



Mortgage Lender Sentiment Survey® FAQs

Q1. What is this survey about?

The [Mortgage Lender Sentiment Survey®](#), conducted by Fannie Mae, is a quarterly online attitudinal survey among senior executives of Fannie Mae’s lending institution partners. Fannie Mae conducts the survey to provide benchmarking insights regarding lenders’ current activities and market expectations.

Q2. What does this survey measure?

Survey questions are organized into two sections:

- Regular quarterly tracking questions about changes in and expectations for consumer mortgage demand, lenders’ credit standards, and profit margin outlook.
- Special topic questions that change each quarter to cover industry challenges, opportunities, and emerging trends. Fannie Mae has published the following special topic studies:

Timing	Title
January 2015	How Lenders Plan to Grow their Mortgage Business in 2015
April 2015	Lenders’ Views About GSEs’ 97% LTV Products and FHA’s Mortgage Insurance Premium Reduction
July 2015	Survey Shows Lenders’ Limited Credit Overlay Practices
October 2015	Lenders’ Consumer-Facing Mobile Technology Priorities
February 2016	How Lenders Plan to Grow Their Mortgage Business in 2016
March 2016	What Influences Lenders’ Profit Margin Outlook ?
May 2016	Lenders’ Experiences with TRID
July 2016	Mortgage Technology Innovation
March 2017	Integration: Key to Future Mortgage Technology Success
May 2017	APIs Are Reshaping Business Strategy: Lenders’ Experiences with APIs and Chatbots
August 2017	Mortgage Lenders Shift Focus to Enhancing the Consumer Experience
October 2017	As Lenders Digitize, Borrowers Still Want the "Human Touch"
January 2018	Mortgage Data Initiatives: Setting the Stage for Digital Disruption

Q3. What is the value of this survey?

Industry insights and benchmarking are critical in any industry, especially one that is as fragmented as the mortgage industry. The *Mortgage Lender Sentiment Survey* will provide insights and benchmarks to help mortgage industry professionals understand industry and market trends and assess their own business practices. This survey will also serve as an opportunity for lenders to voice their perspectives or challenges facing the industry and to be shared with key audiences and decision-makers.

Q4. What is the survey methodology?

The *Mortgage Lender Sentiment Survey* is a quarterly online survey among Fannie Mae’s lender partners at the senior or executive level, such as CEOs and CFOs. Each quarter, a random sample of senior executives is selected. Selected



contacts receive an email from Fannie Mae with an invitation and URL to participate in the study. Survey participation is absolutely voluntary. Review the survey [Technical Notes](#) for more information.

Q5. How well-representative is this study's sample?

This study leverages Fannie Mae's total lender partners/institutions, across depository institutions and mortgage banks, ranging from larger lenders to smaller. While we cannot guarantee that our sample well represents the whole mortgage industry, we hope that, with Fannie Mae's large and broad lender customer base, this research will provide meaningful insights about mortgage industry trends.

Q6. What is the quarterly schedule for the survey?

The survey data collection schedule is February (Q1), May (Q2), August (Q3), and November (Q4).

Q7. Is the survey participation confidential?

Yes. Fannie Mae will not publish respondent names or any personal information or their affiliated institutions in connection with this survey. Responses to the survey questions will be collected, aggregated, and analyzed to identify important topics, trends, and issues surrounding the mortgage industry. The survey does not ask for any identifying information. In addition, to ensure response confidentiality, Fannie Mae has hired a global research company, PSB, to manage the study (e.g., online survey programming, data collection, analysis, and reporting). Fannie Mae personnel do not have access to the identified individual lender data.

Q8. When are the results published?

The quarterly tracking results are published approximately one month after each quarter's data collection, and the quarterly special topic analysis is published approximately two months after data collection.

Quarter	Data Collection	Release of Key Tracking Indicators*	Release of Special Topic Analysis
1	February	Last Monday of March	April
2	May	Last Monday of June	July
3	August	Last Monday of September	October
4	November	Last Monday of December	January of the following year

**If the last Monday of the quarter falls on a Federal holiday, the results will be published on the following business day*

Q9. How can I access the reports?

Public releases can be found on the [Mortgage Lender Sentiment Survey web page](#) on fanniemae.com.

[Sign up](#) to receive the latest survey data and other housing market research from Fannie Mae's Economic & Strategic Research Group.

Q10. Who at Fannie Mae could I contact to learn more about this research?

All inquiries about the details of this research program should be directed to [Steve Deggendorf](#), Director, Economic and Strategic Research at Fannie Mae.