Assess
Leverage our resources to better understand the process and gauge your readiness to do business with Fannie Mae:
- Path to Approval Toolkit
- Navigating the Lender Approval Process Video
- Risk Self-Assessments
- Servicing Self-Assessment

Consider your current business needs and dedicated resources. Determine if you have what you need to complete the process in the expected timeframe and decide whether to apply as a seller/servicer, seller, or servicer.

Apply
Use the Seller/Servicer Readiness Tool to confirm eligibility and unlock the application.
Submit the seller/servicer application (Form 1010).

Phone Discussions
**CALL 1: APPLICATION REVIEW**
Who? Individual leading your onboarding efforts.
Submit required documentation.

**CALL 2: PRICING & BEST EXECUTION**
Who? Decision-makers for pricing, selling, and execution.
Complete set-up with document custodian and, if applicable, engage with sub-servicers and/or Servicing Marketplace (SMP) servicing buyers.

**CALL 3: FINANCIAL & OPERATIONAL RISK**
Who? Principal owner/partner & decision-makers for:
- Financial statements
- Profitability
- Underwriting
- Pre-funding quality control
- Post-closing quality control
- Internal audit processes
- Servicing (if applicable)

14 calendar days

Provisional Approval
Submit required documentation.
Complete forms required to do business with Fannie Mae.
Following Provisional Approval, you may begin to commit and sell loans servicing-released only.

Full Approval
Coordinate an on-site operational review with the Fannie Mae Risk team.
Following Full Approval, you may begin retaining servicing, if applying for approval.

Estimated time from application submission to Full Approval is approximately 5 months

14 calendar days
70 calendar days
65 calendar days