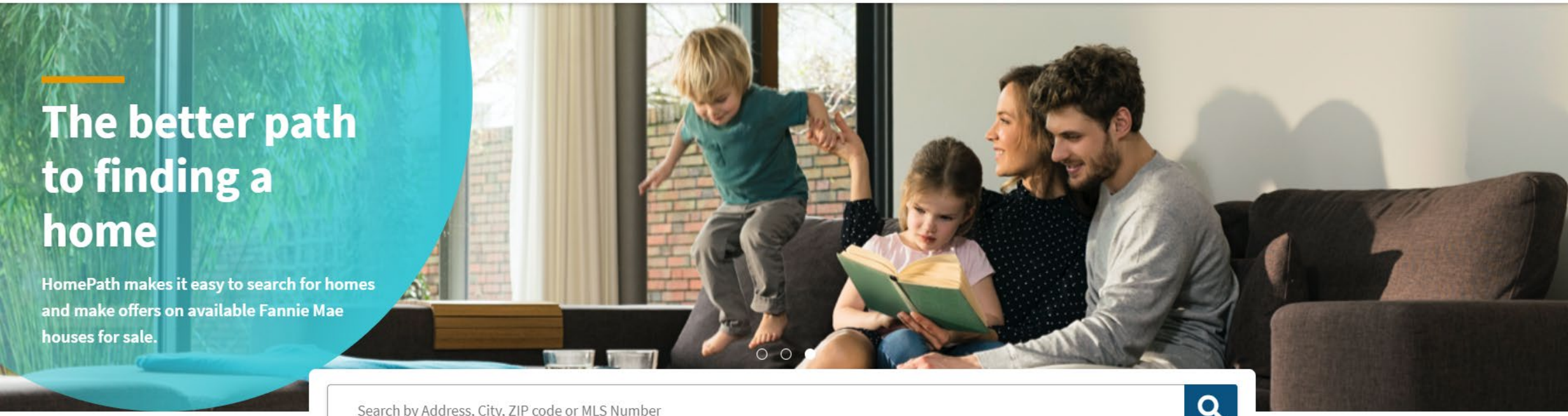


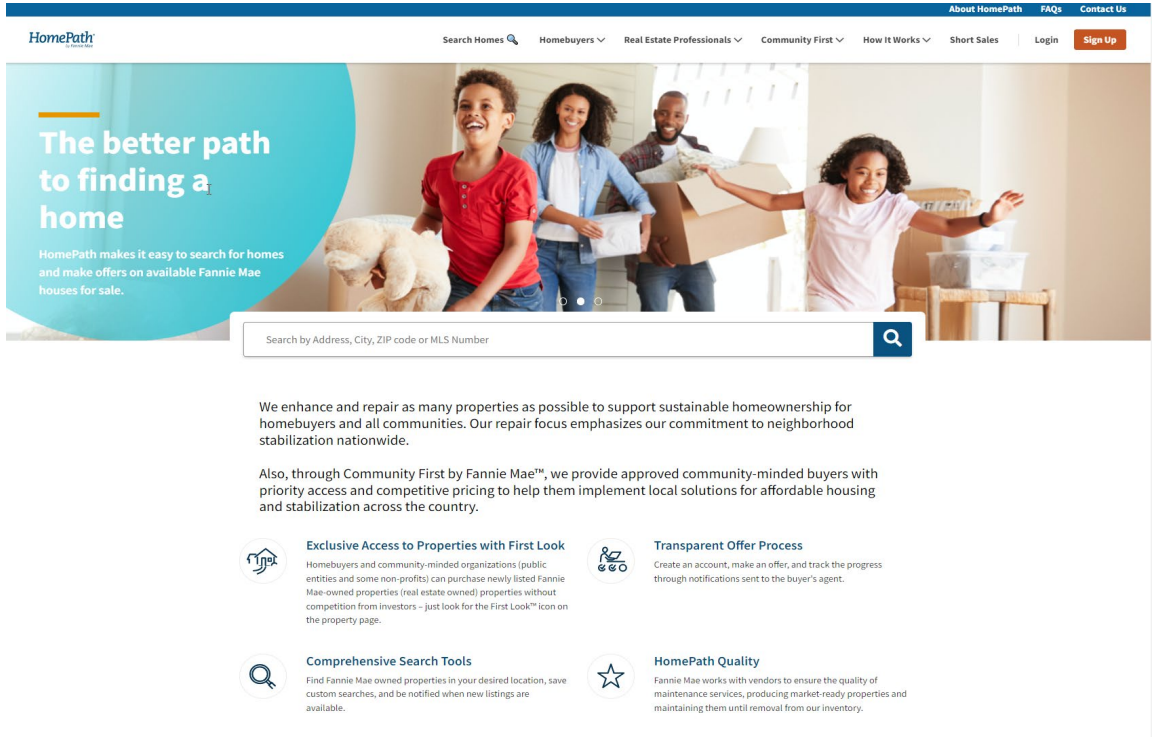
HomePath

Digitally Transforming HomePath and the Offer Process

Fannie Mae®

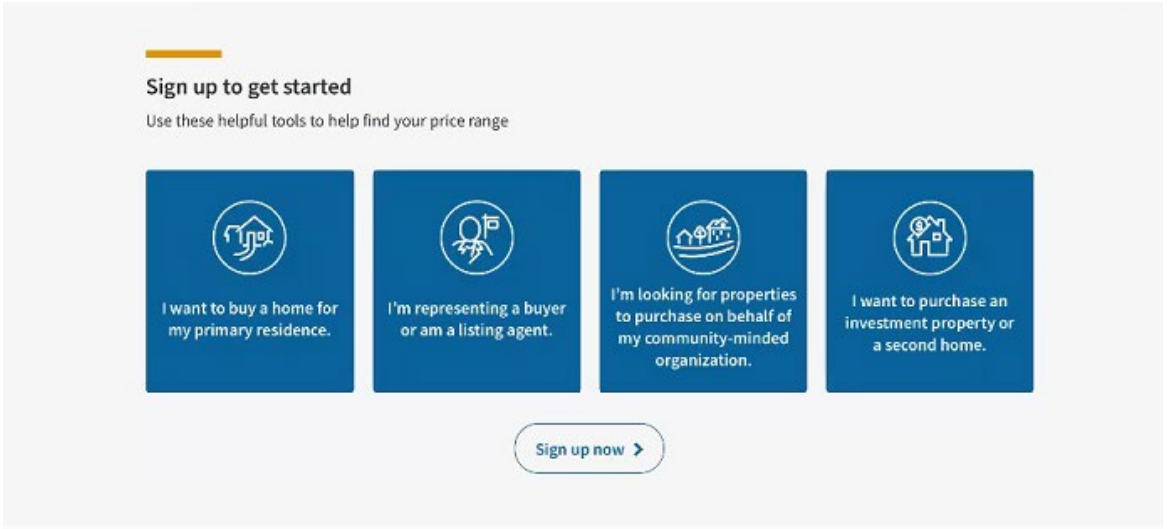
© 2022 Fannie Mae
HomePath Training 2022 I Fannie Mae Confidential and Proprietary

Finding your way around the digitally transformed site



Search for homes and make offers

- Comprehensive search tools and transparent offer process



Who can sign up

- Homebuyers, Agents, Community-focused buyers and Investors

New features

- MLS Integration
- Curated Offer Experience
- Entire Offer Negotiations Completed in HomePath
- Transparent Multiple Offer Process
- DocuSign Integration
- Marketing of Fannie Mae Loan Products
- Transparent Contract Milestones

Homebuyer Resources



How Much Can I Afford? 2 3 4 5 6

How Much Can I Afford?

A HomePath home is a great option for first-time and seasoned homebuyers. We make it easier for you by helping you through each step in the homebuying process, starting with understanding how much you can afford.

Evaluate your finances

Before contacting a lender or hunting for a new home, you'll need to evaluate your finances. Purchasing a home may require a mortgage. You don't always need a perfect credit score or a huge down payment, but it is important to understand your finances before starting.

Are you financially ready to purchase a home?

First, make sure you:

1. Determine what's affordable to you
2. Understand your credit
3. Review your finances
4. Save for a down payment



Finding your price range

Before you shop for a home, you need to figure out how much you can afford.

To determine this, you should:

- Decide what's affordable for you — Examine your monthly budget by looking at your total outgoing expenses and figuring out how much you're spending on housing now. Do you want to keep a similar payment, or can you afford more?
- Don't forget to include general home ownership costs - these costs include maintenance, homeowner's insurance, property taxes, and possible homeowner's association fees. Also, keep in mind that your utility costs could change if you're moving to a larger home or from a rental property where the landlord covers utilities.

Helpful homebuyer tools

Use these helpful tools to help find your price range.

How Much Can I Afford?
How Much Can I Borrow?
Find Your Home
Scheduling a Tour
Making an Offer
The Closing Process

The Closing Process

You've found the perfect place, made an offer, and the seller accepted. Now you're ready for the final step – closing on your new home.

Step by Step

Closing on a home is the process of transferring the property from the seller to the buyer. There's traditionally a lot of paperwork to sign, and it can seem overwhelming, but we've broken down what you need to be ready to close on your home.

Are you financially ready to purchase a home?

First, make sure you:

1. Determine what's affordable to you
2. Understand your credit
3. Review your finances
4. Save for a down payment



- Step 1: Deposit Earnest Money
- Step 2: Get a Home Inspection
- Step 3: Get an Appraisal
- Step 4: Complete the Loan Application
- Step 5: Secure the Title
- Step 6: Review the Closing Documents
- Step 7: One Last Walkthrough
- Step 8: Sign Away

How Much Can I Borrow?
Find Your Home
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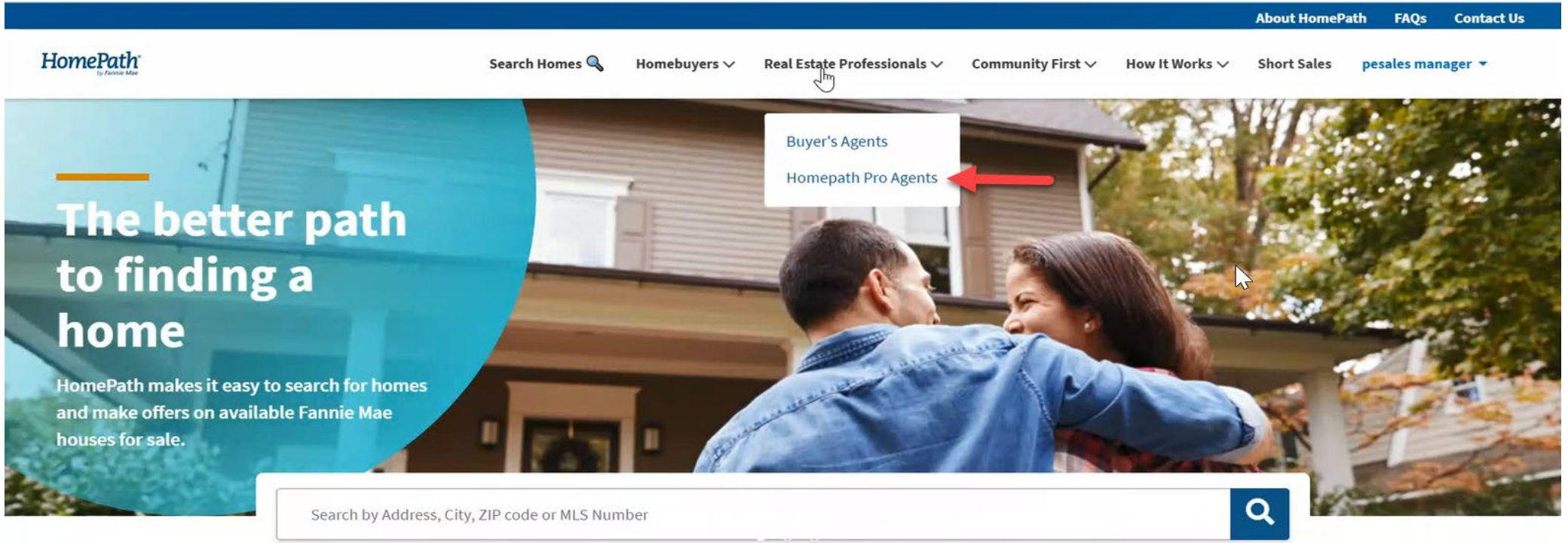
Making an Offer
The Closing Process

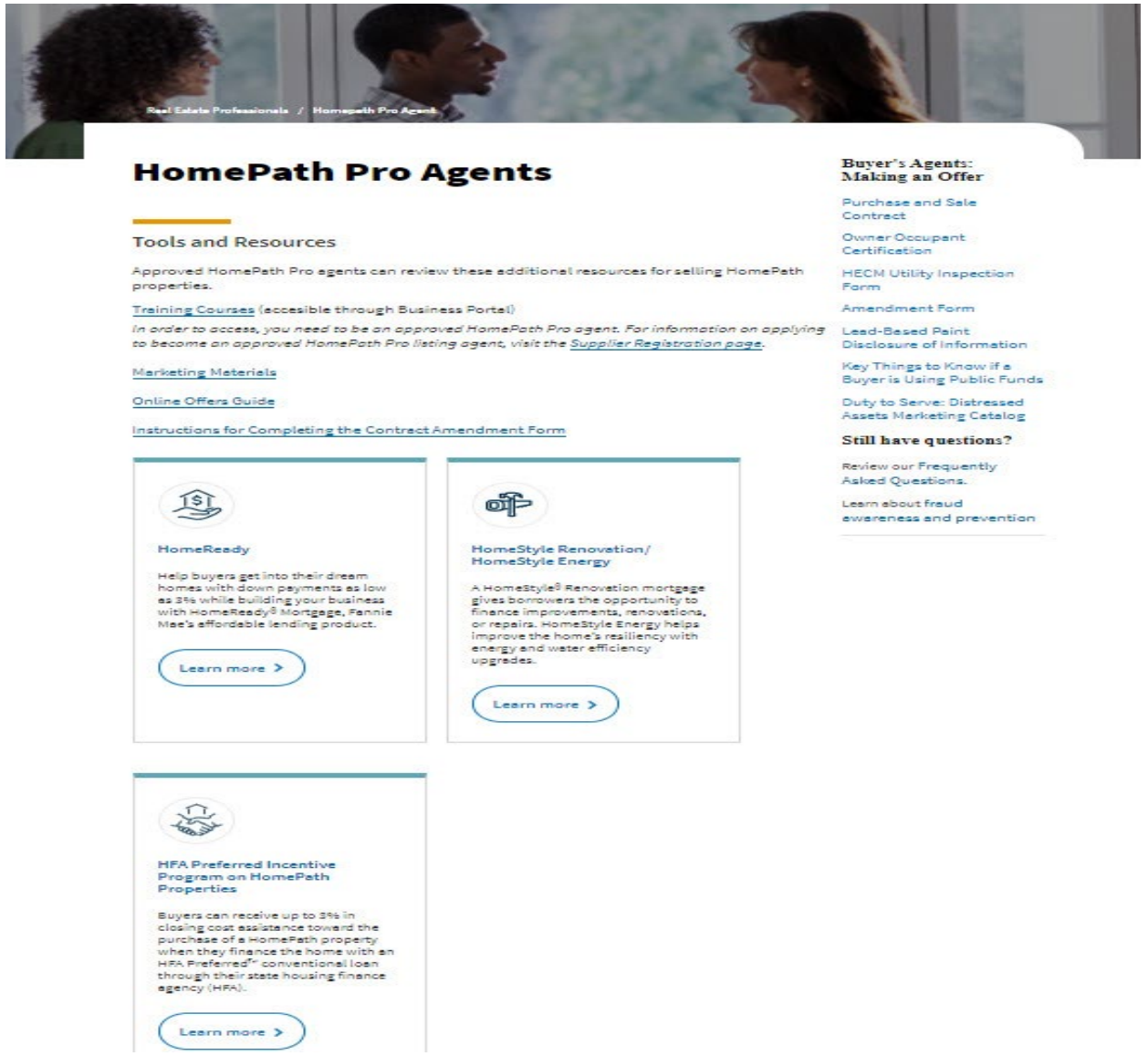
HomePath Pro Agent

Finding your way around the digitally transformed site



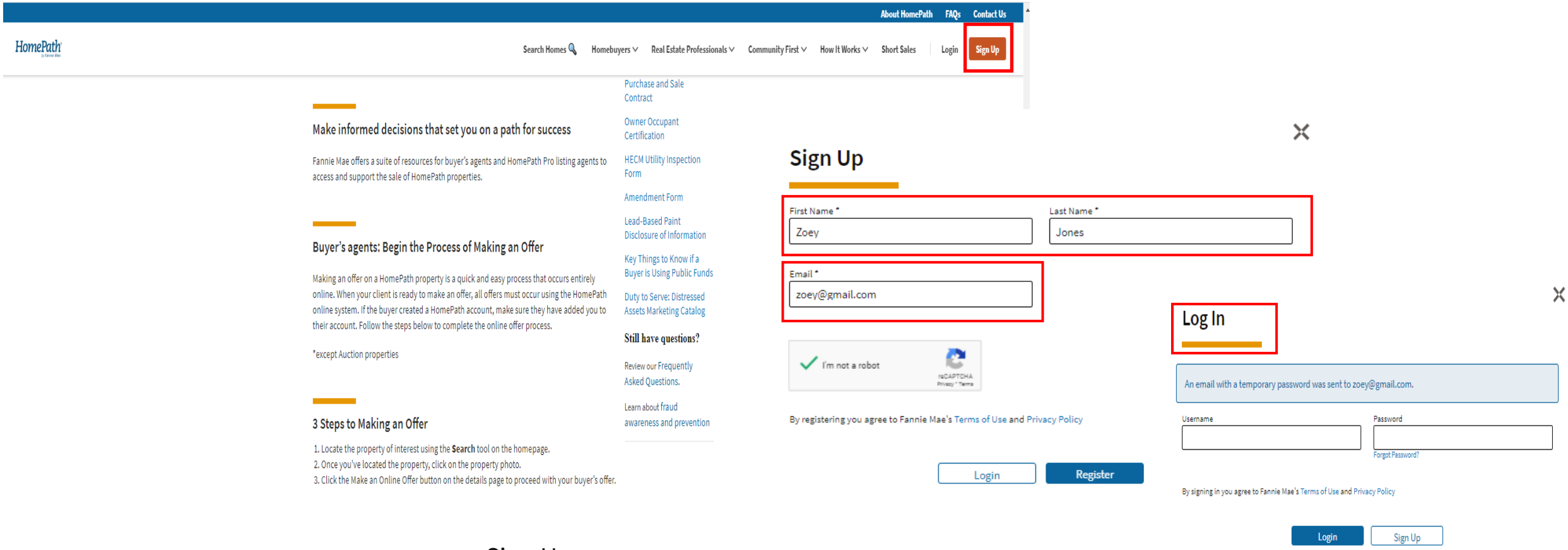
- Current HomePath Pro Agents Sign in with your current Business Portal ID and Password
  - If you forgot your password, reset it and email will be sent to confirm the reset
  - For help with Business Portal login email to: real_estate_business_portal@fanniemae.com
- Buyer's Agents do not have access to HomePath Pro Agent information
- Offers are made through Buyer's Agents

HomePath Pro Agent Resources



HomePath

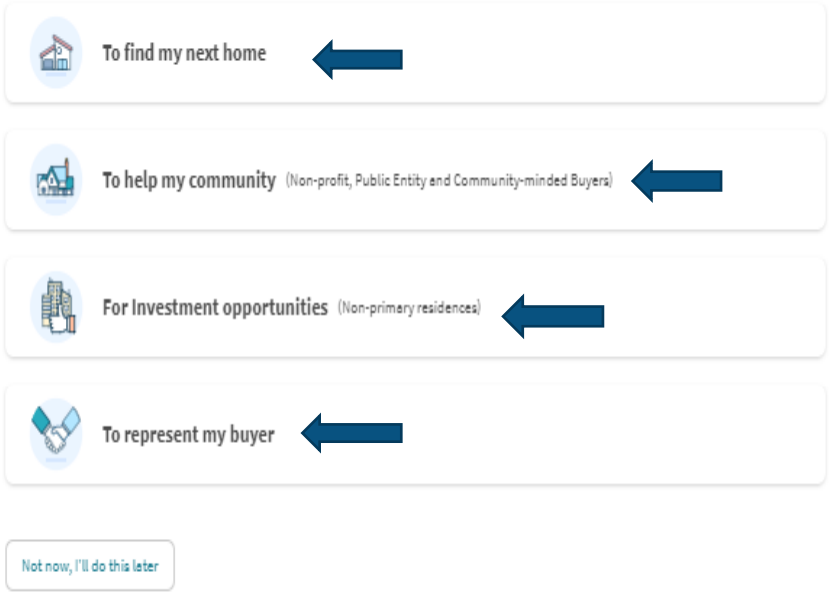
Signing Up as a Homebuyer, Buyer's Agent, Investor or Community-minded Buyer

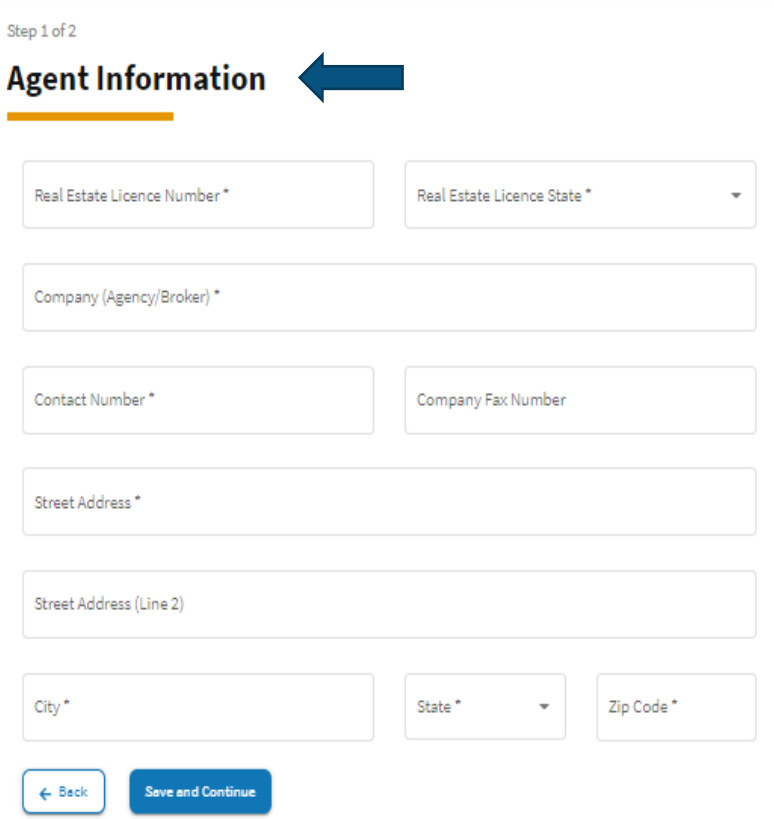


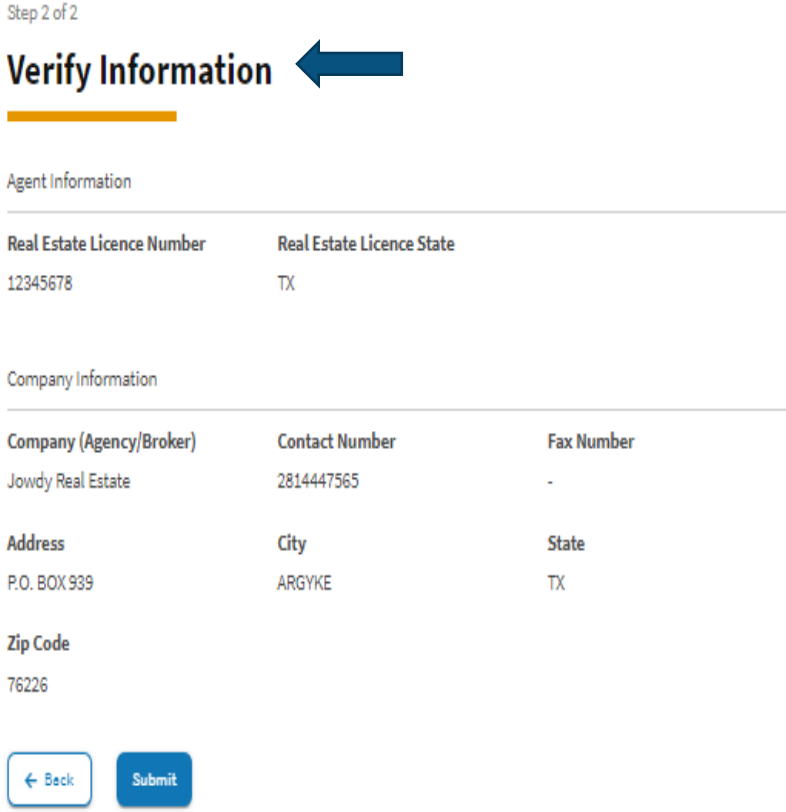
- Sign Up
- Enter name and email address
- Log In with temporary password sent to email address

HomePath

Signing Up

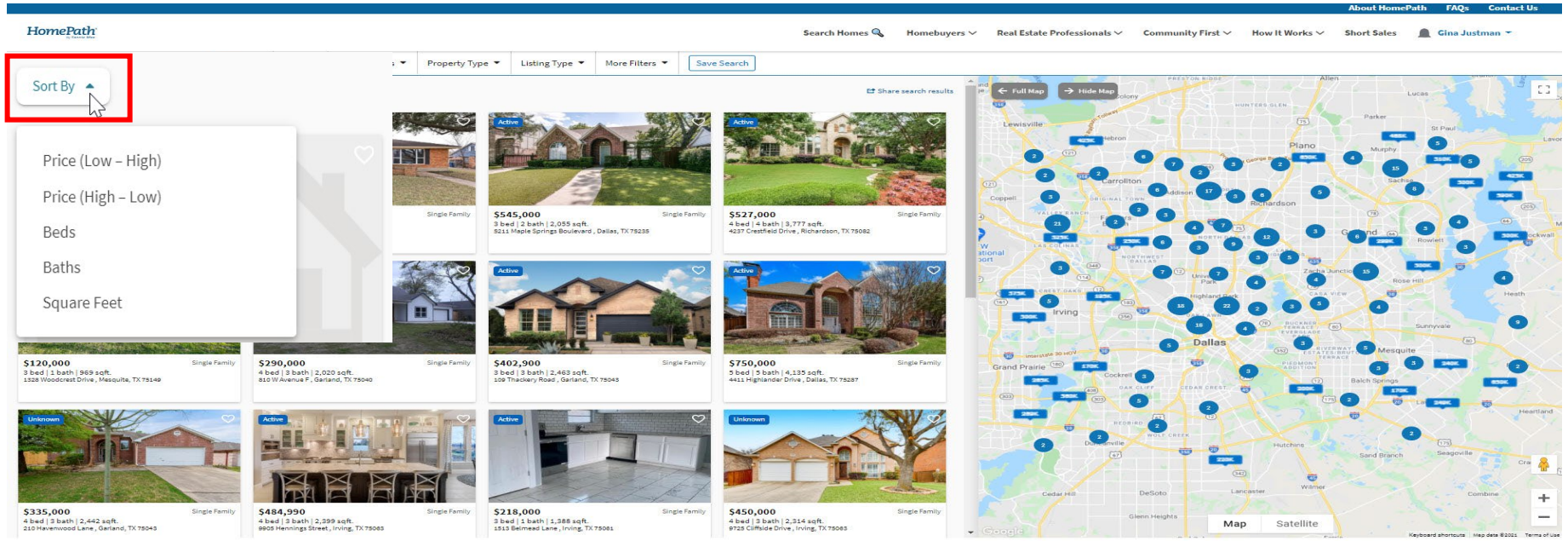


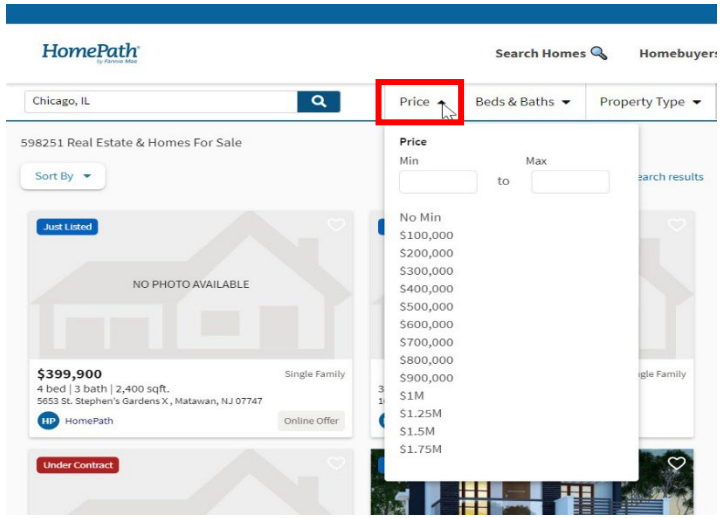


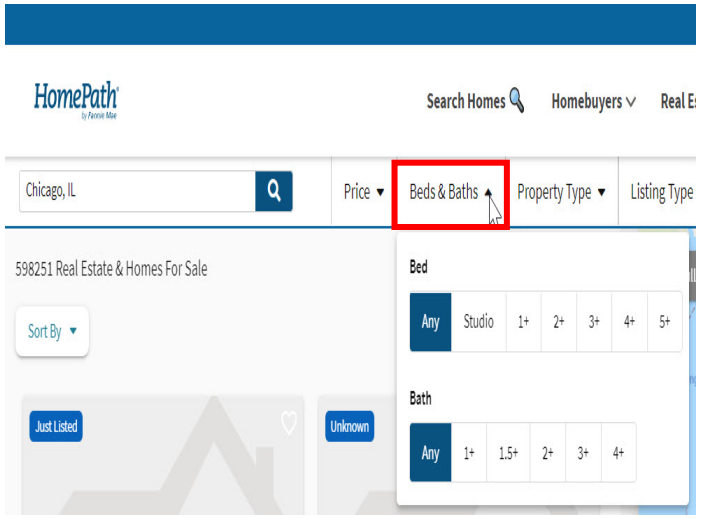


- Select type of user
- Homebuyer, Community-minded, and Investor
- Buyer's agent must enter information and verify

Searching for a Home



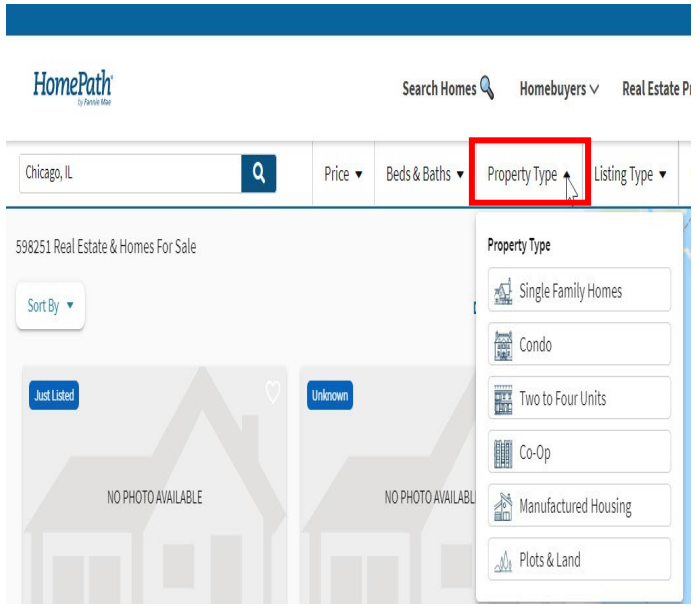


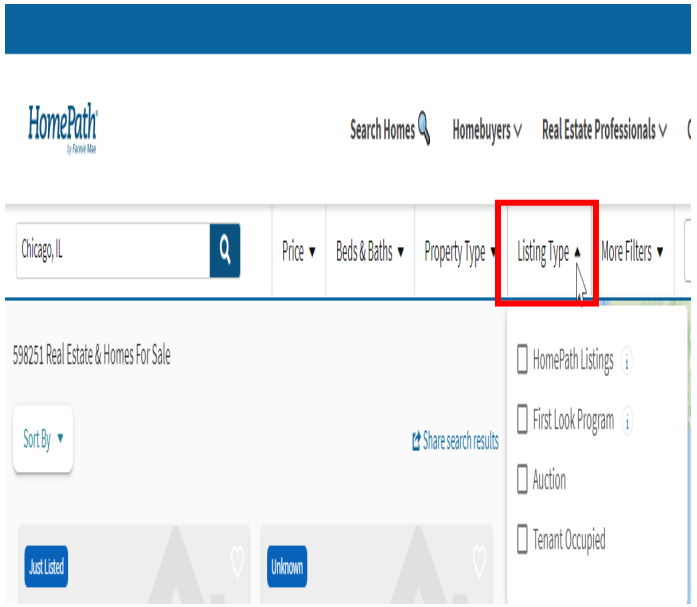


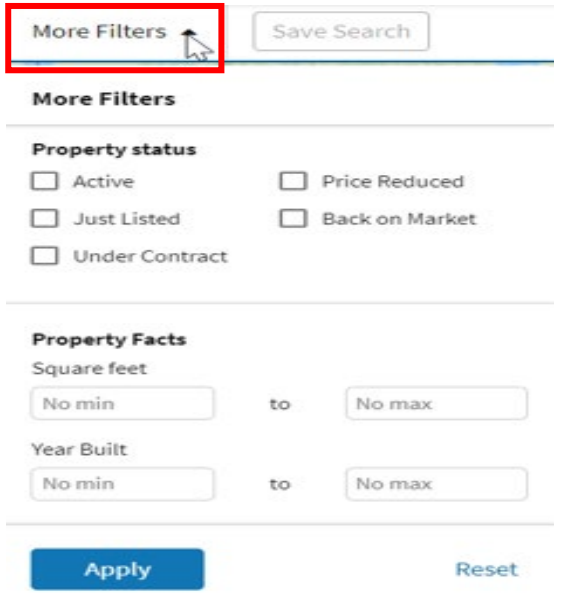
Sort By:

- Price
  - Select price range
- Beds
  - Select count
- Baths
  - Select count

Searching for a Home



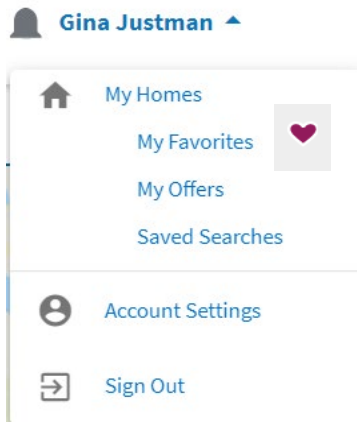




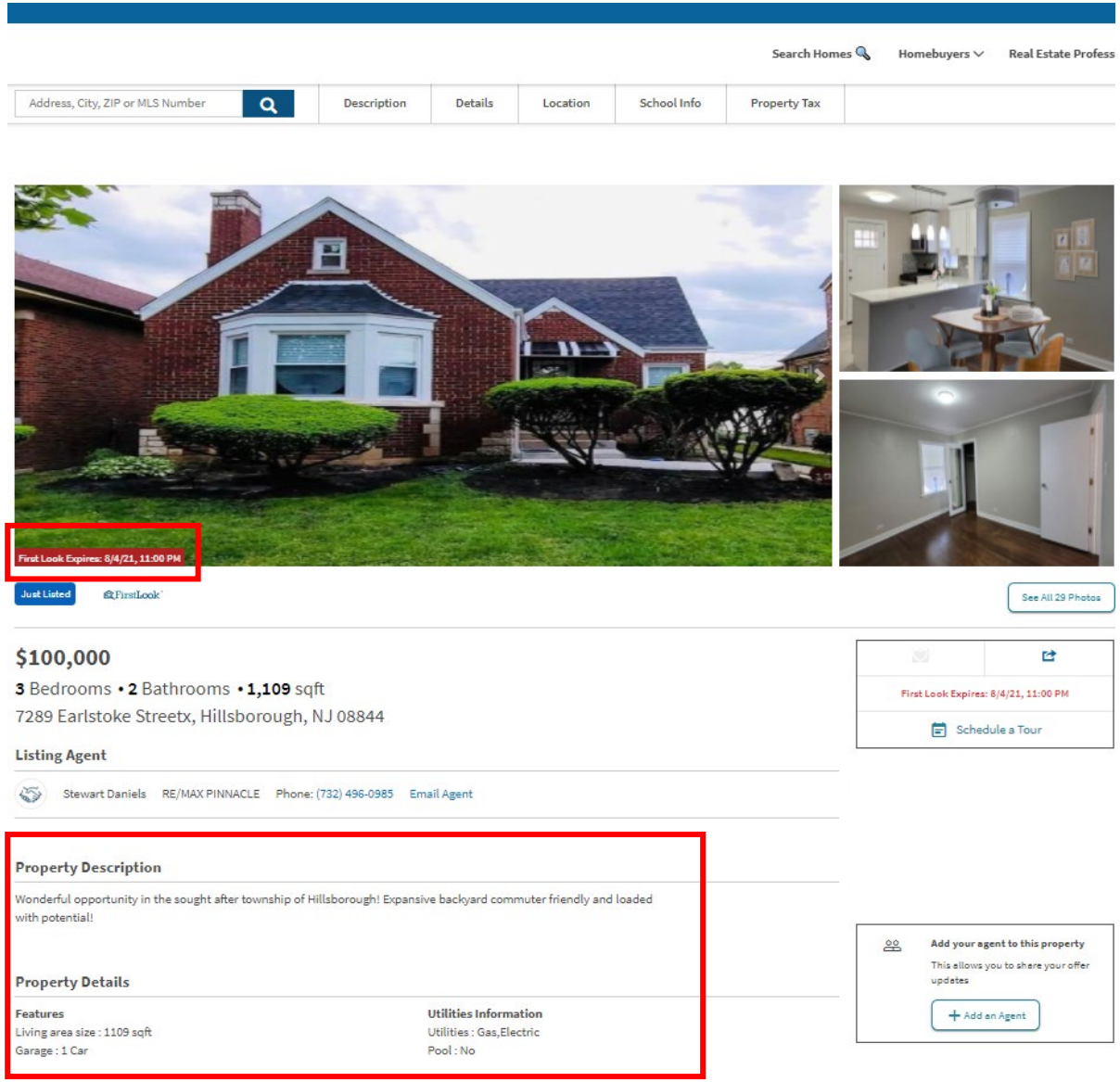
Search By:

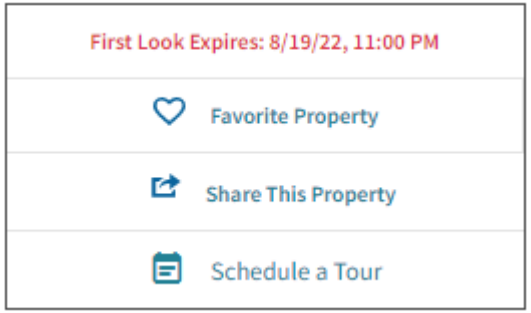
- Property Type
- Listing Type
  - Additional MLS listings now displayed
  - HomePath listings are displayed at top before MLS listings
  - Online offers only on HomePath listings
- More Filters
  - Listing Status and Property Facts
- Save to My Favorites
  - Favorite properties or searches by zip code or city

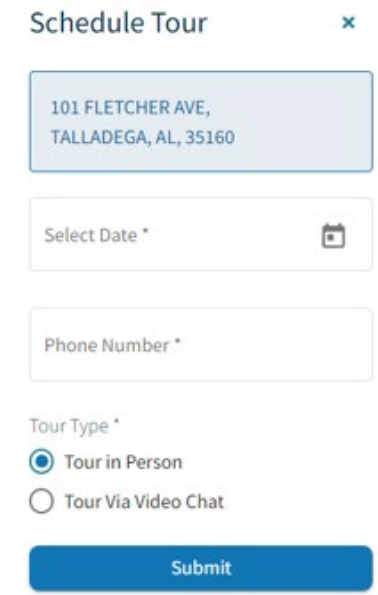
Features under Log In



Property Details and Resources- Buyer





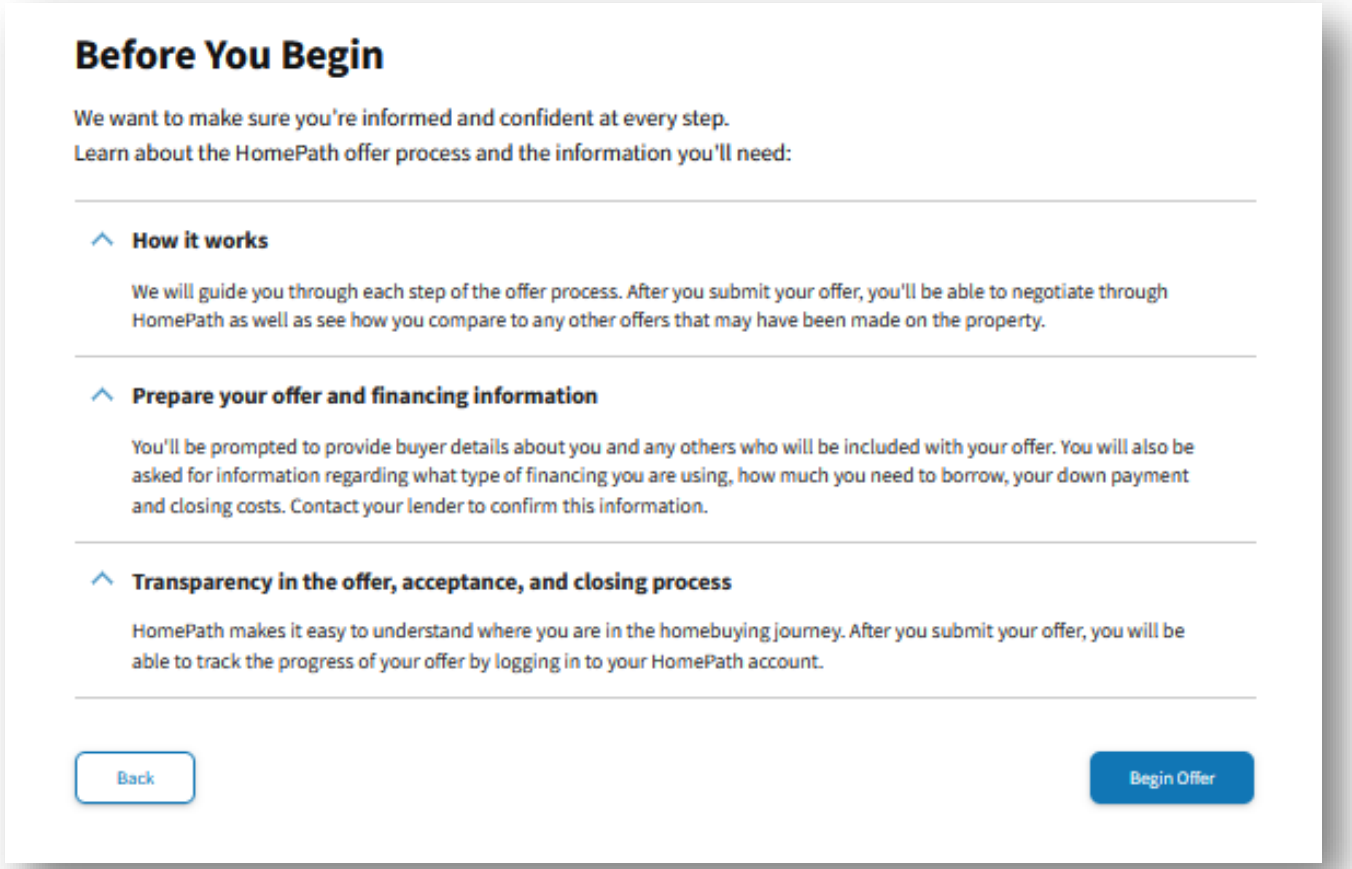


- Property description and details display
- First Look Clock displays
- Favorite Property option
- Share the property option
- Schedule a Tour option

HomePath Online Offer Process

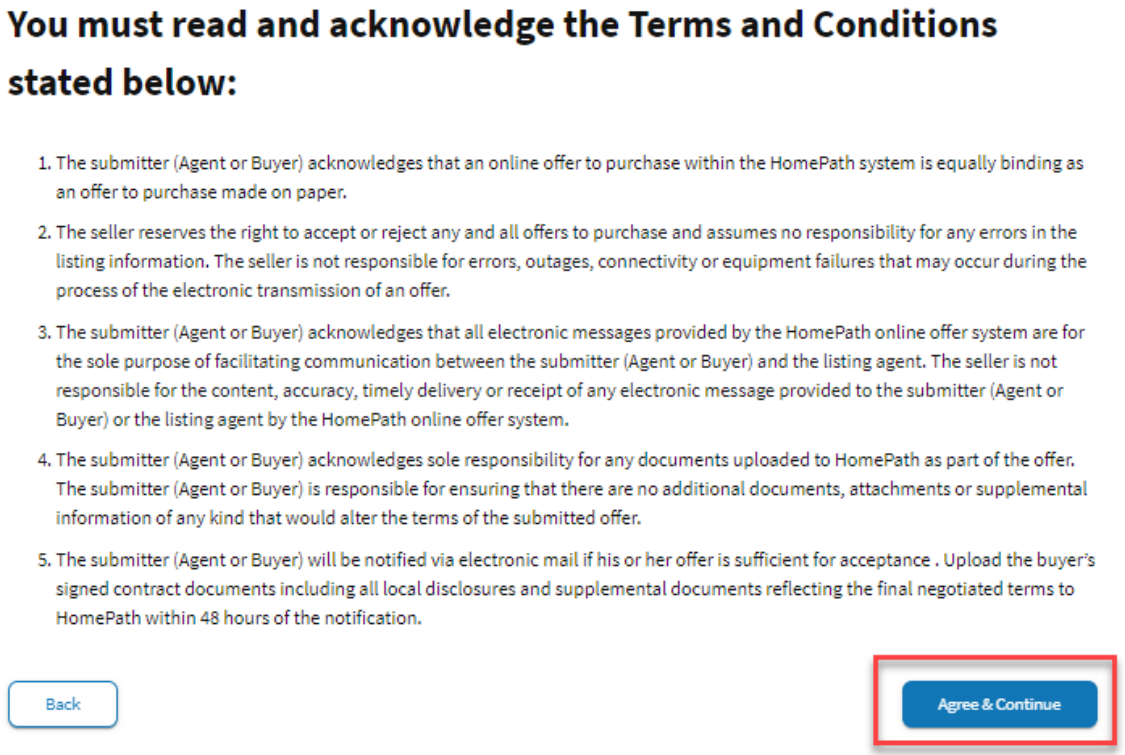
Detailed guide to begin the offer process

- Detailed guide of the offer process
- Resources for Fannie Mae loans and closing costs
- Select **Begin Offer** to start process



HomePath Online Offer Process

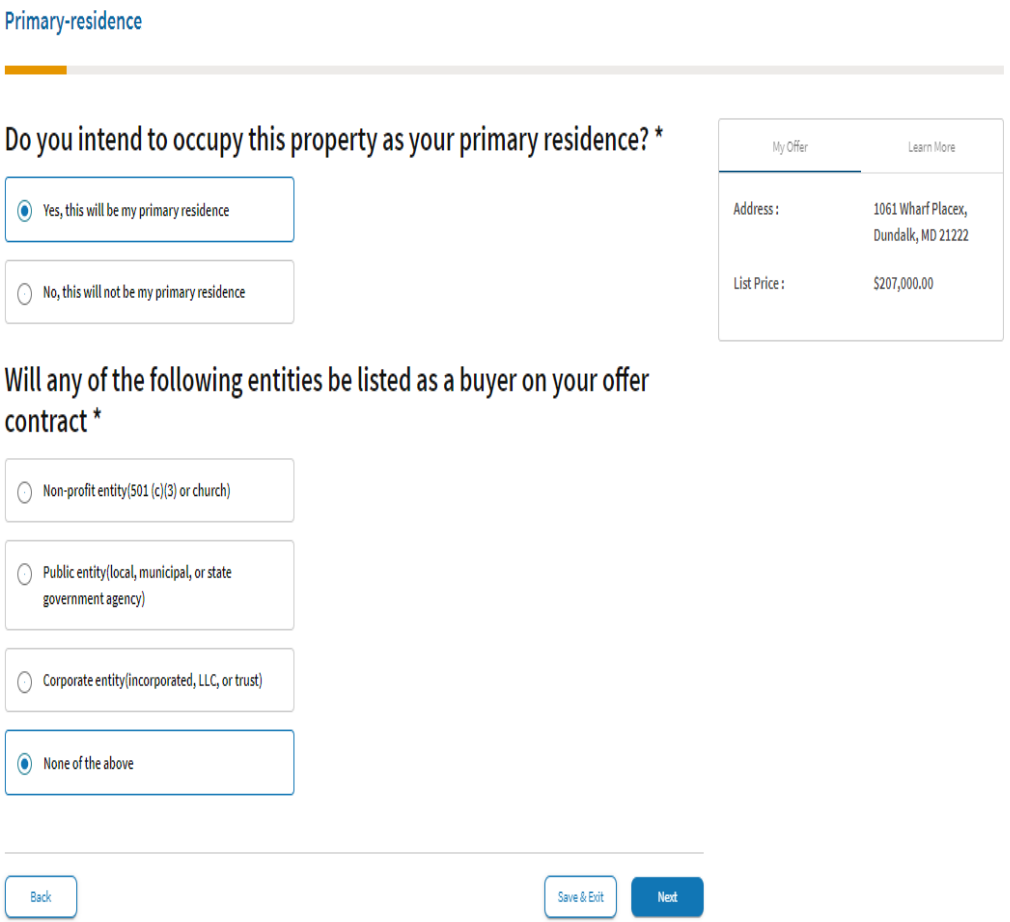
Terms and Conditions

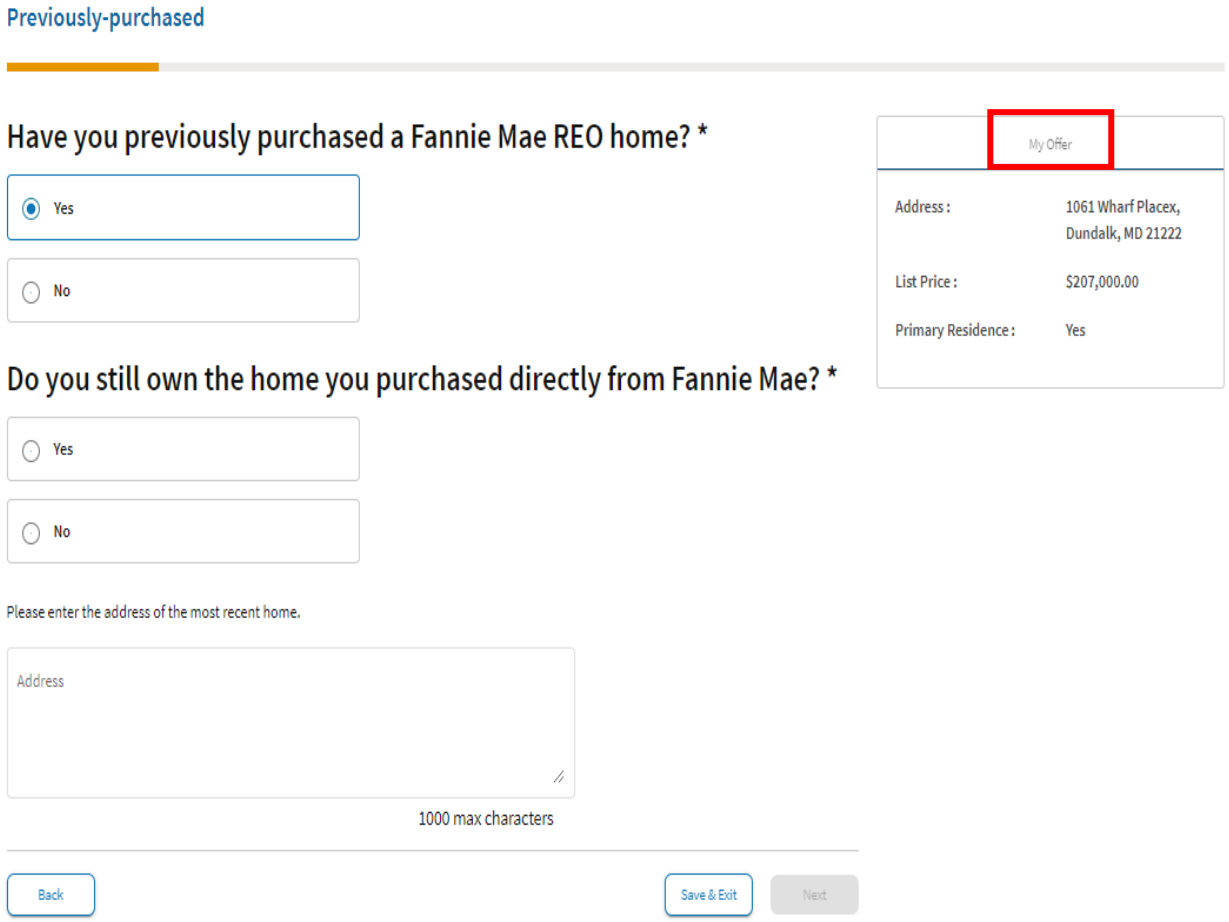


- Read Terms and Conditions and Select **Agree & Continue** to begin process

HomePath Online Offer Process

Beginning the offer process and My Offer builds as questions are answered





HomePath Online Offer Process

Questions regarding HomePath Ready Buyer course and closing cost assistance have additional information available to determine if the Buyer qualifies for them

Buyer-terms

Has the buyer completed the HomePath Ready Buyer ™ educational course?

First time homebuyers who take the course and receive a certificate of completion may receive up to 3% in closing cost assistance when purchasing a HomePath property. Get program details.

- ○ Yes
- ○ No

Does your income qualify you for closing cost assistance?

Closing cost assistance may be available for owner-occupant buyers of HomePath properties if household income is at or below the area median income (AMI). Learn more about how this works | AMI Calculator

- ○ Yes
- ○ No

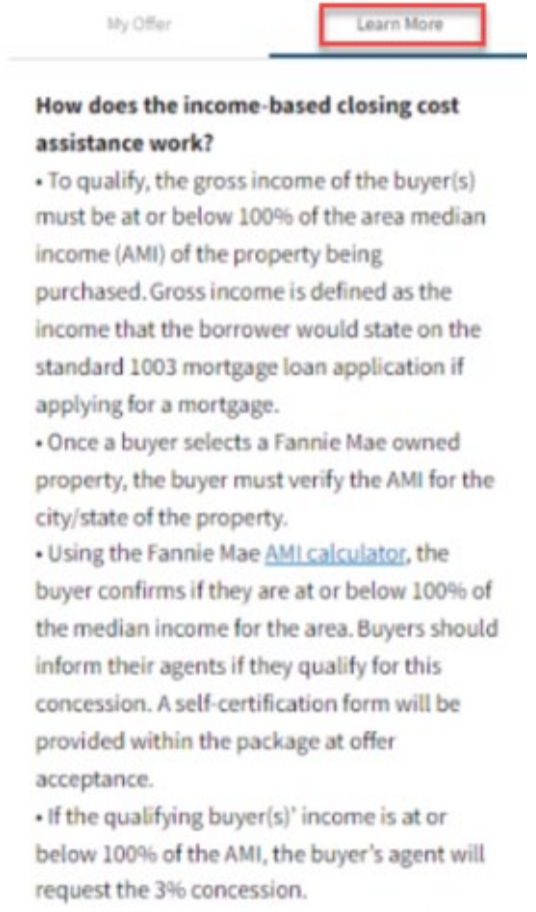
Are you requesting a closing cost credit?

Fannie Mae's contribution towards your closing costs.

Amount

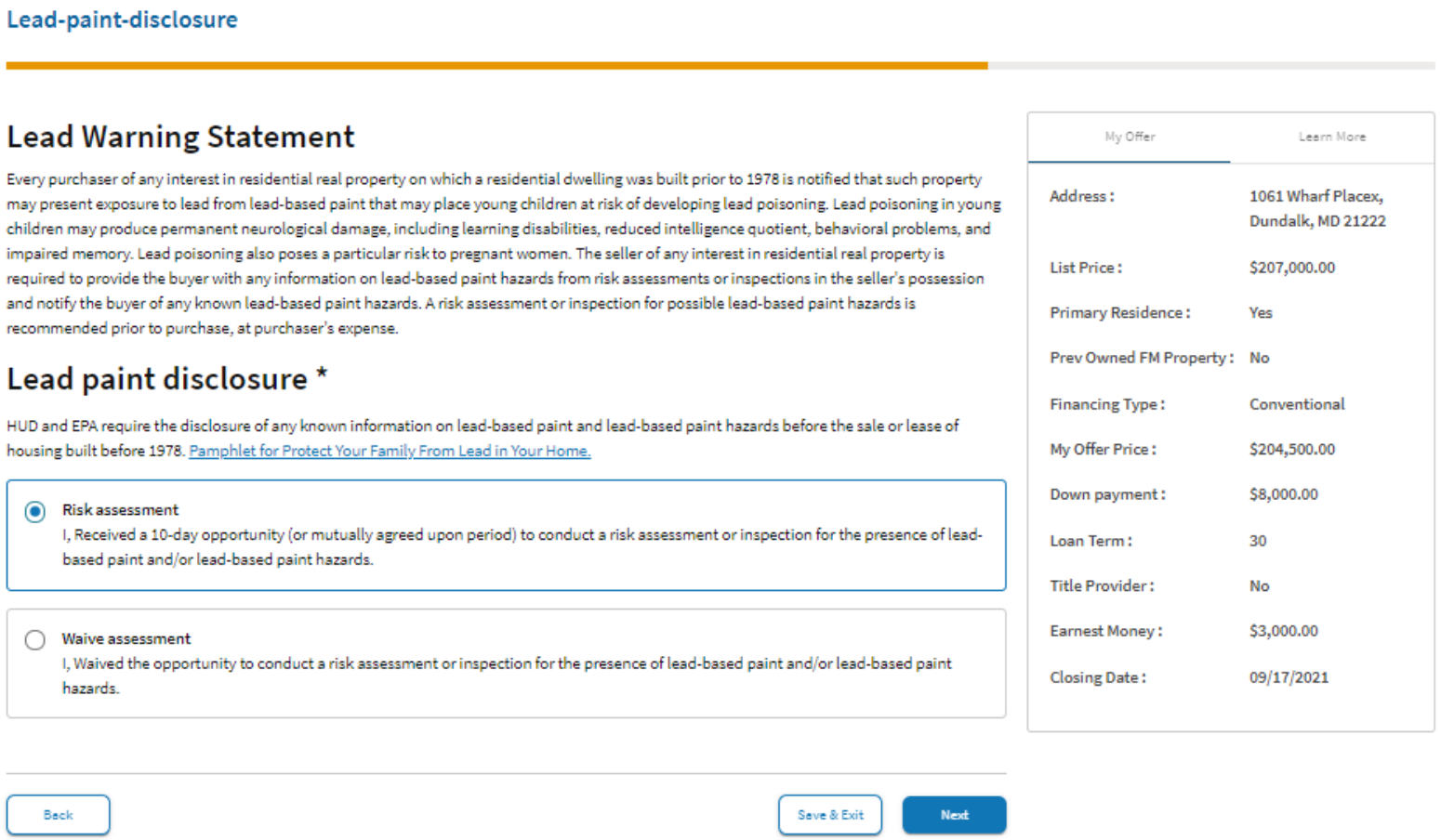
$



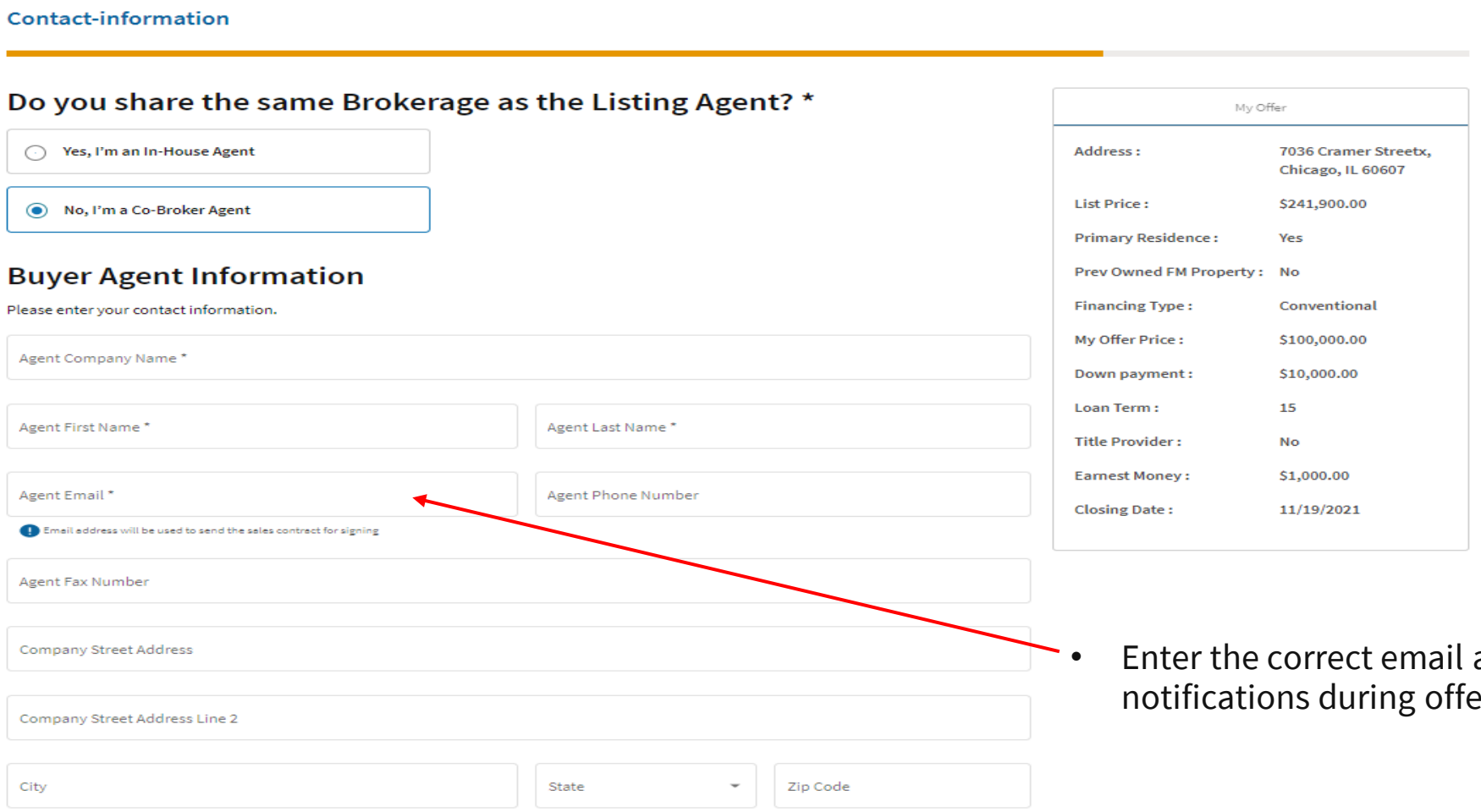


HomePath Online Offer Process

Lead paint disclosure if applicable per age of property



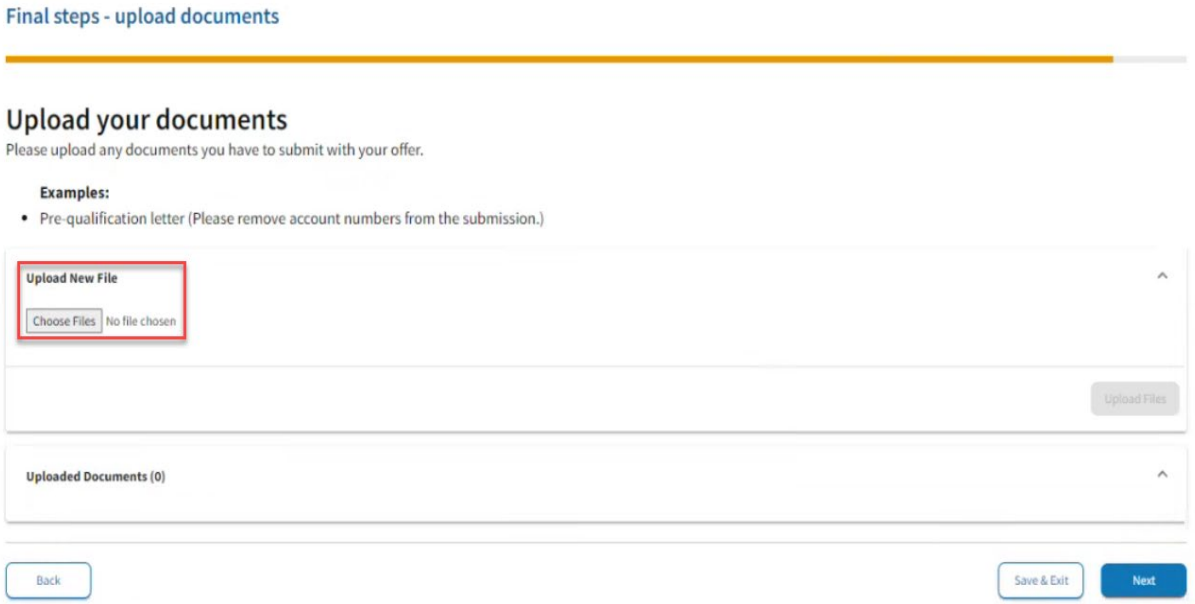
HomePath Online Offer Process

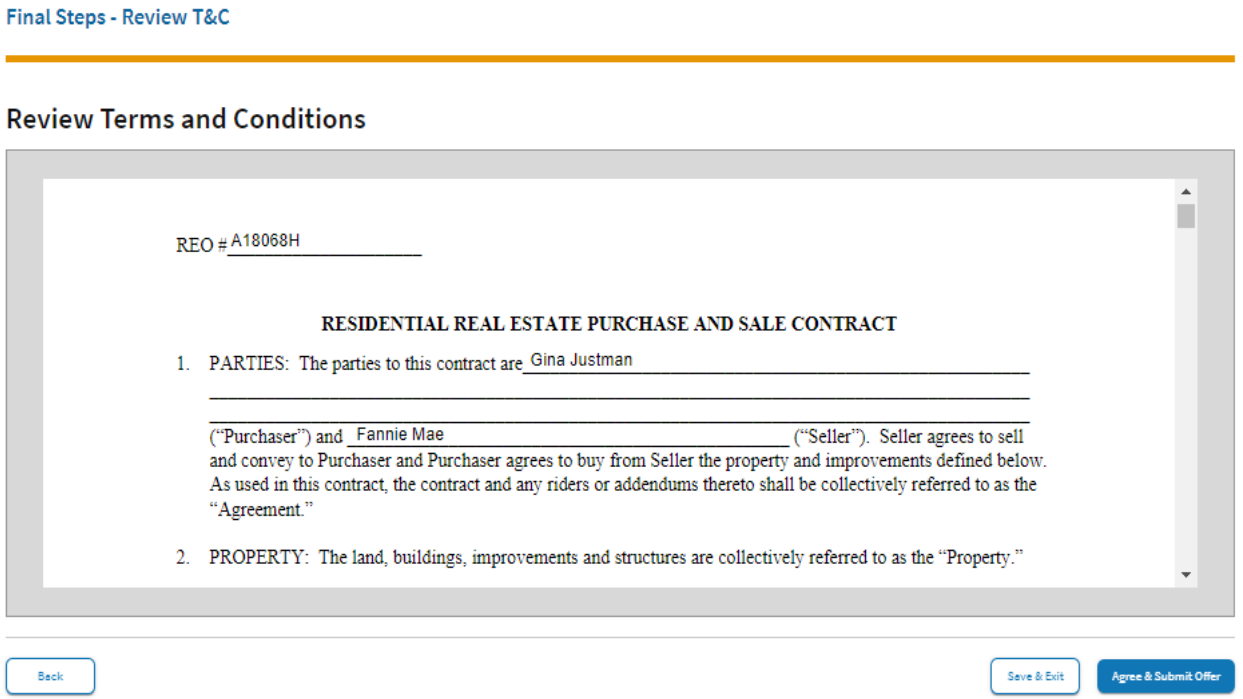


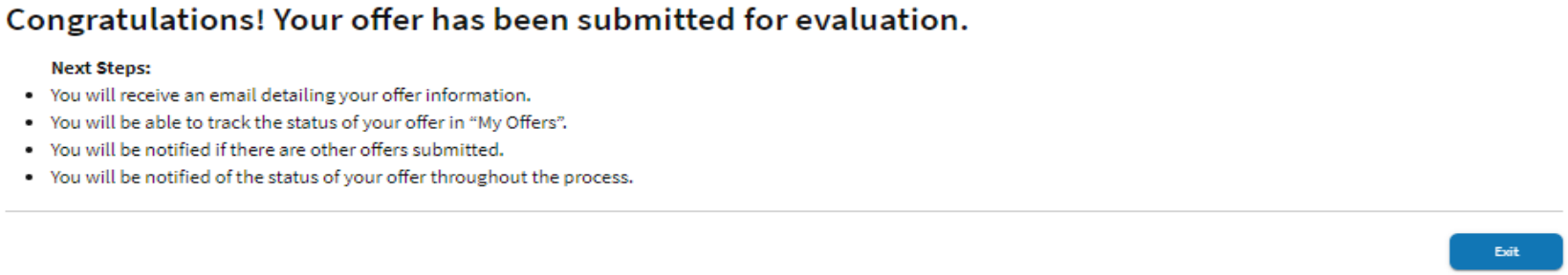
- Enter the correct email address to receive email notifications during offer process.

HomePath Online Offer Process

Upload necessary documents in the Documents Section, such as, state specific addenda, proof of funds, pre-qualification, buyer education course certificate







HomePath Online Offer Process

Email received after offer is submitted

Buyer's Agent Email



HomePath by Fannie Mae

We've received your offer

Hello Buyer Agent Melissa Gonzalez,

Thank you for submitting an offer of $425000 for:

20 AMWELL RD
HILLSBOROUGH, NJ 08844
Type: Single Family
Year Built: 1960
Price($): 402000.00

What to expect next:
Your client's offer will be reviewed by Fannie Mae®.
You will be notified when there is an update to the status of your offer, by email.
With HomePath®, it's easy to understand where you are in the homebuying process. You can check the status of your client's offer at any time by logging in to your HomePath account and viewing your client's offer dashboard.

Login

This is an automated message - please do not reply directly to this email.

Website: https://www.homepath.com/#/home

Listing Agent Email



HomePath by Fannie Mae

Gina Justman's Offer update

Hello GINA JUSTMAN,

There has been activity on the offer for your listing at:

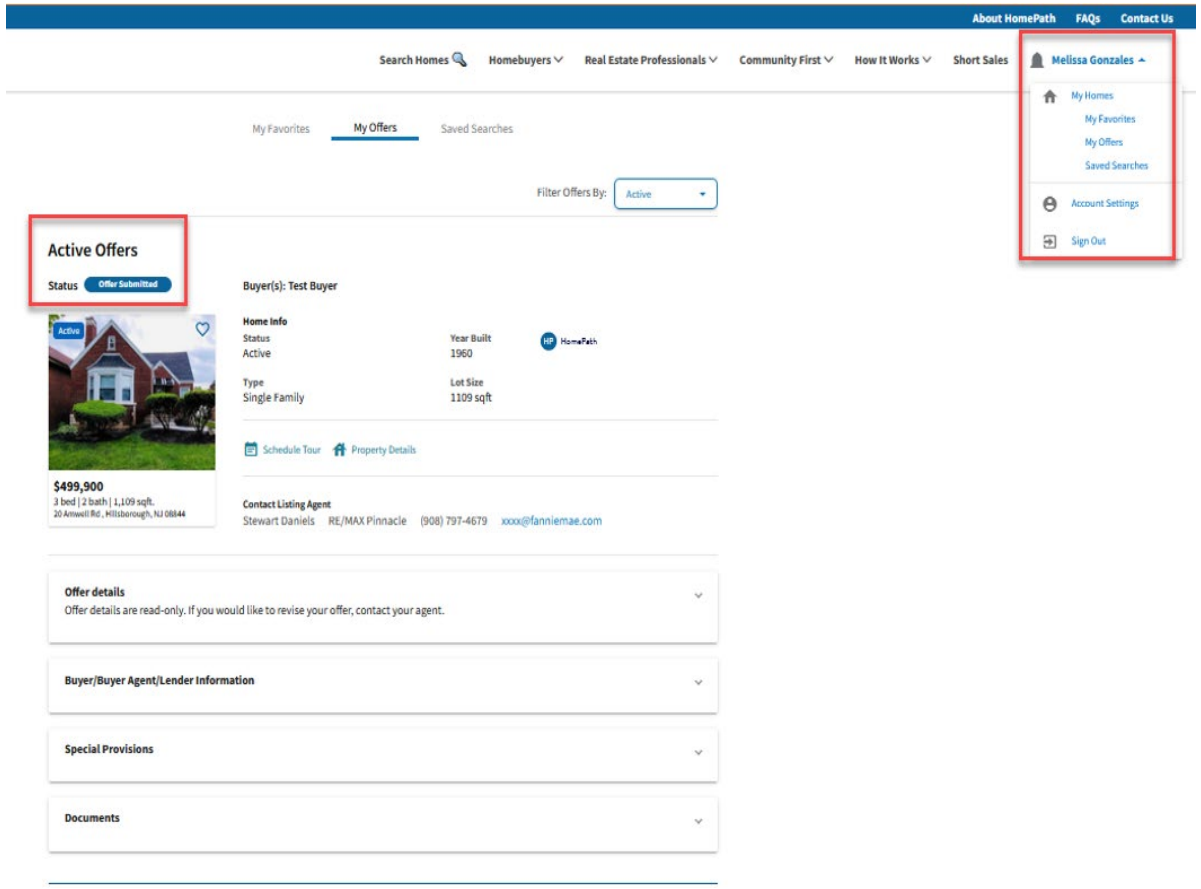
1061 Wharf PlaceX
DUNDALK, MD 21222
Type: Single Family
Year Built: 1921
Price($): 207000.00

Login

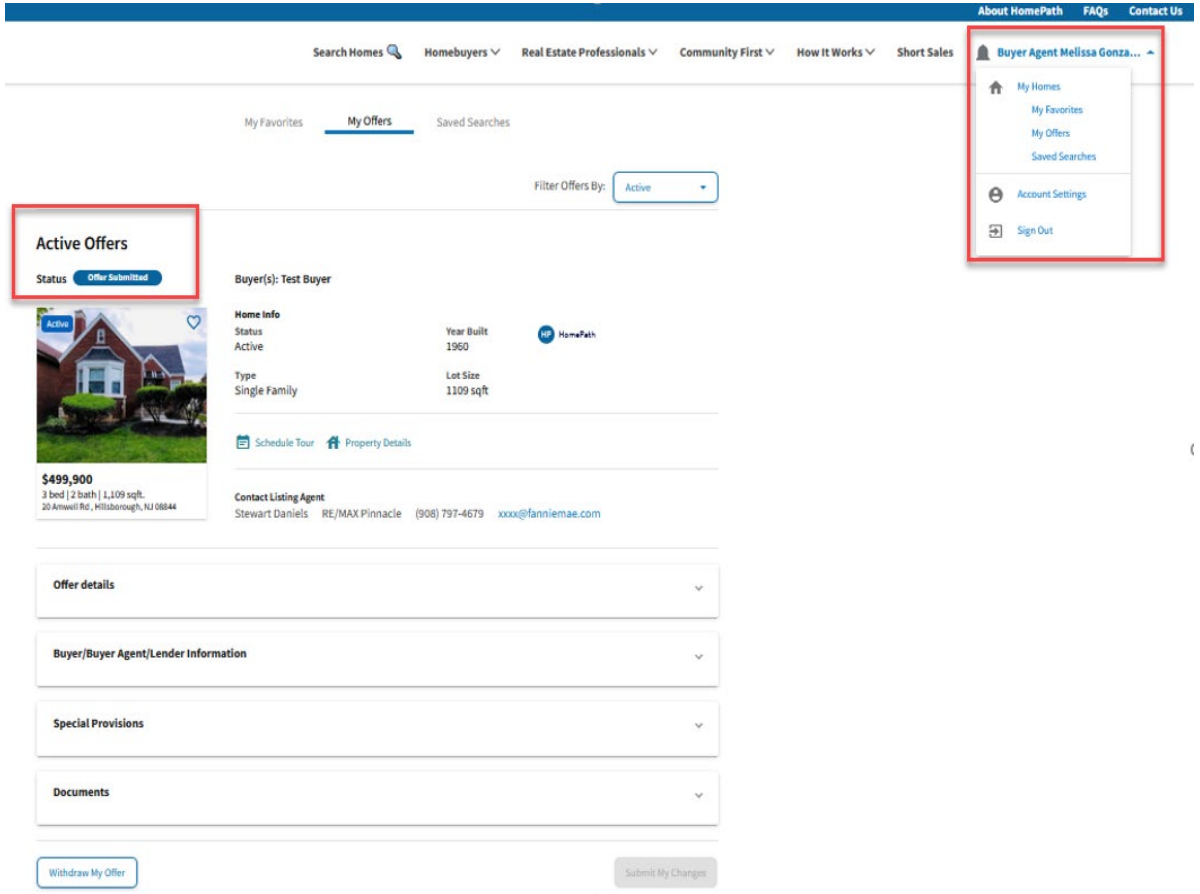
This is an automated message - please do not reply directly to this email.

My Homes Displays My Offers

Registered Buyer Offer Dashboard

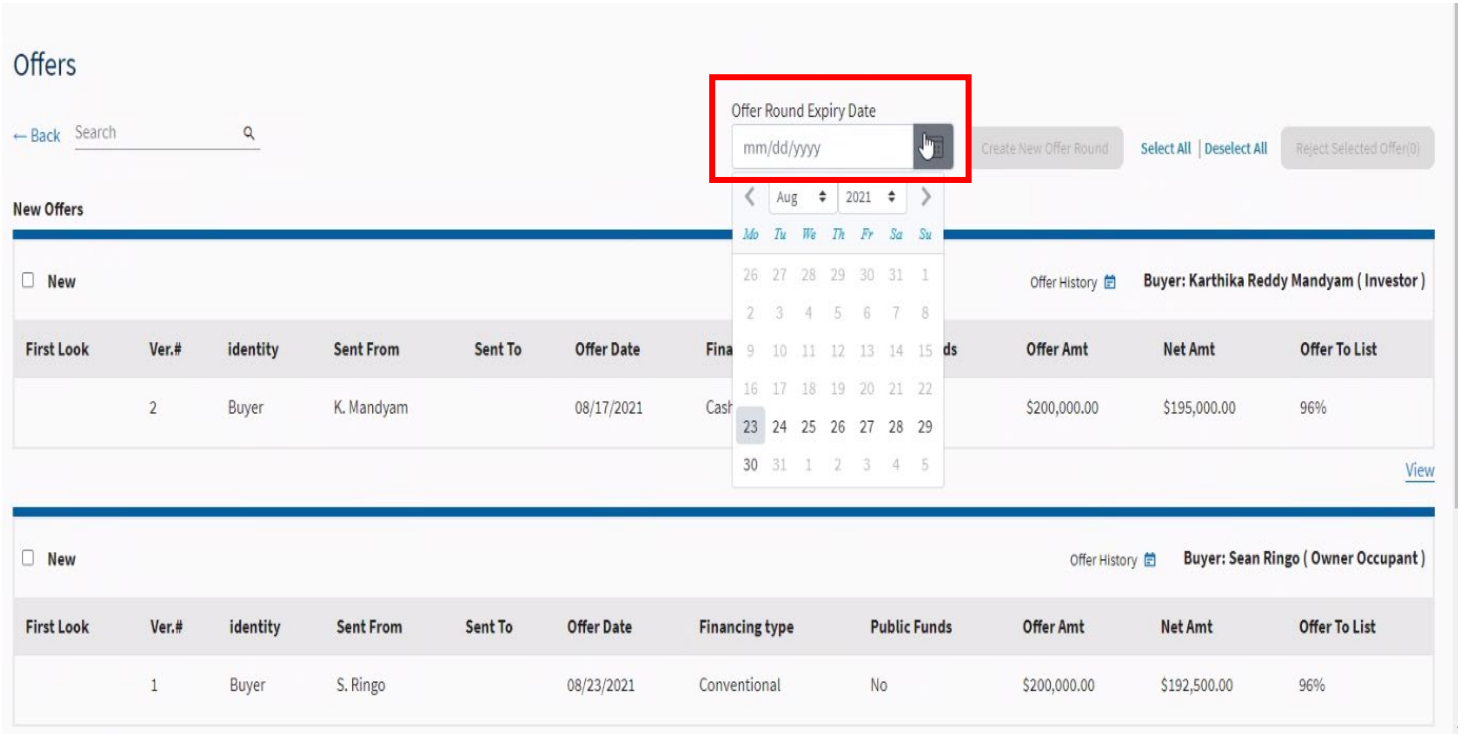


Buyer's Agent Offer Dashboard



Multiple Offer Process

Asset Manager initiates multiple offer round



- Asset Manager enters date for offer round to expire
- Asset Manager has ability to create new round if additional offers come in

Multiple Offer Process

Buyer's Agent & Listing Agent email notification

HomePath by Fannie Mae

Don't wait! Make your best offer now.

Hello Buyer Agent Melissa Gonzales,

You submitted an offer on this property and multiple offers have been received. HomePath® has initiated a Multiple offer round which expires on 06-27-2022 11:59 PM E.T.

You may revise your offer as many times as needed before the deadline.



20 AMWELL RD
HILLSBOROUGH, NJ 08844
Type: **Single Family**
Year Built: **1960**
Price($): **499900.00**

Log in to HomePath to learn more.

Login

Buyer's Agent Offer Manager shows deadline

Active Offers

Status **Offer Submitted**

Buyer(s): Test Buyer 2



$499,900
3 bed | 2 bath | 1,109 sqft.
20 Amwell Rd , Hillsborough, NJ 08844

Home Info

Status
Active

Year Built
1960

HomePath

Type
Single Family

Lot Size
1109 sqft

Schedule Tour Property Details

Contact Listing Agent
Stewart Daniels RE/MAX Pinnacle (908) 797-4679 xxxx@fanniemae.com

Offer details
Multiple offer round has been initiated. Submit your highest and best offers by 06/27/2022 at 11:59 PM E.T.

Buyer/Buyer Agent/Lender Information

Special Provisions

Documents

Withdraw My Offer

Submit My Changes

HomePath Online Offer Process

Receiving notification of Seller offer response

Update on your offer in HomePath

Hello Gina Justman,

There is an update on your offer for:



1061 Wharf PlaceX
DUNDALK, MD 21222
Type: **Single Family**
Year Built: **1921**
Price($): **207000.00**

Please log in to your offer dashboard in your HomePath® account to review or take action.

Login

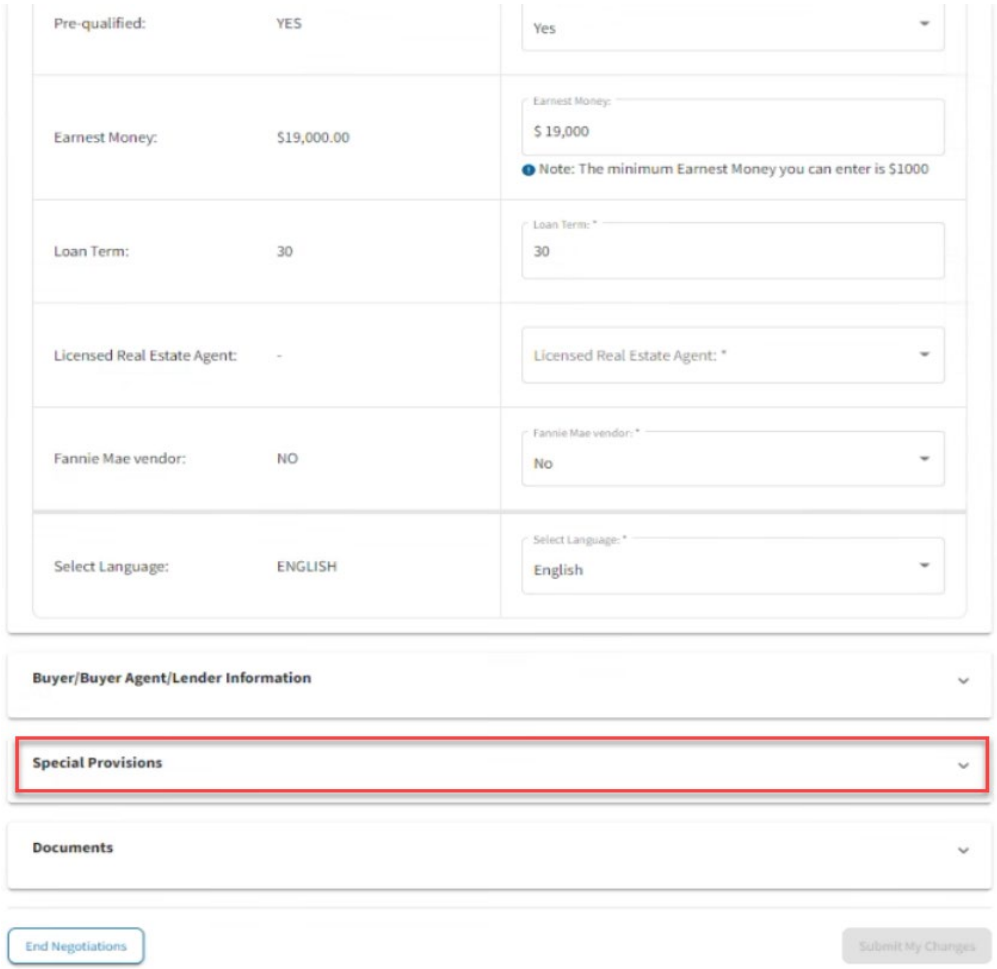
This is an automated message - please do not reply directly to this email.

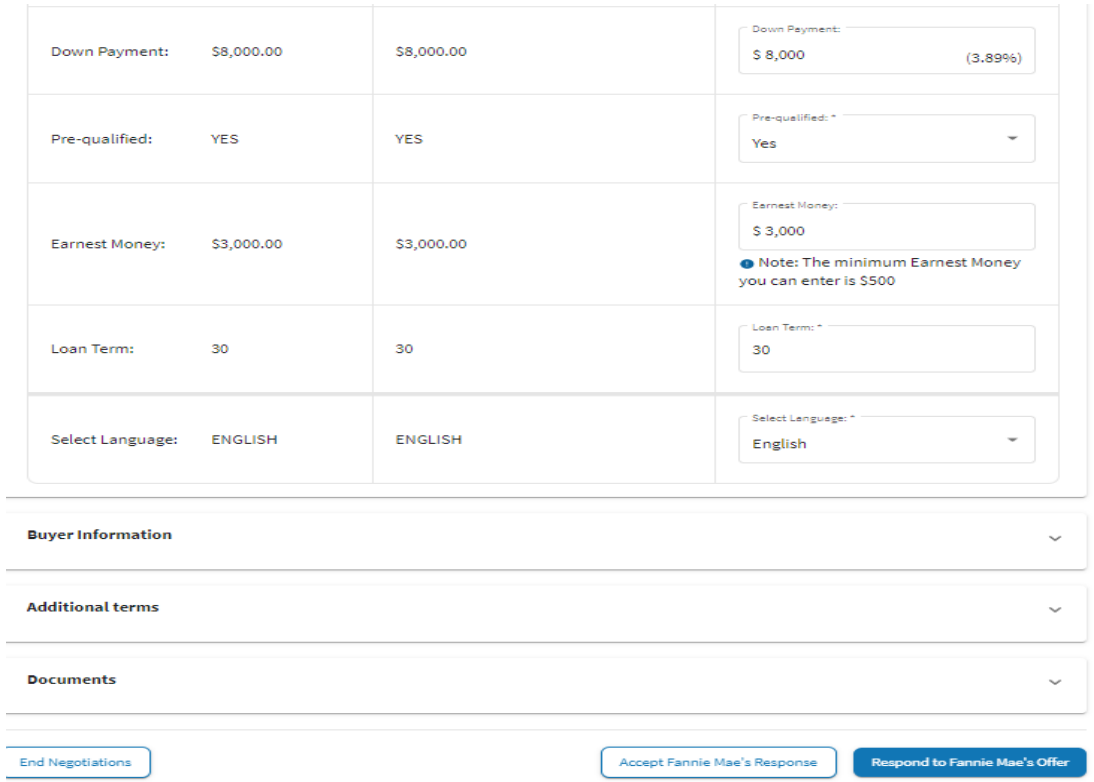
Login to review and negotiate

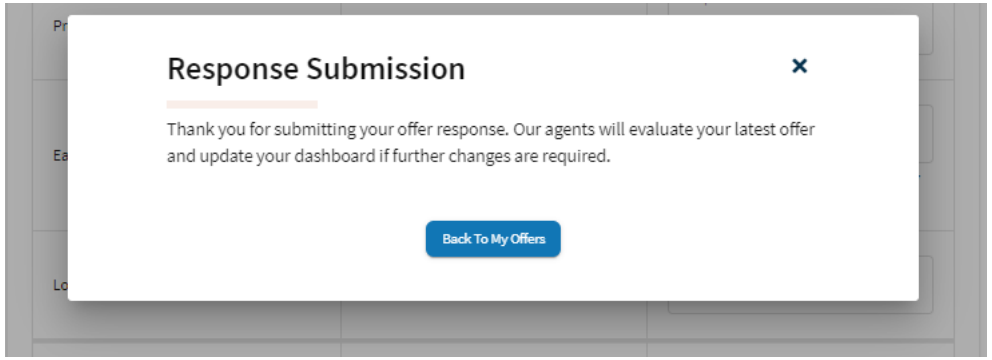
Offer details
Multiple offer round has been initiated. Submit your highest and best offers by 08/25/2021 at 11:59 PM E.T.

Buyer's Offer		Fannie Mae's Response	Your Changes
My Offer Price:	$204,500.00	$206,500.00	My Offer Price: * $ 206,500
Primary residence	YES	YES	Primary residence * Yes
Pre-Owned FM Property	NO	NO	Pre-Owned FM Property * No
Public Funds usage:	NO	NO	Public Funds usage: * No
Seller Paid Buyer Expenses:	$2,500.00	$2,500.00	Seller Paid Buyer Expenses: $ 2,500
Buyer Edu Course Completed:	NO	NO	Buyer Edu Course Completed: No
Negotiated Repairs:	$500.00	-	Negotiated Repairs: $ 0
Closing Date:	09/17/2021	09/17/2021	Closing Date: * 9/17/2021
Loan Commitment Date:	09/02/2021	09/02/2021	Loan Commitment Date: * 9/2/2021

HomePath Online Offer Process







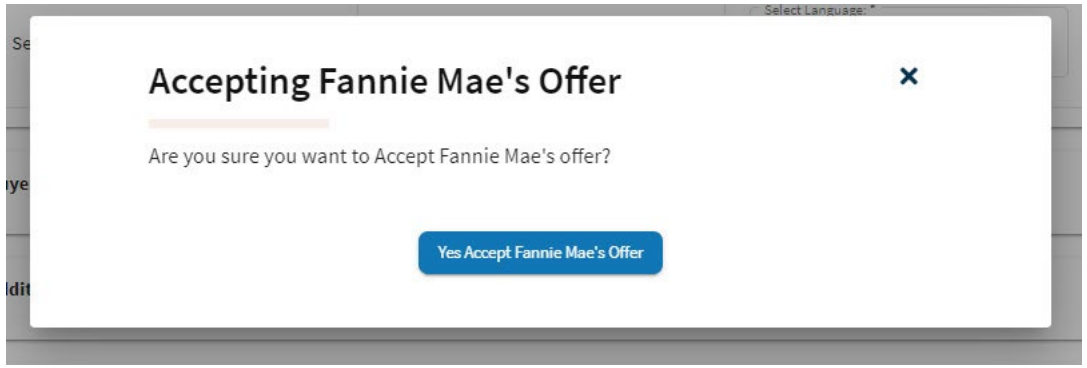
- Review Special Provisions for any comments from the Seller

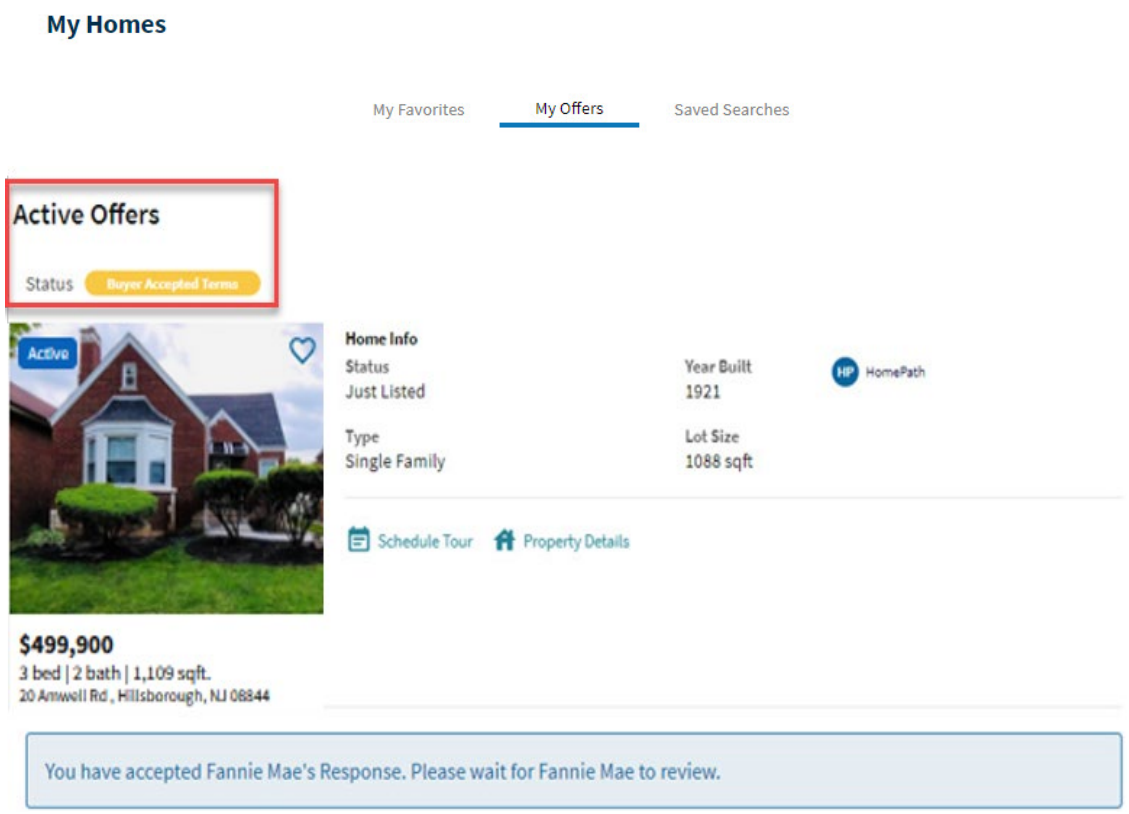
HomePath Online Offer Process

Option to continue negotiations, end negotiations, or accept Fannie Mae's response



Accepting Fannie Mae's Offer





HomePath Online Offer Process

Email from HomePath upon offer acceptance and DocuSign with Contact for execution sent to Buyer

HomePath® by Fannie Mae

Congratulations!

Hello [redacted]

Fannie Mae® has acknowledged the sufficiency of your offer for 1061 Wharf PlaceX DUNDALK, MD 21222 and the contract is ready for you to review and sign. You will receive an email with the contract from DocuSign System (dse_na2@docusign.net). Click on "Review document" to review and sign the contract in DocuSign.

Please note: The offer has been accepted by Fannie Mae as materially sufficient, but the acceptance is subject to the terms in the Fannie Mae Residential Real Estate Purchase And Sale Contract. The Agreement is not binding until it is signed by the seller, Fannie Mae.



1061 Wharf PlaceX
DUNDALK, MD 21222
Type: **Single Family**
Year Built: **1921**
Price($): **207000.00**

Fannie Mae

Home Path sent you a document to review and sign.

REVIEW DOCUMENT

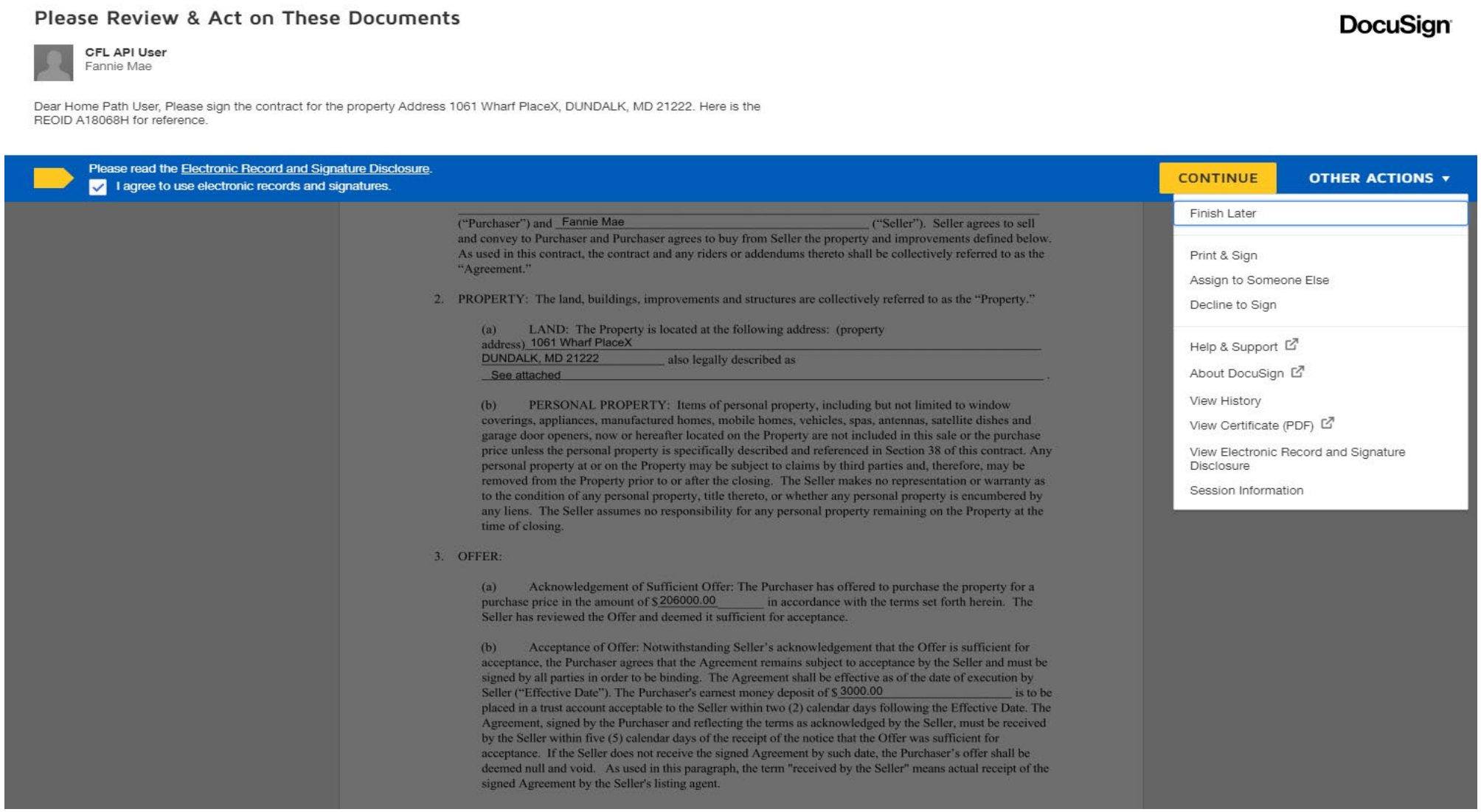
Home Path
Email address entered in offer here

Dear Home Path User, Please sign the contract for the property Address 966 PATUXENT RD, ODENTON, MD 21113. Here is the REOID A2001YD for reference.

Powered by DocuSign

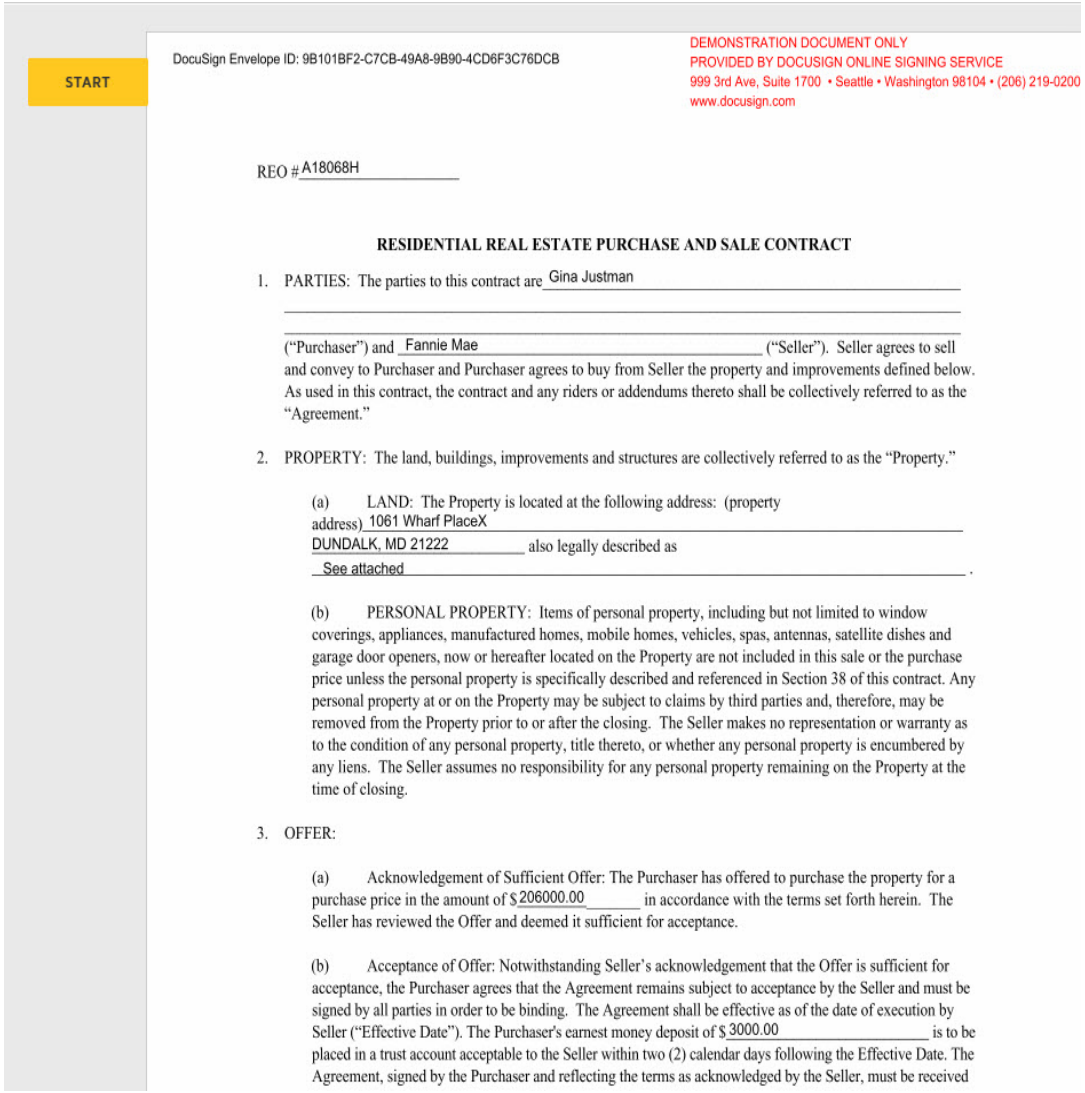
HomePath Online Offer Process

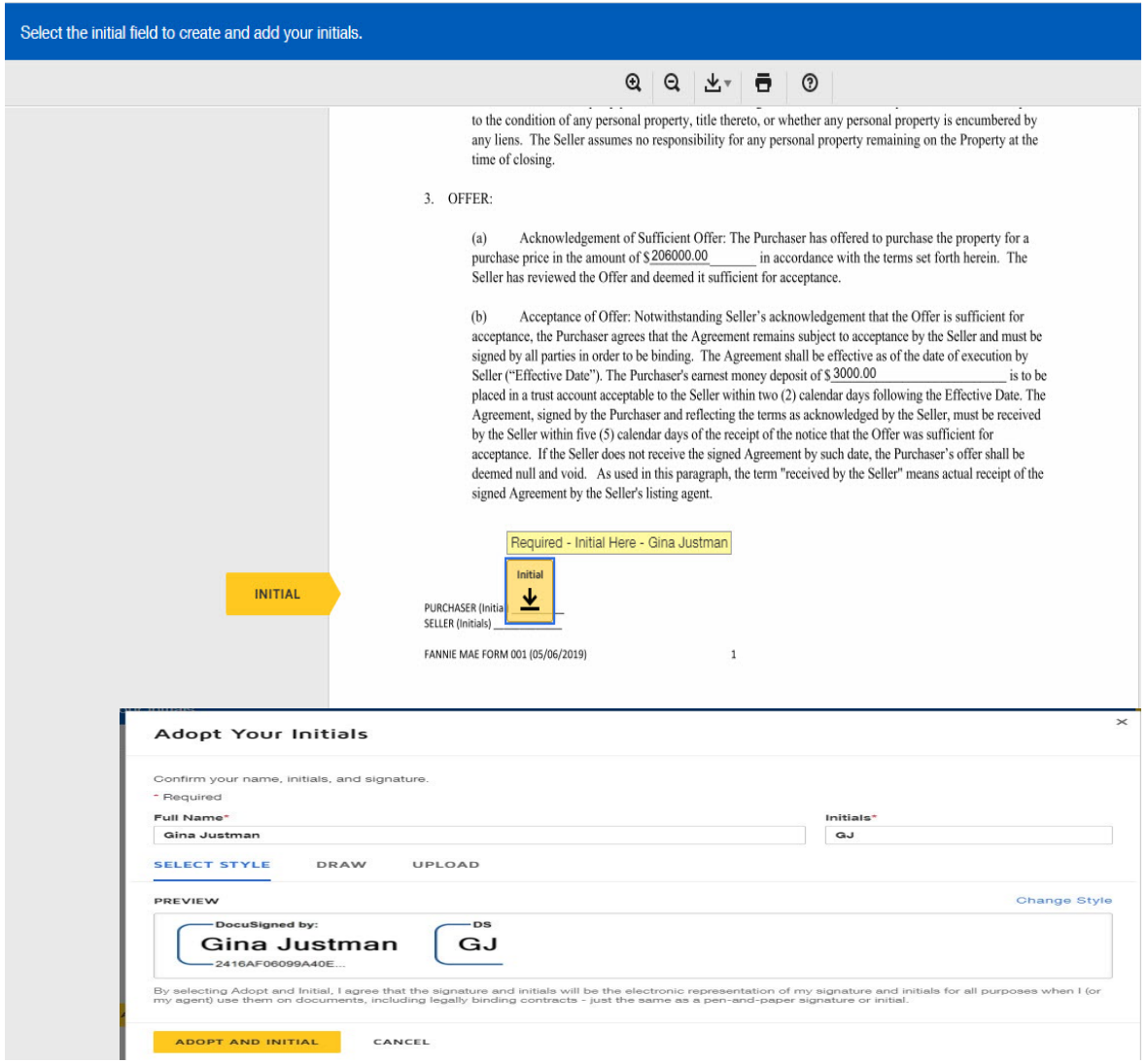
Contracts signed with DocuSign



HomePath Online Offer Process

Contracts signed with DocuSign





HomePath Online Offer Process

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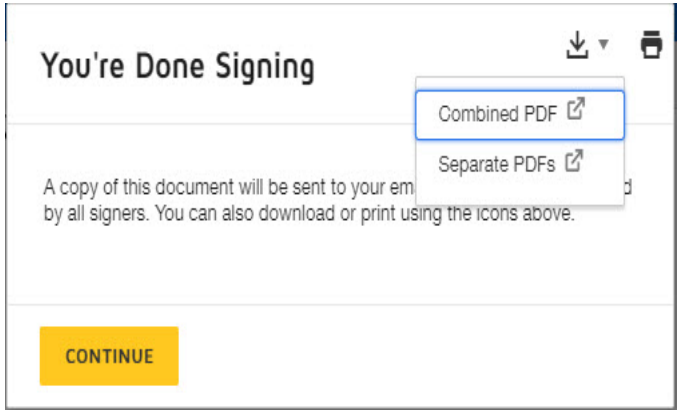
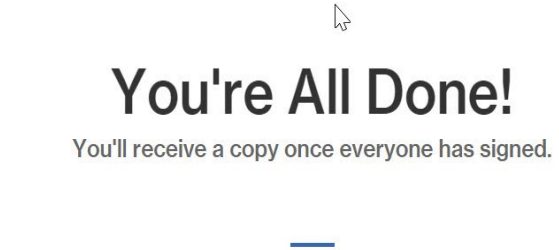
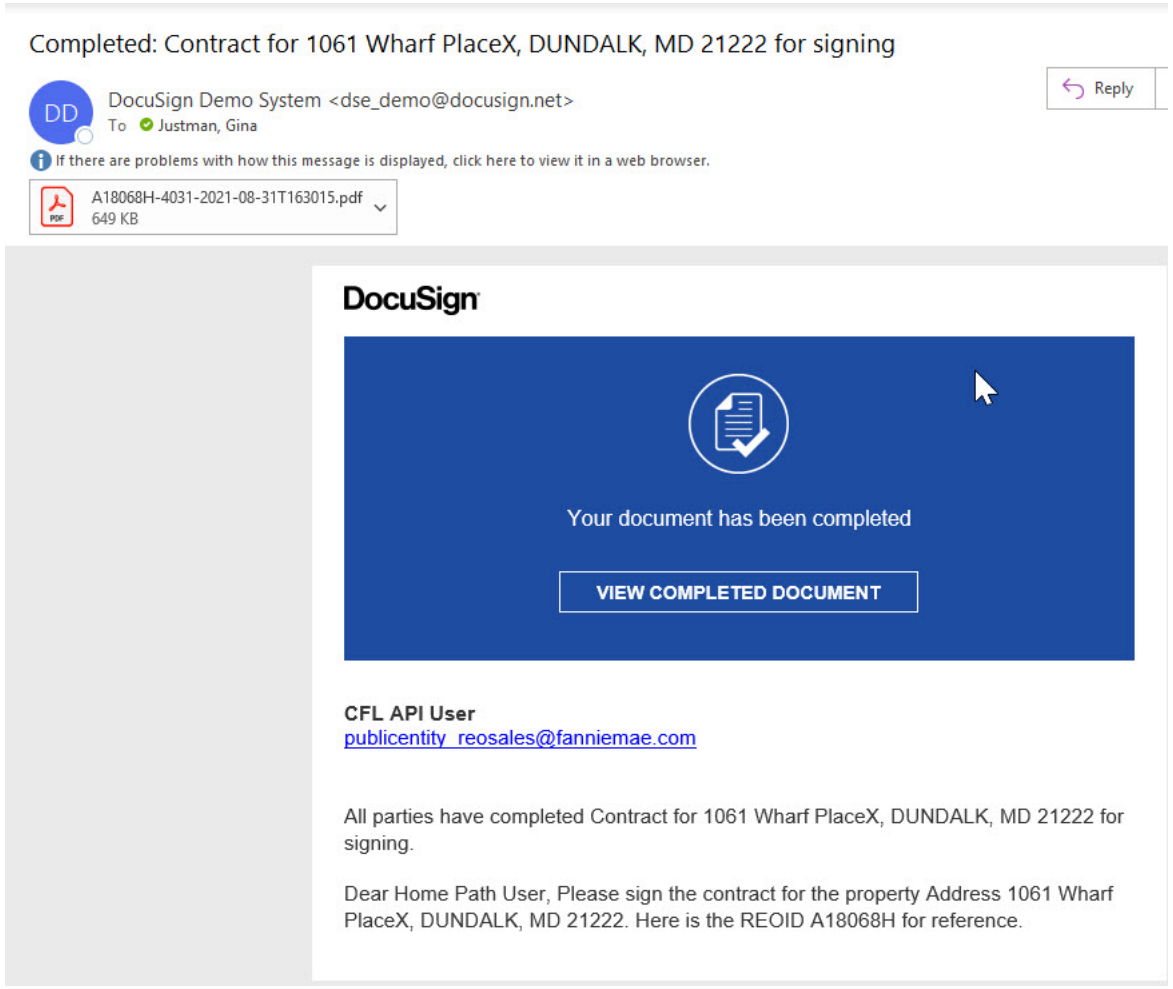


DocuSign



- Agent receives any applicable documents after Buyer executes that needs their signature

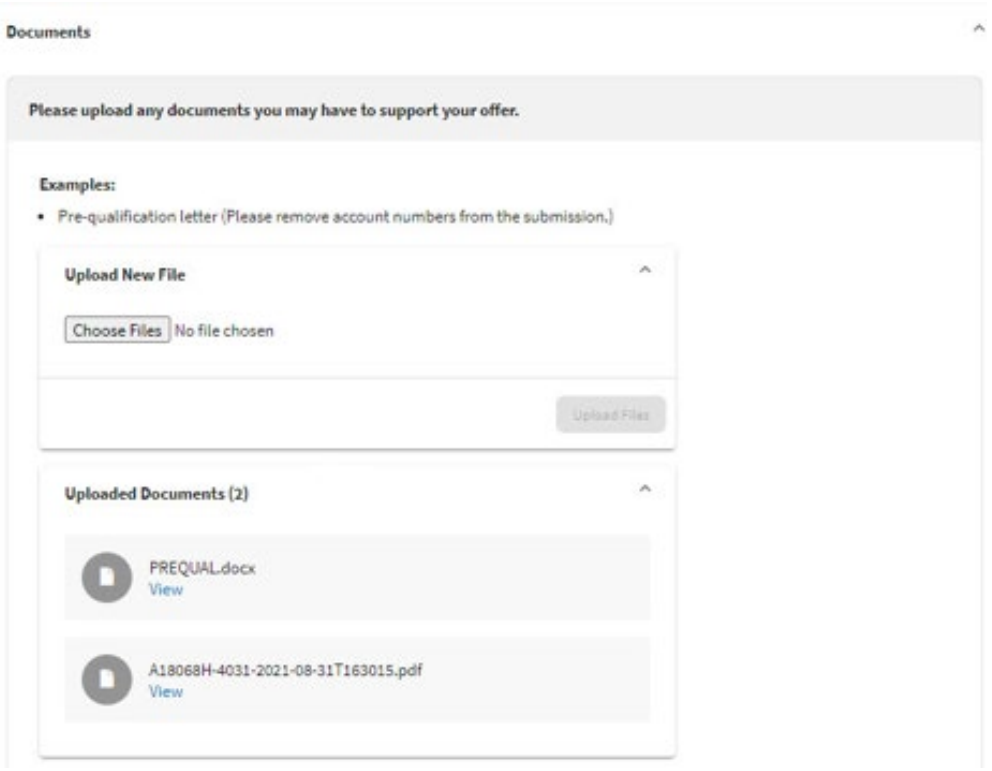
Buyer receives email from DocuSign with contract after Seller signs



HomePath Online Offer Process

Status in HomePath changes to Under Contract and closing initiated





HomePath Online Offer Process

Equator status changes to Pending once all accepted

LOAN NO	REO NO	ADDRESS			PROP TYPE	EQ STATUS
1734310463	A18068H	1061 Wharf P.. DUNDALK, MD 21222			SINGLE FAM...	PENDING (0)
ALT DISP	MI	RECOURSE	MRKT STRAT	LIST PRICE	LIST DTE EXP	CLOSE DT
	No	N/A	ASIS	$207000 (15)	11/15/21	09/30/21
DAYS INV/DOM	AGE	QC DECISION	ISSUES	DESIGNATED VALUE	DES. EXP DT	PO/1093
1091 / (85)	85	No	Yes	$119,000	08/24/2021	$63,772.78

Equator status changes to Pending once all accepted

Order Closing - Offer 1	Closing.Technician	B. HARKRIDER	G. ALLENX	08/31/2021 14:35 (0)	08/31/2021 14:35 (-2)
Review And Execute Contracts - Offer 1	Sales Rep	T. SALES REP	G. ALLENX	08/31/2021 14:35 (0)	08/31/2021 14:35 (-3)
Send Signed Contracts - Offer 1	Agent	I. AGENT01	G. ALLENX	08/31/2021 14:35 (0)	08/31/2021 14:35 (-6)
Offer Approval Request - Offer 1	Sales Rep	T. SALES REP	G. ALLENX	08/31/2021 14:00 (0)	08/31/2021 14:00 (-3)

Signed contract appears in Equator

Task Name	Date Completed	Field	Value
Review And Execute Contracts - Offer 1	08/31/2021 14:35	Comments	Created through CFL Integration
Send Signed Contracts - Offer 1	08/31/2021 14:35	Comments	Created through CFL Integration
Send Signed Contracts - Offer 1	08/31/2021 14:35	Upload Signed Contract	PDF

Expand All | Collapse All

Fannie Mae Task Guidelines

NOTE TO ASSET MGR - Confirm that you have received the Fannie Mae Residential Real Estate Purchase And Sale Contract before completing this task.

Review And Execute Contracts (This Task Has Already Been Closed) — Need Help With Your Upload?

Accepted Offer Version: 1

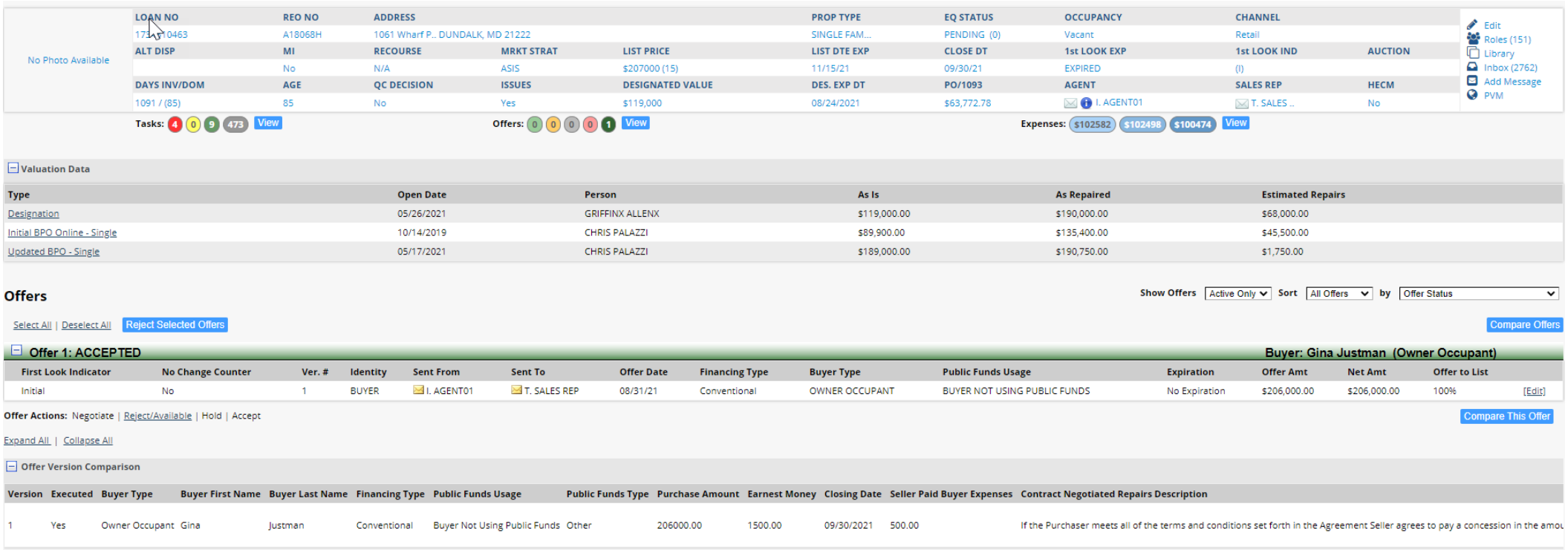
Accept/Reject:* Select the appropriate value from the Pull Down provided: Accept

Upload Signed Contracts: Created throu...

Comments: Enter the Requested Information formatted as text.: Created through CFL Integration

HomePath Online Offer Process

Amendment to Contract



LOAN NO	REO NO	ADDRESS			PROP TYPE	EQ STATUS	OCCUPANCY	CHANNEL	
173[illegible]0463	A18068H	1061 Wharf P.. DUNDALK, MD 21222			SINGLE FAM...	PENDING (0)	Vacant	Retail	
ALT DISP	**MI**	**RECOURSE**	**MRKT STRAT**	**LIST PRICE**	**LIST DTE EXP**	**CLOSE DT**	**1st LOOK EXP**	**1st LOOK IND**	**AUCTION**
	No	N/A	ASIS	$207000 (15)	11/15/21	09/30/21	EXPIRED	(I)	
DAYS INV/DOM	**AGE**	**QC DECISION**	**ISSUES**	**DESIGNATED VALUE**	**DES. EXP DT**	**PO/1093**	**AGENT**	**SALES REP**	**HECM**
1091 / (85)	85	No	Yes	$119,000	08/24/2021	$63,772.78	I. AGENT01	T. SALES ..	No

No Photo Available

Edit | Roles (151) | Library | Inbox (2762) | Add Message | PVM

Tasks: 4 0 9 473 View Offers: 0 0 0 0 1 View Expenses: $102582 $102498 $100474 View

Valuation Data

Type	Open Date	Person	As Is	As Repaired	Estimated Repairs
Designation	05/26/2021	GRIFFINX ALLENX	$119,000.00	$190,000.00	$68,000.00
Initial BPO Online - Single	10/14/2019	CHRIS PALAZZI	$89,900.00	$135,400.00	$45,500.00
Updated BPO - Single	05/17/2021	CHRIS PALAZZI	$189,000.00	$190,750.00	$1,750.00

Offers

Show Offers: Active Only Sort: All Offers by: Offer Status

Select All | Deselect All Reject Selected Offers Compare Offers

Offer 1: ACCEPTED **Buyer: Gina Justman (Owner Occupant)**

First Look Indicator	No Change Counter	Ver. #	Identity	Sent From	Sent To	Offer Date	Financing Type	Buyer Type	Public Funds Usage	Expiration	Offer Amt	Net Amt	Offer to List	
Initial	No	1	BUYER	I. AGENT01	T. SALES REP	08/31/21	Conventional	OWNER OCCUPANT	BUYER NOT USING PUBLIC FUNDS	No Expiration	$206,000.00	$206,000.00	100%	[Edit]

Offer Actions: Negotiate | Reject/Available | Hold | Accept Compare This Offer

Expand All | Collapse All

Offer Version Comparison

Version	Executed	Buyer Type	Buyer First Name	Buyer Last Name	Financing Type	Public Funds Usage	Public Funds Type	Purchase Amount	Earnest Money	Closing Date	Seller Paid Buyer Expenses	Contract Negotiated Repairs Description
1	Yes	Owner Occupant	Gina	Justman	Conventional	Buyer Not Using Public Funds	Other	206000.00	1500.00	09/30/2021	500.00	If the Purchaser meets all of the terms and conditions set forth in the Agreement Seller agrees to pay a concession in the amou

- Any changes to the executed contract will be done through Listing Agent in Equator
  - Agent will Edit the Offer
- Amendments will be completed through Equator the same as completed today
- Withdrawing an offer must be completed in Equator after Contract Execution


Fannie Mae®