



THE FREDDIE MAC/CUNA ALLIANCE

Generating Mortgage Lending Power for More Credit Unions



Special Services:

- **Small Bulk Loan Sales:** We provide CUNA & Affiliates members with a flow bulk solution for small seasoned mortgage packages (\$1million to \$20 million). In addition, there is no delivery fee charged for loans \leq 24 months old.
- **Training:** We offer introductory and advanced mortgage training for credit union staff via Webinars and national seminars, as well as joint training programs provided with Freddie Mac.
- **Marketing:** Our Mortgage Origination Resources Center has everything you need to market your mortgage program effectively without having to develop everything from start to finish.
- **More Alliance Solutions:** You'll have access to all Freddie Mac/CUNA Alliance benefits when working through CMMC.
- **Outreach Programs:** Participation in the *Latino Lending Initiative*. This program, currently in test status in Southern California, involves bilingual presentations and documentation, pre-purchase home buying information, non-profit counseling, and a website (cmmclatino.org) that provides access to all affiliate member special services and informational resources.

CUNA Mutual Mortgage Corporation

Offering a full set of Freddie Mac/CUNA Alliance solutions

CUNA Mutual Mortgage Corporation (CMMC) is a full-service residential first mortgage lender designed to exclusively assist credit unions and their members with home financing. With a focused commitment to assisting credit unions in mortgage lending that spans over 25 years, CMMC provides the quality support services and programs that enhance your business.

Whether you are just beginning to offer mortgages, or are an experienced mortgage lender, CMMC has what you need. Our programs can be used in any combination and for any mortgage situation. As part of the Freddie Mac/CUNA Alliance, we can help you offer affordable mortgage financing options to your members, and a full range of competitive mortgage lending and servicing solutions to you. As a CMMC partner and alliance participant, your credit union gets:

Private Label Subservicing

- Service your loans at a competitive rate while meeting the needs of members who prefer that their loans remain at your credit union. We help you to continually position your credit union as your members' primary financial institution while fulfilling all of their lending needs.
- Electronic loan boarding fees are waived for all loans of CUNA & Affiliates members.

Mortgage Lending Solutions

- **Member Direct Access:** You direct your member to a CMMC loan consultant and we originate, process, close and service the loan. In addition, Member Direct credit unions can participate in our Asset Builder program where you may purchase the loan at closing and keep the asset in your own portfolio while we service the loan.
- **Wholesale Option:** You take the loan application, collect documentation and originate the loan. CMMC closes and funds the loan in CMMC's name.
- **Correspondent Option:** You handle the entire loan process and CMMC purchases your closed loan.

Internet Lending Resources

- CUNA & Affiliates members can utilize the leading edge technology of Mortgagebot through CMMC via a link to our web site or through a private-label version of our website. In addition, this service is available to CMMC customers at a reduced price for one year after the execution of an agreement, with the \$100 per closed loan fee reduced to \$80 per loan.