MBA Annual Conference

October 19, 2015
Ted Tozer, President, Ginnie Mae
Ginnie Mae by the Numbers

- Today, Ginnie Mae guarantees $1.6 trillion of outstanding MBS

- Through September of FY 2015, Ginnie Mae guaranteed $434 billion in MBS issuance; For the last several months we have out-issued Fannie and Freddie.

- That means in FY 2015 more than 4.9 million families benefitted from a Ginnie Mae securitization.

- Ginnie Mae has earned net income averaging $900 million in the past five fiscal years.

- During the last four years, we’ve pumped an additional $602 billion into the US housing market.

- Ginnie Mae charges a 0.06% guaranty fee per MBS per year.

- We’ve done this with only 130 staff members.
Ginnie Mae is Significant in SF Fixed Rate MBS Issuance

30-YEAR AND 20-YEAR FIXED RATE SINGLE-FAMILY MBS MARKETSHARE*

- Ginnie Mae
- Fannie Mae
- Freddie Mac

Ginnie Mae is Significant in SF Fixed Rate MBS Issuance
Ginnie Mae Issuers are responsible for servicing the securities & the loans backing them; in the case an original Issuer sells servicing to another entity, the new entity takes on all obligations of the original Issuer.
Reallocation of Resources

• Emphasizing success of current issuers ahead of further growth in our issuer base

• Reducing use of resources to add more issuers

• Increasing resources that will support current issuers and their transactions

• Screening applicants and existing issuers against our observations about best practices and the best model for issuer success
Characteristics of Successful Ginnie Mae Issuer

• Full commitment to ongoing participation in the Ginnie Mae MBS program as a substantial part of the business

• Issuing MBS regularly

• Commitment to long-term ownership of MSRs, and maintenance of expertise in servicing them

• Construction of a diversified MSR portfolio, such as through a blend of seasoned and newer originations
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