

Questions and Answers for RFP 2020-03

To-Be-Announced Program Administrator for the Homebuyer Loan Program

Q: Should the cover letter provide just the contact information for the primary 1-2 back-up people at the firm, or should the cover letter also include anyone at the firm who has a material role in the engagement that would be accessible throughout the program term, if the primary contact(s) cannot be reached?

A: The cover letter may also include anyone at the firm who has a material role in the engagement that would be accessible throughout the program term, if the primary contact(s) cannot be reached.

Q: Please provide lock volume data for the FHFC TBA business for March and April of 2020 in units and volume broken down by product and the type of DPA.

A: Please complete the pricing templates using the 2019-2020 loan data provided below.

Q: Due to the utilization of buy-up and buy-down multiples for Fannie Mae and Freddie Mac programs, on occasion, the minimum servicing fee ends up being more than 25 basis points. We realize that US Bank is currently not paying FHFC an SRP for excess servicing over the 25 basis points. But in order for the math across all of the columns to add up correctly, we kindly request that FHFC consider un-locking the servicing fee columns in the Fannie Mae and Freddie Mac spreadsheets.

A: See Addendum #3.

Q: Can Florida Housing please expand upon Section Six, Item C. 1. vi., which states in part, “Indicate how you will determine, and Florida Housing will evaluate, pricing on future dates to assume the premium is as attractive to Florida Housing as possible, given market changes for the illustrative date.”

A: Explain your pricing methodology used in the pricing templates and tell us how you will be able to provide the best pricing possible to Florida Housing each day given different market conditions.

Q: Section Six, Item B.4., states in part, “Specify the amount of the firm’s capital position, the amount of hedges obligated for its loan pipeline for similar programs, the amount of capital pledged to counterparties for those hedges and the total amount of loans reserved or otherwise obligated within its loan pipeline, all as of January 31, 2020. Describe the amount of capital available at any one time to hedge the firm’s entire loan pipeline for all its clients.” Would Florida Housing like this data as of a more recent date, or is January 31, 2020 still sufficient?

A: See Addendum #3.

Q: Given ongoing travel restrictions and office closures printing and delivering hard copies and a CD or flash drive may prove challenging. Would FHFC be willing to consider an electronic only e-mail RFP submission?

A: See Addendum #2.

Q: The RFP currently requires a rate sheet as of March 26th. Given the market volatility we have seen significant pricing volatility on MBS sale, most notably for Specified Pool pay-ups, including FHFC MBS. Would FHFC be open to including multiple dates to provide rate indications? We would suggest a date prior the onset of market dislocations.

A: See Addendum #2.

Q: With respect to Section Four, Item F.9., is the Corporation willing to work with the winning provider on the level of ongoing information provided, based on the providers structure and how FHFC compensation is set?

A: Florida Housing may be able to make very limited accommodation on this item depending on what is requested by the provider.

Q: With respect to Section Six, Item B.6., Sample Reports, does FHFC have a specific example of the type of report or information they would like to see included in the report?

A: No. Florida Housing would like to see what Respondents currently provide, or would provide, to their HFA clients.