

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](#)
- [QC Self-Assessment](#)
- [Servicer Self-Assessment](#)

Consider your current business needs and dedicated resources.

Determine if you have everything you need to complete the process in the expected time-frame.



Apply

Use the [Customer Readiness Tool](#) to confirm eligibility and unlock the application.

Decide whether to apply as a seller/servicer, seller only, or servicer only.

Submit seller/servicer application (Form 1010).



Phone Discussions

CALL 1: APPLICATION REVIEW

Who? Individual leading your onboarding efforts.

CALL 2: PRICING & BEST EX.

Who? Decision-makers for pricing, selling, and execution.

CALL 3: FINANCIAL & OPERATIONAL RISK

Who? Principal owner/partner and 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 provisional application package.

Complete forms required to do business with Fannie Mae.

Complete set-up with document custodian and, if applicable, engage with sub-servicers and/or Servicing Marketplace (SMP) servicing buyers.

Following Provisional Approval, you may begin to commit and sell loans servicing-released only.



70 calendar days

Full Approval

Submit full application package.

Coordinate an on-site operational review with the Fannie Mae Risk team.

Following Full Approval, you may begin retaining servicing, if applying for approval.



79 calendar days

1

2

3

4

5

Estimated time from application submission to Full Approval is approximately 5.5 months