

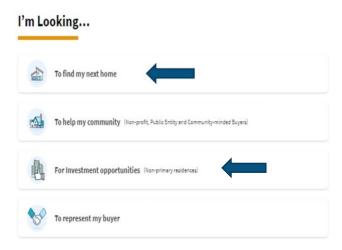
HomePath Registration and Online Offer Process

Buyers must be registered in HomePath in order to favorite a property, save searches, and add an agent.

Buyer Sign Up process:



Buyer selects the type of user to continue.

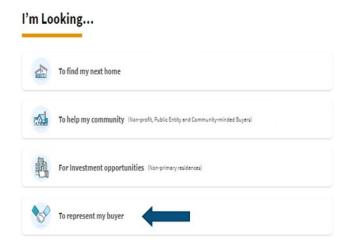


Buyer's Agent must be registered in HomePath to submit offers on HomePath listings for their Buyers.

Buyer's Agent sign up process:

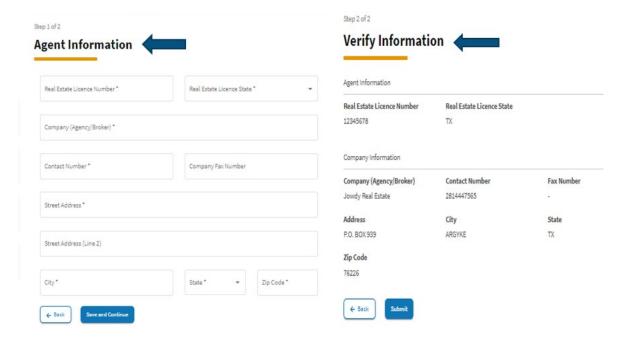


Buyer's Agent selects To represent my buyer.



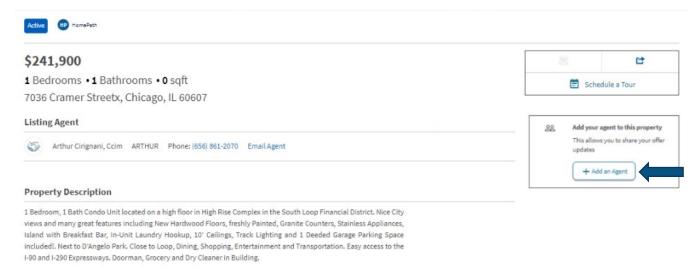


Buyer's Agent enters Agent Information and completes verification.

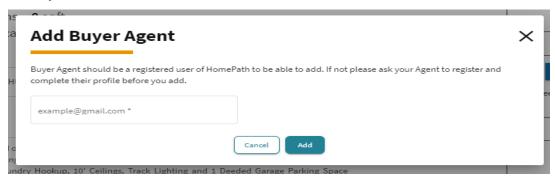


Once the Buyer and Buyer's Agent have registered, offers can be submitted as follows:

The Buyer selects property to *Add an Agent*, which is located on the Property Details page. The Agent must be registered in HomePath to be added.



The Buyer enters email address.



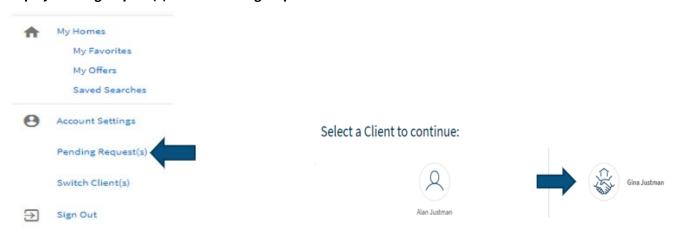


An email is sent to the Buyer's Agent to Accept or Deny representing the Buyer.

Please Accept/Deny to represent below Buyer(s)

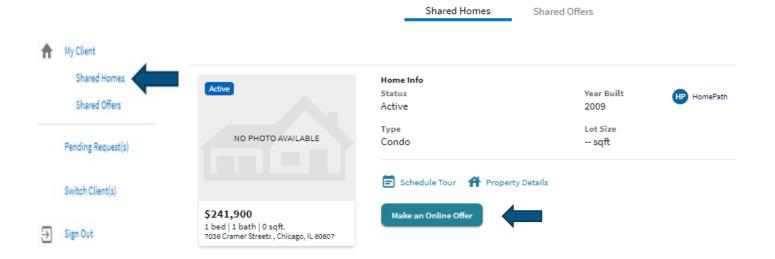


The Buyer will receive an email notifying of Agent's acceptance or denial. If the Agent accepts the Agent's profile will display Pending Request(s). Select Pending Requests to view Client. Select a Client to Continue.



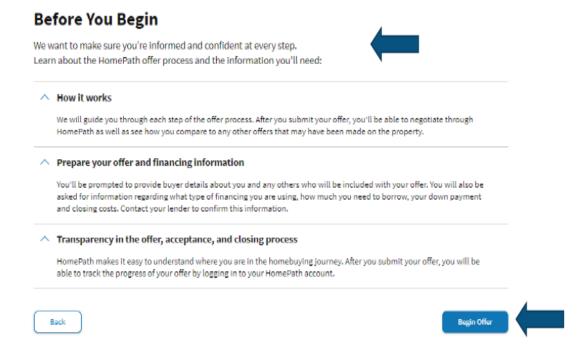
After Buyer selects a Client they can veiw their *Shared Homes*. The Buyer's Agent can now *Make an Online Offer* from the *Shared Homes*.

Gina Justman's Homes





A detailed guide of the offer process appears. Select Begin Offer to start offer process:



The Terms and Conditions must be agreed upon to continue.

You must read and acknowledge the Terms and Conditions stated below:

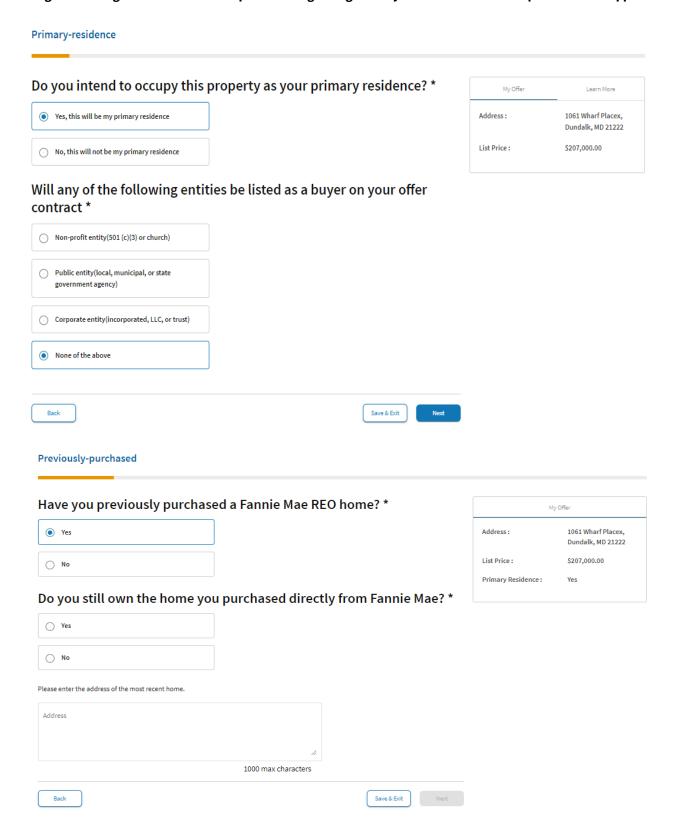
- The submitter (Agent or Buyer) acknowledges that an online offer to purchase within the HomePath system is equally binding as
 an offer to purchase made on paper.
- The seller reserves the right to accept or eject any and all offers to purchase and assumes no responsibility for any errors in the listing information. The seller is not responsible for errors, outages, connectivity or equipment failures that may occur during the process of the electronic transmission of an offer.
- 3. The submitter (Agent or Buyer) acknowledges that all electronic messages provided by the HomePath online offer system are for the sole purpose of facilitating communication between the submitter (Agent or Buyer) and the listing agent. The seller is not responsible for the content, accuracy, timely delivery or receipt of any electronic message provided to the submitter (Agent or Buyer) or the listing agent by the HomePath online offer system.
- 4. The submitter (Agent or Buyer) acknowledges sole responsibility for any documents uploaded to HomePath as part of the offer. The submitter (Agent or Buyer) is responsible for ensuring that there are no additional documents, attachments or supplemental information of any kind that would alter the terms of the submitted offer.
- 5. The submitter (Agent or Buyer) will be notified via electronic mail if his or her offer is sufficient for acceptance. Upload the buyer's signed contract documents including all local disclosures and supplemental documents reflecting the final negotiated terms to HomePath within 48 hours of the notification.

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Agree & Continue

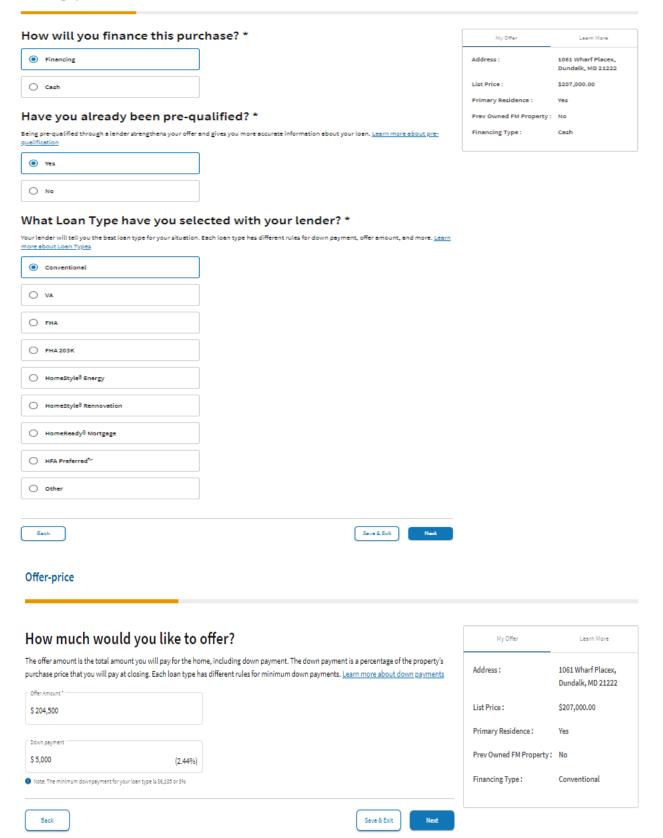


The Agent will begin to answer all the questions regarding the Buyer's offer. The below questions will appear:





Financing-options

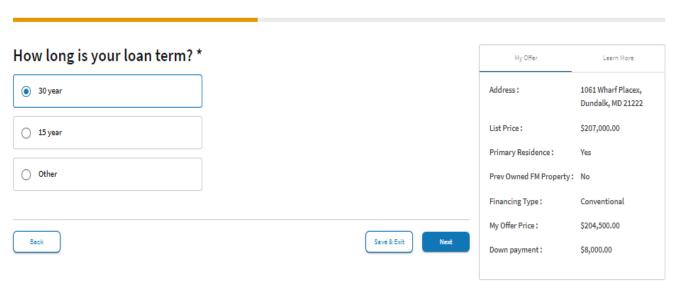




Public-funds

Are you using public funds? * My Offer • Public funds are acquisition assistance provided by a federal, local, or state government entity. 1061 Wharf Placex, • Funds used through a non-profit organization, such as a Community Housing Development Organization (CHDO) are considered public funds. Address: Dundalk, MD 21222 • FDA, VA, USDA, and USDA Rural Development funds by themselves are not considered public funds. Learn more about public funds List Price: \$207,000.00 Yes Primary Residence: Yes Prev Owned FM Property: No O No Financing Type: Conventional My Offer Price: \$204,500.00 Type of public fund * \$8,000,00 Down payment: Select the type of Public Funds you are receiving. <u>Learn more about public funds.</u> ○ NSP Federal State O Local Other Name of Public Fund Program Please enter the name of the Public Fund you are using Program name *

Loan-term

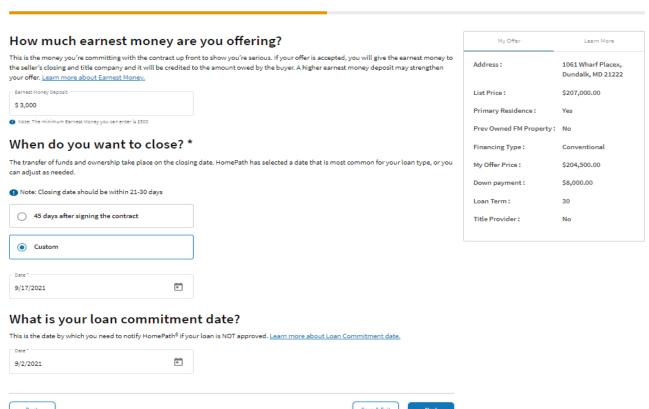




Title-escrow

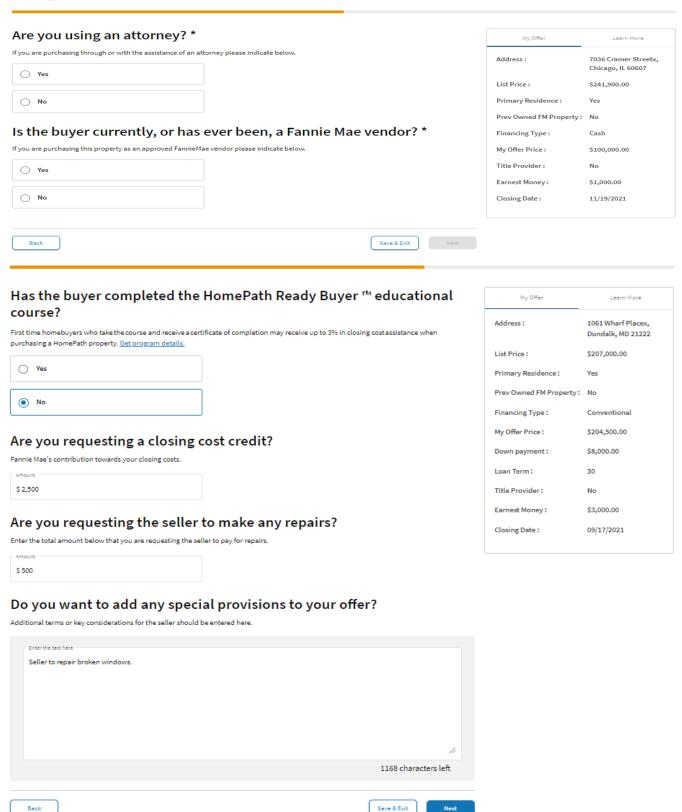
Will you be using the seller's closing and title provider? * My Offer Learn More I want to use my own closing and title provider. 1061 Wharf Placex, Address: If you select this option, you will be responsible for all the title insurance costs associated with the transaction, regardless of local Dundalk, MD 21222 custom, requirements, or practice. List Price: \$207,000.00 Primary Residence: I want to use Fannie Mae's closing and title provider. If you select this option, Fannie Mae will pay for the owner's title insurance policy. Prev Owned FM Property: No Financing Type: Conventional My Offer Price: \$204,500.00 Save & Exit Down payment: \$8,000.00 Loan Term: 30

Closing-details





Attorney





Lead-paint-disclosure

Lead Warning Statement

Every purchaser of any interest in residential real property on which a residential dwelling was built prior to 1978 is notified that such property may present exposure to lead from lead-based paint that may place young children at risk of developing lead poisoning. Lead poisoning in young $children \, may \, produce \, permanent \, neurological \, damage, \, including \, learning \, disabilities, \, reduced \, intelligence \, quotient, \, behavioral \, problems, \, and \, description \, description$ impaired memory. Lead poisoning also poses a particular risk to pregnant women. The seller of any interest in residential real property is required to provide the buyer with any information on lead-based paint hazards from risk assessments or inspections in the seller's possession and notify the buyer of any known lead-based paint hazards. A risk assessment or inspection for possible lead-based paint hazards is recommended prior to purchase, at purchaser's expense.

Lead paint disclosure *

HUD and EPA require the disclosure of any known information on lead-based paint and lead-based paint hazards before the sale or lease of housing built before 1978. Pamphlet for Protect Your Family From Lead in Your Home

Risk assessment

I, Received a 10-day opportunity (or mutually agreed upon period) to conduct a risk assessment or inspection for the presence of leadbased paint and/or lead-based paint hazards.

Waive assessment

I, Waived the opportunity to conduct a risk assessment or inspection for the presence of lead-based paint and/or lead-based paint hazards.

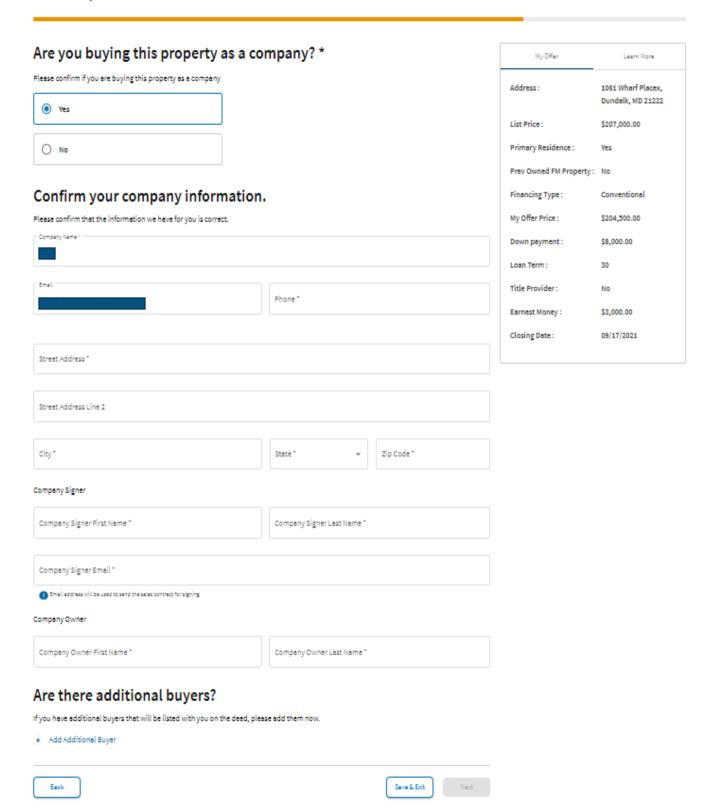
1061 Wharf Placex, Address: Dundalk, MD 21222 \$207,000.00 List Price: Primary Residence: Yes Prev Owned FM Property: No Financing Type: Conventional My Offer Price: \$204,500,00 Down payment: \$8,000.00 Loan Term: Title Provider: No \$3,000.00 Earnest Money: Closing Date: 09/17/2021

My Offer

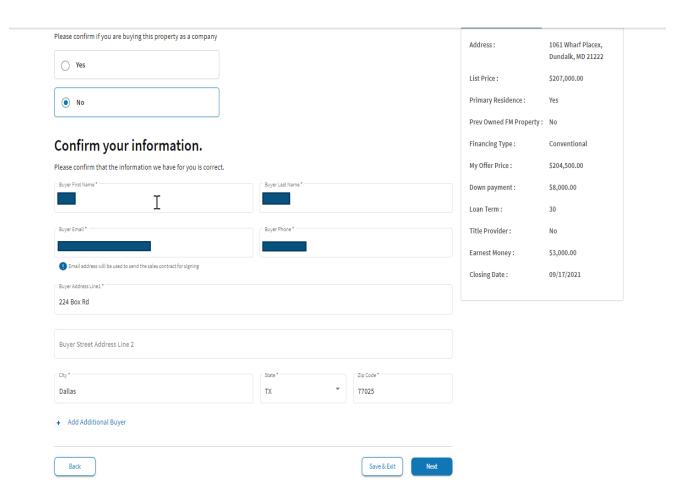
Save & Exit



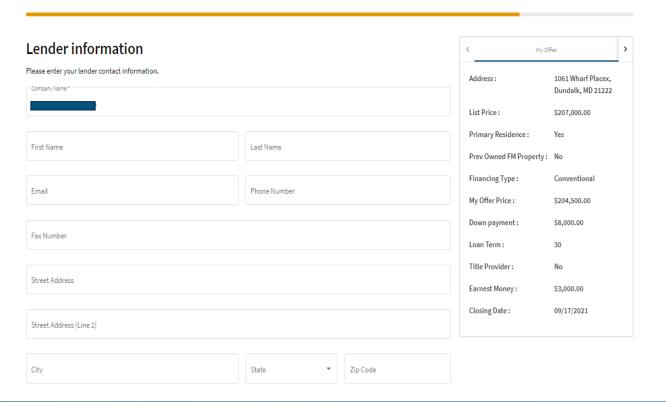
Confirm-buyer-information



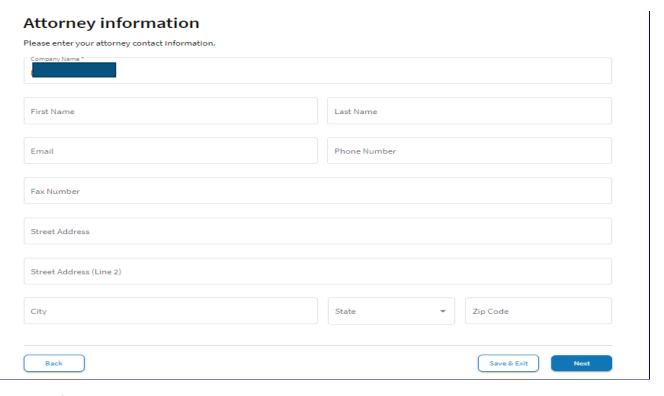




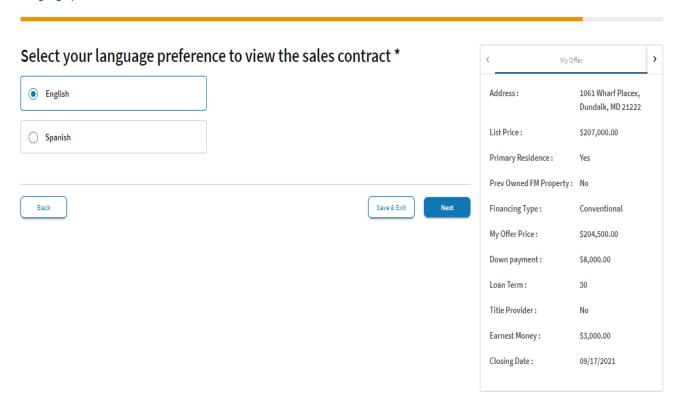
Contact-information





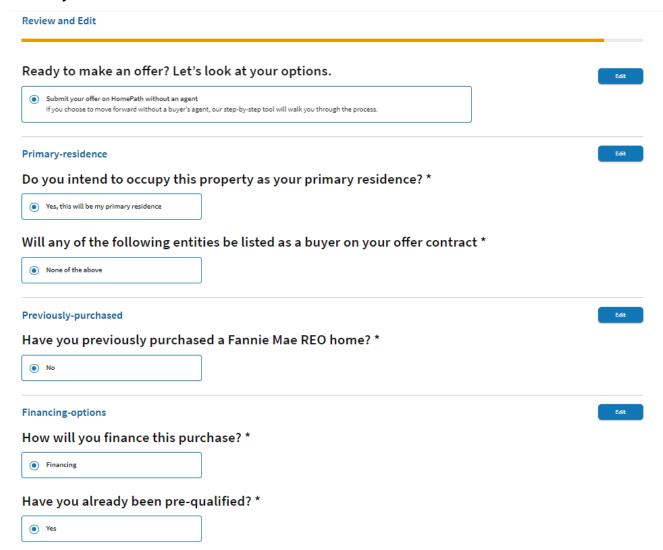


Language-preference





After the offer questions have been answered, the contract will be filled out. The next step is to review and make any edits necessary in each section.



Upload any necessary documents in the Documents Section.

FHA Amendatory Language

Fannie Mae is exempt from signing the FHA amendatory language. This exemption was granted by HUD and the Handbook reference is 4155.2: 6.A.5.d-e. The buyer's lender may confirm with their contact at HUD that this exemption is valid.

Certification Clause

Fannie Mae is not exempt from the Certification clause, but Section 29 of the Residential Real Estate Purchase and Sale Contract meets the requirement for alternative language.

FHA 203(k)

Fannie Mae is not exempt from executing FHA required verbiage on FHA 203(k) transactions and this language will be required in Section 38 of the Residential Real Estate Purchase and Sale Contract: "Borrower has applied for Section 203(k) financing and the contract is contingent upon mortgage approval and the Borrower's acceptance of additional required improvements as determined by the lender."

HomePath Ready Buyer Course

The HomePath Ready Buyer Course certification must be attached to the contract package if buyer has requested concessions.



VA Loan Addendum

This form is required if VA financing was negotiated. Be sure to include with the contract documents to avoid delays later. https://www.homepath.com/content-static/pdf/vendorresources/VA-Loan-Addendum-to-the-Purchase-Contract.pdf

Agency Addenda

Fannie Mae will execute.

Financing and Property Condition addenda

These terms are covered in the Residential Real Estate Purchase and Sale Contract. Addenda that may be in conflict will not be executed.

Sale of Other Home or Closing of Other Home

These are not acceptable contingencies and associated documents will not be executed.

Section 1031 Exchange

Fannie Mae will not accept this contingency, nor will Fannie Mae execute any documents relating to a Section 1031 exchange.

Upload documents Upload your documents Please upload any documents you have to submit with your offer. Examples: Pre-qualification letter (Please remove account numbers from the submission.) Upload New File Choose File No file chosen Uploaded Documents (1) PREQUIAL docs Vien

Back

Save & Exit



The Real Estate Contract will appear to *Review Terms and Conditions*. Scroll through the entire document to review. If acceptable *Agree and Submit Offer*.

Final Steps - Review T&C



Once the offer is submitted a pop-up message will appear to notify you it has been submitted.

Congratulations! Your offer has been submitted for evaluation.

Next Steps:

- You will receive an email detailing your offer information.
- · You will be able to track the status of your offer in "My Offers".
- · You will be notified if there are other offers submitted.
- · You will be notified of the status of your offer throughout the process.

The Agent will receive an email notifying the offer is being reviewed by Fannie Mae.

Thank you for submitting an offer of \$204500 for:



1061 Wharf PlaceX DUNDALK, MD 21222

> Type: Single Family Year Built: 1921 Price(\$): 207000.00

What to expect next:

Your offer will be reviewed by Fannie Mae®.

You will be notified when there is an update to the status of your offer, by email.

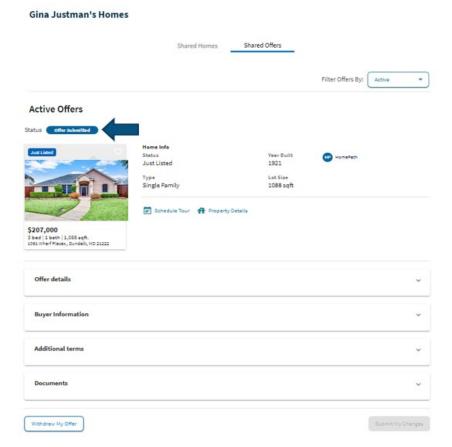
With HomePath®, it's easy to understand where you are in the homebuying process. You can check the status of your offer at any time by logging in to your HomePath account and viewing your offer dashboard.



The Listing Agent will receive an email notifying them of the activity and they must log into HomePath to review.



In HomePath under My Client/ Shared Offers the status of the offer will change to Offer Submitted.





Notification of offer activity will be received by the Buyer's Agent and Listing Agent during the entire offer process.

If multiple offers are received on a property, the Buyer's Agent and Listing Agent will receive notification by email and will be given the opportunity to revise their offer as many times before the offer deadline that is given to them. They will also be advised of ranking of their offer based upon a net calculation. Fannie Mae's acceptance process considers factors in determining offer priority such as, owner occupancy, sales price, finance type, buyer requested concessions, close date, as well as other factors determined at Fannie Mae's sole discretion.

The following emails are examples of the multiple process notification:

Fannie Mae is reviewing multiple offers.

Hello Gina Justman,

You submitted an offer on this property and multiple offers have been received. HomePath has calculated that your offer is the highest. Please keep in mind, competing buyers may adjust their offer terms within the multiple offer period to increase their net position. You will be notified if your offer is no longer in the highest position and you will have the opportunity to revise the offer. The calculation represents a financial net position. Fannie Mae's acceptance process considers factors in determining offer priority when multiple offers have been received on the same property, such as, owner occupancy, sales price, finance type, buyer requested concessions, close date, as well as other factors determined at Fannie Mae's sole discretion. You may revise your offer as many times before the following deadline:

Don't wait! Make your best offer now.

Hello test onetwo,

You submitted an offer on this property and multiple offers have been received. HomePath has calculated that your offer is not the highest*.

*The calculation represents a financial net position and is not determinative of offer acceptance. Fannie Mae's acceptance process considers many factors in determining offer priority when multiple offers have been received on the same property, including owner occupancy, sales price, finance type, buyer requested concessions, close date, and other factors determined at Fannie Mae's sole discretion. You may revise your offer as many times before the following deadline:

Buyer's Agent can make edits to their offer in HomePath. If multiple offer round has been initiated, a deadline is given.



Multiple offer round has been initiated. Submit your highest and best offers by 08/25/2021 at 11:59 PM E.T. Buver's Offer Fannie Mae's Response Your Changes My Offer Price: \$204,500.00 \$206,500.00 \$ 206,500 Primary residence * YES Primary residence YES Pre-Owned FM NO NO No Property Public Funds usage: * Public Funds usage: NO NO Seller Paid Buyer \$2,500.00 \$2,500.00 \$ 2,500 Expenses: Buyer Edu Course Completed: Buyer Edu Course NO NO Completed: Negotiated Repairs: \$500.00 \$0 Closing Date: * 09/17/2021 09/17/2021 Closing Date: 9/17/2021 Loan Commitment Date: * Loan Commitment 09/02/2021 Date: 09/02/2021 9/2/2021 Down Payment: \$8,000.00 \$8,000.00 \$8,000 (3.89%)Pre-qualified: VES VES Yes \$3,000 \$3,000.00 \$3,000.00 Earnest Money: Note: The minimum Earnest Money Loan Term: * Loan Term: 30 30 30 Select Language: * Select Language: ENGLISH ENGLISH English **Buyer Information** Additional terms Documents

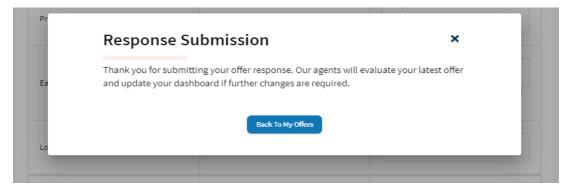
Accept Fannie Mae's Response

End Negotiations

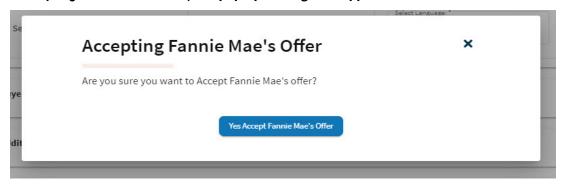
Respond to Fannie Mae's Offer



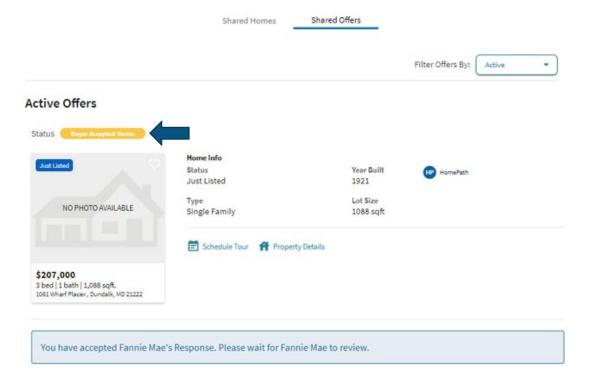
Buyer's Agent can End Negotiations, Accept Fannie Mae's Response or Respond to Fannie Mae's Offer. If responding, this popup message will appear:



If Accepting Fannie Mae's Offer, this pop-up message will appear:



Buyer's Agent must confirm, and status will change in HomePath to Buyer Accepted Terms.





A notification by email will be sent to Buyer's Agent that contract is ready for review and signature.



Congratulations!

Hello Gina Justman.

Fannie Mae® has acknowledged the sufficiency of your offer for 1081 Wharf PlaceX DUNDALK, MD 21222 and the contract is ready for you to review and sign. You will receive an email with the contract from DocuSign System (dse_na2@docusign.net). Click on "Review document" to review and sign the contract in DocuSign.

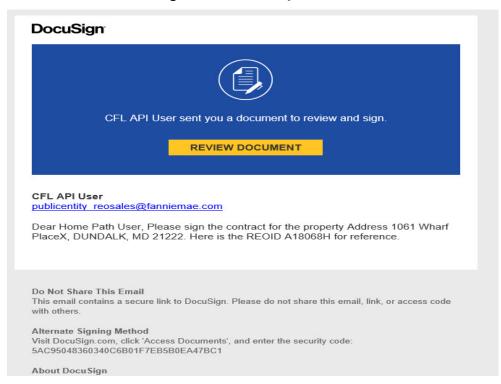
Please note: The offer has been accepted by Fannie Mae as materially sufficient, but the acceptance is subject to the terms in the Fannie Mae Residential Real Estate Purchase And Sale Contract. The Agreement is not binding until it is signed by the seller, Fannie Mae.



1061 Wharf PlaceX DUNDALK, MD 21222

Type: Single Family Year Built: 1921 Price(\$): 207000.00

A second email from DocuSign will be sent to Buyer for contract execution. Select Review Document to begin.





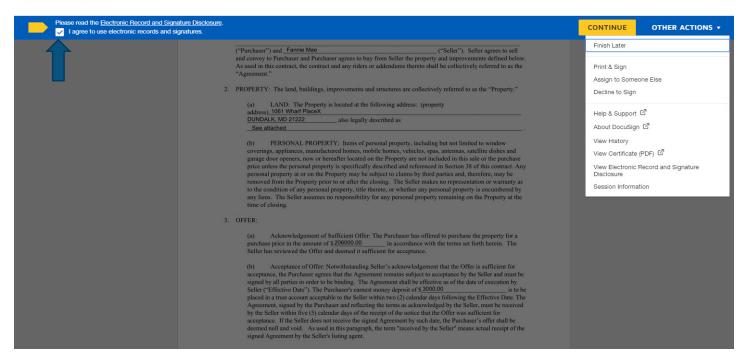
The contract will appear. Contract execution must be completed electronically. Select to do so before beginning the process.

Please Review & Act on These Documents

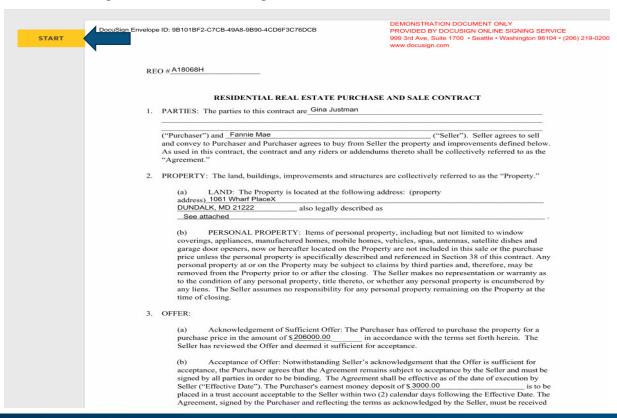
DocuSign^{*}



Dear Home Path User, Please sign the contract for the property Address 1061 Wharf PlaceX, DUNDALK, MD 21222. Here is the REOID A18068H for reference.

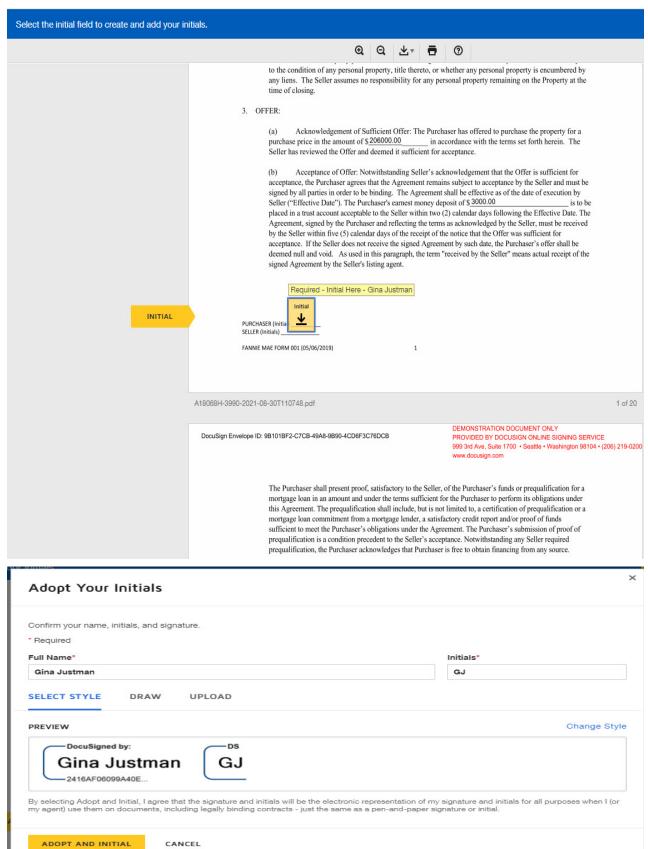


Select Start to begin electronically executing.





Select the initial field and add your initials.

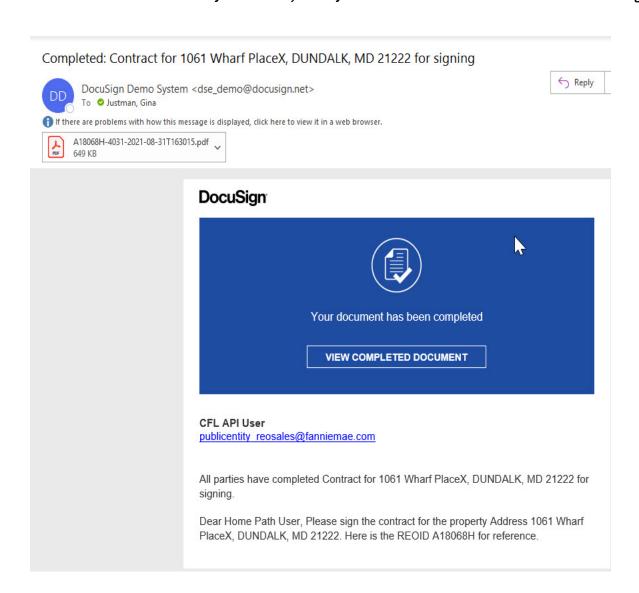




Once execution is completed a pop-up will appear:

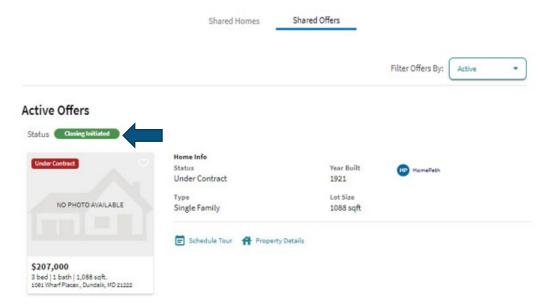


Once the contract is executed by Fannie Mae, the Buyer will receive an email with contract from DocuSign.

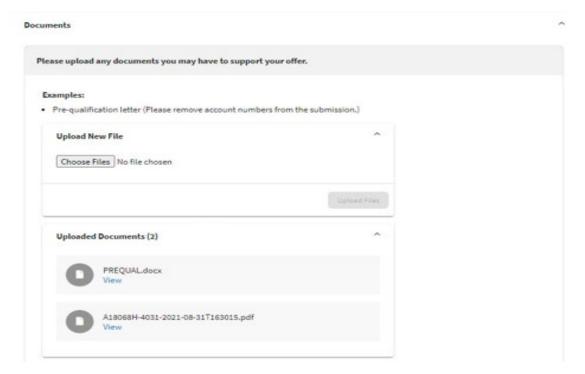




The status off the offer will change in HomePath to Closing Initiated.



Under the Documents section all documents will be available to view.



Additional Offer Information:

There is no requirement for certified funds for offer submission and negotiation. Contact the listing agent for the name of the settlement vendor selected by the seller. The check should be payable to that settlement vendor (or listing agency if the settlement vendor does not process earnest money deposits). Wired funds may be substituted for a check. Deposit the earnest money within two calendar days of receipt of a fully executed contract or as required by applicable law.

NOTE: A prequalification letter or proof of funds is not required for offer submission but is required for acceptance.



Fannie Mae may request a prequalification letter to continue negotiations. The prequalification letter requirements are detailed in Section 3 of the Residential Real Estate Purchase and Sale Contract. You may provide that section to the buyer's lender so that that the lender understands and covers those points in the letter they provide. The seller may require additional acknowledgements by the lender in order to negotiate a sale.

The buyer names must be entered in the manner in which they will take title. Buyer names cannot be changed, removed, or added later without the approval of Fannie Mae.

At least one buyer name must be human to be considered an owner occupant. If only an entity name shows as the buyer (such as an LLC or Inc), then Fannie Mae will consider it an investor deal. An exception to this rule is a trust established on behalf of an individual who will reside in the home. In that situation, as long as the signor for the trust is willing to execute the Owner Occupant Certification (OOC), we will consider it an owner occupant deal. Provide a copy of the documents that authorize the purchase of real property and confirm the designated signatory.

Both the company name AND signor name must be printed and then include signature. If the buyer is a nonprofit, provide a copy of the buyer's organizational documents for review.

Any changes to the contract after execution will be made through the listing agent.

Amendments

If the buyer requests a change to a fully executed contract, obtain a Fannie Mae Amendment form from the listing agent. Do not submit buyer inspection reports to the listing agent. These will not be reviewed. Place any requested items for repair or replacement on the Amendment form and send to the Listing Agent. Use this form for other changes such closing date extensions or a change in financing.

Termination

If the sale falls through, obtain a Fannie Mae Termination form from the listing agent, and provide the reason for termination.

Help Prevent Fraud

If you are aware of or suspect inappropriate activity in connection with a Fannie Mae property, please immediately report it either by e-mail to Mortgagefraud_tips@fanniemae.com or to our Fraud Tips Hotline, 1-800-2FANNIE (1-800-232-6643).