

# Government National Mortgage Association (GINNIE MAE)

*Best Execution:  
What Are Your Secondary Market Options?  
National Reverse Mortgage Lenders Association Conference*

November 19 2009

*This information has been prepared for internal  
Government National Mortgage Association (Ginnie Mae)  
Agency discussion purposes only and is not releasable under  
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# Summary

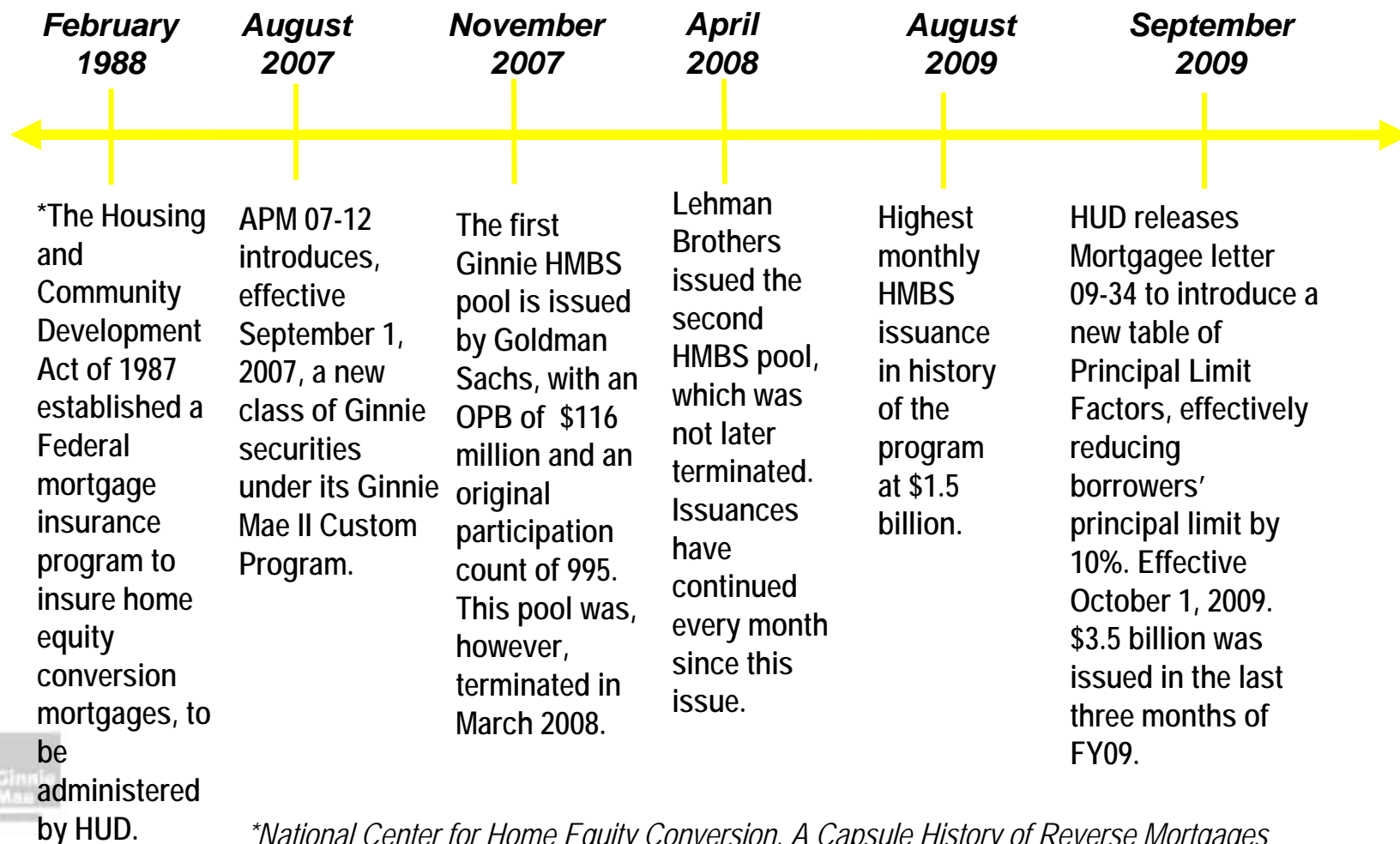
- **FY 2009 (October 2008- September 2009) was a record year in HMBS issuances, with \$5.1 billion in OPB. The HMBS outstanding was \$6.1 billion UPB in September 2009.**
- **Ginnie Mae's share of FHA HECMs was 50% between June 2009 and August 2009, up dramatically from 33% in the past 6 months, and up from only 19% over the past 12 months.**
- **The HECM portfolio UPB increased over 21% in the last month of FY 2009, from \$5.0 billion in August to \$6.1 billion in September 2009. At the end of FY 2009 the portfolio had 117 pools managed by 9 issuers.**
- **One-fifth of the HECM loans had UPBs over 75% of the Maximum Claim Amount. Two loans had UPBs over 98% of the Maximum Claim Amount.**
- **HECM loans were concentrated in California and Florida, with significant amounts in New York, Texas, and New Jersey.**



## Summary Contd.

- **The average age of HECM borrowers was 74 years old. Two-thirds of HECM borrowers were between 66 and 80 years old, while 2% of the borrowers were over 90 years old, and several were over 100. Nine-out-of-ten HECM borrowers used a line of credit as their payment option.**
- **Three types of HMBS pools have been issued to date: fixed rate, monthly adjustable rate - LIBOR, and monthly adjustable rate - CMT.**

# History of Ginnie Mae's HECM/HMBS Program



*\*National Center for Home Equity Conversion. A Capsule History of Reverse Mortgages in the United States 1961-2001. <http://www.reverse.org/History.HTM#86>*

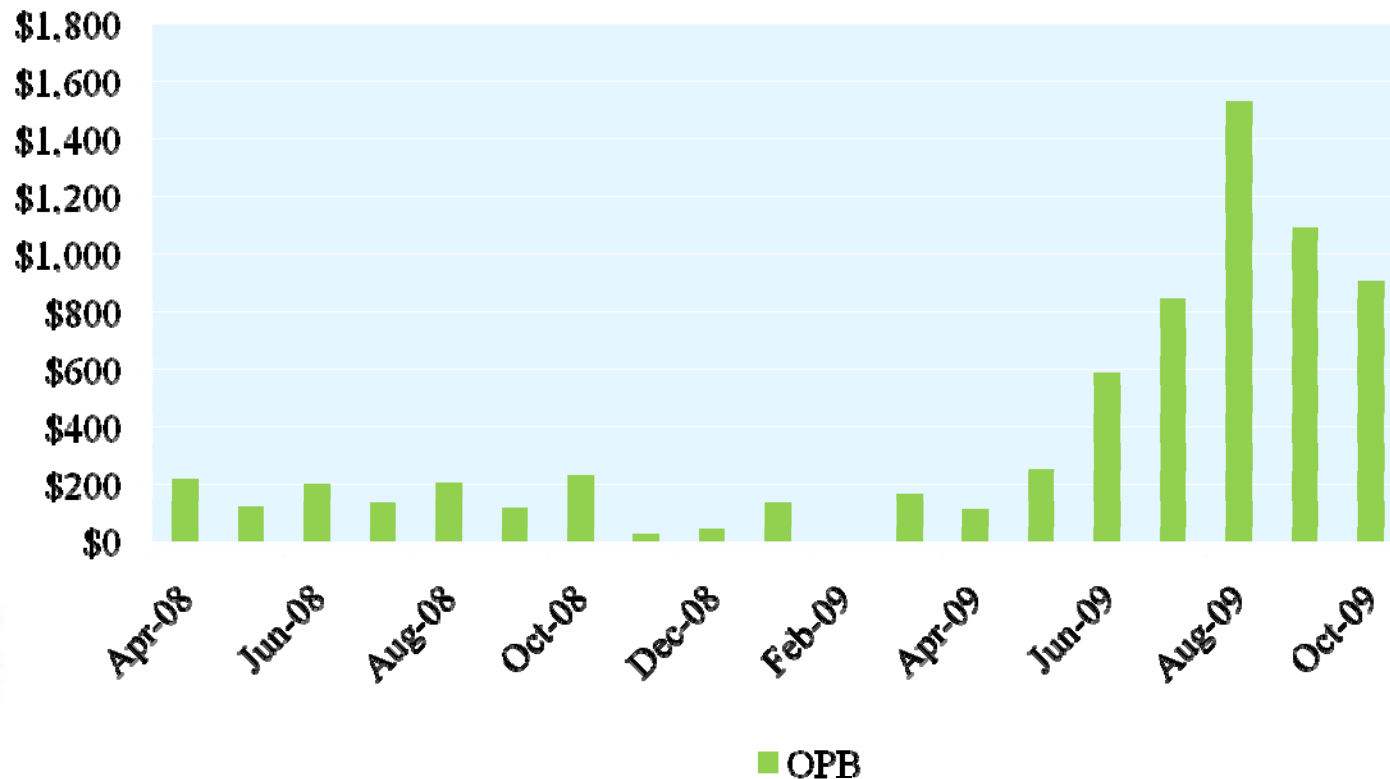


## October 2009 HMBS Issuances

Issuer ID	Issuer Name	Number of Pools	OPB (\$ Millions)
4036	Bank of America	6	\$262
4039	Metlife Home Loans a Div. of Metlife Bank	4	\$293
4041	Wells Fargo Bank, N. A.	3	\$144
4027	Generation Mortgage Company	3	\$140
4021	Sunwest Mortgage Company, Inc.	3	\$58
4015	Reverse Mortgage Solutions, Inc.	1	\$20
	Total	20	\$917

# History of Issuances – Program View

*HECM/HMBS issuances decreased in October 2009 with \$917 million in OPB, compared with September issuance of \$1.1 billion OPB.*



# History of Issuances – Issuer View (As of October 2009)

Issuer Number	Issuer Name	Number of Pools	OPB (\$ Millions)
4011 <sup>1</sup>	Goldman Sachs Mortgage Company	1	\$117
4015 <sup>2</sup>	Reverse Mortgage Solutions, Inc	6	\$358
4020 <sup>3</sup>	Financial Freedom Senior Funding Corp	20	\$492
4021	Sunwest Mortgage Company, Inc.	18	\$284
4024	Lehman Brothers Holdings Inc	2	\$253
4027	Generation Mortgage Company	10	\$270
4028	World Alliance Financial Corp	16	\$860
4036	Bank of America	26	\$2,460
4039	Metlife Home Loans a Div. of Metlife Bank	26	\$1,561
4041	Wells Fargo Bank, N. A.	13	\$518
	Total	138	\$7,173

**Notes:**

1. Pool has been terminated.
2. Reverse Mortgage Solutions (#4015) transferred 3 of its pools to World Alliance Financial Corp (#4028) in March 2009
3. Financial Freedom Senior Funding Corp transferred all of 20 pools to Financial Freedom Acquisition (#4053) in April 2009. Neither issuer has issued since.

# HMBS Pools by Pool Type

(As of September 2009)

- Three types of HECM pools three have been issued to date:
  - RF – Fixed Rate
  - ML - Monthly Adjustable Rate, LIBOR
  - RM – Monthly Adjustable Rate, CMT

Pool Type	OPB (\$ Millions)	Pool Ending UPB (\$ Millions)	Percentage of Total UPB	Original Participation Count	Current Participation Count	Percentage of Total Current Participation Count
RF	\$ 3,079	\$ 3,102	50.6%	20,175	20,053	32.8%
ML	\$ 1,679	\$ 1,667	27.2%	22,535	22,369	36.6%
RM	\$ 1,494	\$ 1,356	22.1%	20,161	18,728	30.6%
<b>Total</b>	<b>\$ 6,252</b>	<b>\$ 6,125</b>	<b>100.0%</b>	<b>62,871</b>	<b>61,150</b>	<b>100.0%</b>



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