



December 13, 2007

Daniel H. Mudd  
President and Chief Executive Officer  
Fannie Mae  
3900 Wisconsin Avenue, NW  
Washington, DC 20016-2892

Dear Mr. Mudd,

In response to volatility this year in both credit quality and home values, Fannie Mae has announced several pricing and contract changes, including a plan to assess an “Adverse Market Delivery Fee” of 25 basis points on all mortgages purchased beginning March 1, 2008 as well as recent price increases on borrowers who were previously considered prime credit risks. The Mortgage Bankers Association (MBA) is deeply concerned that these new fees have the potential to limit homeownership prospects for affected borrowers. On behalf of our leadership, I respectfully request the opportunity for MBA representatives to meet with Fannie Mae executives to discuss this plan and other changes either announced or under consideration.

The real estate finance sector has witnessed unprecedented upheaval in recent months, and it is incumbent on all stakeholders to seek solutions that restore stability and confidence to the market. MBA believes these recent pricing changes will drive up the cost of homeownership for all borrowers. For borrowers at the margin, this additional charge may very well put the dream of homeownership out of reach.

As the trade association representing those lending institutions that will directly bear the burden of new pricing, MBA would appreciate an opportunity to meet with you at your earliest convenience to discuss this plan and continue the cooperation necessary to overcome the immense challenges presented by the current environment.

Sincerely,

A handwritten signature in black ink, appearing to read "Kieran P. Quinn", written in a cursive style.

Kieran P. Quinn, CMB  
Chairman