

MPF Xtra - Mandatory Delivery - How Sub Product Pricing Works

This is an example: The actual difference between the loan-amount pricing grids can and does vary daily (and even within a single day) as part of how Fannie determines their pricing. It's not a static difference between grids. This was from a price sheet of 5/1/2021 it does not represent current pricing.

Xtra Tolerance Rule - the greater of \$10,000. or 2.5% of the loan amount (plus or minus)

Sub Product Max is the max loan amount that can be delivered (can be one loan or multiple loans). If you need to deliver > than the Max amount you must pair off and re-lock. You may be able to re-lock for a shorter period which may = a better price

Max Lock

Sub-Product

Term	MAX	note Rate	30 day Price	Tolerance
60 days	\$ 85K	2.75	1.4129	\$ 10,000.00
60 days	\$110K	2.75	1.2254	\$ 10,000.00
60 days	\$125K	2.75	1.1317	\$ 10,000.00
60 days	\$150K	2.75	1.0379	\$ 10,000.00
60 days	\$175K	2.75	0.9129	\$ 10,000.00
60 days	\$200K	2.75	0.6942	\$ 10,000.00
60 days	\$225K	2.75	0.619	\$ 10,000.00

In this sub product grid you cannot exceed \$85,000.
 In this sub product grid you cannot exceed \$110,000.
 In this sub product grid you cannot exceed \$125,000.
 In this sub product grid you cannot exceed \$150,000.
 In this sub product grid you cannot exceed \$175,000.
 In this sub product grid you cannot exceed \$200,000.
 In this sub product grid you cannot exceed \$225,000.

Pricing and Execution for Whole Loans

You have the option to use >\$225K pricing for any loan size instead of Sub-Product Pricing

90 Days	>\$225 to max In l	2.75	0.5061	> \$10,000.00	or 2.5%
90 Days	High Bal	2.75	-0.4611	> \$10,000.00	or 2.5%
90 Days	Investment	2.75	0.3061	> \$10,000.00	or 2.5%

Investment cannot be priced as a Sub-Product and must be 15 or 30 year pricing

differnent between \$85K and \$110K	0.1875	price drop
differnent between \$110K and \$125K	0.0937	price drop
differnent between \$125K and \$150K	0.0938	price drop
differnent between \$150K and \$175K	0.125	price drop
differnent between \$175K and \$200K	0.2187	price drop
differnent between \$200K and \$225K	0.0752	price drop
differnent between \$225K and Max	0.1129	price drop

Something to consider

Loan amount \$175,000.00
 Borrower needs 178,000. to close
 Your Tolerance is \$10,000.00 but your max loan amount is \$175,000.00
 You will need to pair out of the \$175,000 and relock using current pricing

WHAT YOU COULD DO:

Keeping in mind you have a Tolerance on this loan amount of \$10,000.00
 If you had locked at \$175,001.00 you would be able to take advantage of your \$10,000.00 Tolerance and deliver as high as \$185,001.00 at no additional fees
 Yes there would have been a small price difference at the time you open the delivery commitment in this example it would have been .2187 less in price

