



From the Desk of Carlos Perez Chief Credit Officer for Single Family

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Executive Overview of *Selling Guide* Updates

The March 2017 *Selling Guide* update relates to two components of Day 1 Certainty™: the Desktop Underwriter® (DU®) validation service and certainty on appraised value. These updates clarify how lenders can receive freedom from representations and warranties on income, employment, and asset validation, as well as property value.

- **DU validation service.** Based on customer feedback, we clarified that lenders may obtain a verification report from either a report supplier or a report distributor. To break that down:
 - A report supplier generates the verification report and sends the data to DU.
 - A report distributor – also known as a reseller – obtains the report from a Fannie Mae–authorized supplier.

Lenders may obtain an eligible verification report from either a report supplier or distributor.

Other updates related to the DU validation service include giving lenders more guidance on how to reconcile conflicting or contradictory information.

- **Certainty on appraised value.** In a recent Collateral Underwriter® (CU™) announcement, we clarified that lenders will receive certainty on appraised value for loans with a CU risk score of 2.5 or lower with any approved underwriting method. That makes it easier to get freedom from representations and warranties on property value for eligible loans. We've made this change in the *Selling Guide* to align with the CU announcement.

See [Announcement SEL-2017-03](#) for details.

I hope these clarifications make your job simpler and more efficient. Thank you for your continued support of both [Day 1 Certainty](#) and Fannie Mae.

Carlos Perez