Excludes loans for which this information is not readily available.
- The aggregate estimated mark-to-market LTV ratio is based on the unpaid principal balance of the loan as of the end of each reported period <sup>(5)</sup> divided by the estimated current value of the property, which we calculate using an internal valuation model that estimates periodic changes in home value. Excludes loans for which this information is not readily available.
- (6) Long-term fixed-rate consists of mortgage loans with maturities greater than 15 years, while intermediate-term fixed-rate loans have maturities equal to or less than 15 years.
- Midwest consists of IL, IN, IA, MI, MN, NE, ND, OH, SD and WI. Northeast consists of CT, DE, ME, MA, NH, NJ, NY, PA, PR, RI, VT and VI.
   <sup>(7)</sup> Southeast consists of AL, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA and WV. Southwest consists of AZ, AR, CO, KS, LA, MO, NM, OK, TX and UT. West consists of AK, CA, GU, HI, ID, MT, NV, OR, WA and WY.

#### Characteristics of our New Single-Family Loan Acquisitions

The share of our single-family loan acquisitions consisting of home purchase loans rather than refinances increased in the first quarter of 2019 compared with the first quarter of 2018, primarily due to a higher interest rate environment, which deters refinance activity. In addition, our acquisitions of loans from first-time home buyers increased from 22% of our single-family loan acquisitions in the first quarter of 2018 to 30% in the first quarter of 2019. Typically, home purchase loans—particularly those to first-time home buyers—have higher LTV ratios than refinances. This trend contributed to an increase in the percentage of our single-family loan acquisitions with LTV ratios over 90%—frort9% in the first quarter of 2018 to 26% in the first quarter of 2019 as well as an increase in the average loan amount of our acquisitions as home purchase loans are generally larger than refinancing loans.

Our acquisitions of loans with debt-to-income ratios above 45% increased to 25% in the first quarter of 2019 compared with 23% in the first quarter of 2018. We continue to monitor loan acquisitions and market conditions and, as appropriate, make changes in our eligibility criteria so that the loans we acquire are consistent with our risk appetite.

For a discussion of factors that may impact the credit characteristics of loans we acquire in the future, see "MD&A—Single-Family Business—Single-Family Mortgage Credit Risk Management—Single-Family Portfolio Diversification and Monitoring" in 2048 Form 10-K. In this section of our 2018 Form 10-K, we also provide more information on the credit characteristics of loans in our guaranty book of business, including Home Affordable Refinance Program<sup>®</sup> ("HARI®") and Refi Plus<sup>TM</sup> loans, jumbo-conforming and high-balance loans, reverse mortgages and mortgage products with rate resets.

#### Single-Family Credit Enhancement and Transfer of Mortgage Credit Risk Single-Family Credit Enhancement

Our charter generally requires credit enhancement on any single-family conventional mortgage loan that we purchase or securitize if it has an LTV ratio over 80% at the time of purchase. We generally achieve this charter requirement through primary mortgage insurance. We also enter into various other types of transactions in which we transfer mortgage credit risk to third parties. The table below displays information about loans in our single-family conventional guaranty book of business covered by one or more forms of credit enhancement, including mortgage insurance or a credit risk transfer transaction. For a description of primary mortgage insurance and the other types of credit enhancements specified in the table, see "MD&A—Single-Family Business—Single-Family Mortgage Credit Risk Management—Single-Family Credit Enhancement and Transfer of Mortgage Credit Risk" in our 2018 Form 10-K. For a discussion of our exposure to and management of the institutional counterparty credit risk associated with the providers of these credit enhancements, see "MD&A—Risk Management—Institutional Counterparty Credit Risk Management" in our 2018 Form 10-K and "Note 11, Concentrations of Credit Risk" in this report.

## **Single-Family Loans with Credit Enhancement**

	As of								
	March 31,	2019		December 31, 2018					
	Unpaid Principal Balance	Percentage of Single-Family Conventional Guaranty Book of Business		Unpaid Principal Balance	bal Guaranty				
	(Dollars in billions)								
Primary mortgage insurance and other	\$615	21	%	\$618	21	%			
Connecticut Avenue Securities	832	29		798	27				
Credit Insurance Risk Transfer <sup>TM</sup> ("CIRT <sup>TM</sup> ")	270	9		243	8				
Lender risk sharing	108	4		102	4				
Less: Loans covered by multiple credit enhancements	(420)	(15	)	(394)	(13	)			
Total single-family loans with credit enhancement	\$1,405	48	%	\$1,367	47	%			

#### Transfer of Mortgage Credit Risk

In addition to primary mortgage insurance, our single-family business has developed other risk-sharing capabilities to transfer portions of our single-family mortgage credit risk to the private market. Our primary method of achieving this objective has been through our CAS and CIRT transactions. In most of our credit risk transfer transactions, we transfer a small portion of the expected credit losses, and a significant portion of the losses we expect would be incurred in a stressed credit environment, such as a severe or prolonged economic downturn. We continually evaluate our credit risk transfer transactions which, in addition to managing our credit risk, also affect our returns and the capital we would be required to hold under FHFA's proposed capital requirements. We discuss FHFA's proposed capital rule in "Business—Charter Act and Regulation—GSE Act and Other Regulation" in our 2018 Form 10-K.

During the first quarter of 2019, pursuant to our credit risk transfer transactions, we transferred a portion of the mortgage credit risk on single-family mortgages with an unpaid principal balance of \$91 billion at the time of the transactions. As of