UNITED STATES

## SECURITIES AND EXCHANGE COMMISSION

Washington, DC 20549

## FORM 8-K

CURRENT REPORT
Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934
Date of Report (Date of earliest event reported): March 17, 2004

# Federal National Mortgage Association 

(Exact name of registrant as specified in its charter)

## Fannie Mae

| Federally chartered corporation | $\mathbf{0 - 5 0 2 3 1}$ <br> (State or other jurisdiction <br> of incorporation) | $\mathbf{5 2 - 0 8 8 3 1 0 7}$ <br> (IRS Employer |
| :---: | :---: | :---: |
| $\mathbf{3 9 0 0}$ Wisconsin Avenue, NW | File Number) | Identification Number) |
| Washington, DC |  | $\mathbf{2 0 0 1 6}$ |
| (Address of principal executive offices) |  |  |

## Item 9. Regulation FD Disclosure.

On March 17, 2004, Fannie Mae (formally, the Federal National Mortgage Association), issues its quarterly business activity supplement for the fourth quarter of 2003, a copy of which is furnished as Exhibit 99.1 to this report, and which is incorporated herein by reference.

This information, including the exhibits attached hereto, shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, nor shall it be deemed incorporated by reference in any disclosure document of the Company, except as shall be expressly set forth by specific reference in such document.

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, hereunto duly authorized.

FEDERAL NATIONAL MORTGAGE ASSOCIATION

By /s/ Leanne G. Spencer
Leanne G. Spencer
Senior Vice President and Controller

## EXHIBIT INDEX

The following is a list of the Exhibits furnished herewith.

## Exhibit Number

99.1

Description of Exhibit

Quarterly business activity supplement for the fourth quarter of 2003, issued by Fannie Mae on March 17, 2004.

Business Activity Supplement
Fourth Quarter 2003

## Business Activity Supplement

Fourth Quarter 2003
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This supplement contains statistical data which are unaudited. The unaudited data should be read in conjunction with audited financial statements, notes to the financial statements, and management's discussion and analysis of financial conditions and results of operations, included in Fannie Mae's Annual Report on Form 10-K for the fiscal year ended December 31, 2003, filed with the Securities and Exchange Commission (SEC).

## Portfolio Commitment Activity

December 2003
(Dollars in millions)
Mandatory Commitments to Purchase Loans 2/

|  | Single-Family |  |  |  | Multifamily | Total Mandatory Commitments | Commitments to Sell | Retained Commitments |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FHA/VA | Conventional Long-Term | Conventional Intermediate -Term 1/ | ARM |  |  |  |  |
| 1997 | \$ 4,693 | \$ 55,884 | \$ 6,043 | \$ 2,380 | \$ 965 | \$ 69,965 | \$ 1,298 | \$ 68,667 |
| 1998 | 5,075 | 156,623 | 28,237 | 2,017 | 1,843 | 193,795 | 1,880 | 191,915 |
| 1999 | 24,065 | 142,529 | 12,609 | 6,129 | 2,616 | 187,948 | 5,900 | 182,048 |
| 2000 | 4,754 | 123,504 | 10,980 | 19,006 | 5,445 | 163,689 | 11,786 | 151,903 |
| 2001 | 4,313 | 261,240 | 28,361 | 3,636 | 6,534 | 304,084 | 7,586 | 296,498 |


| $\underline{2002}$ |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Qtr 1 | \$ | 664 | \$ 38,052 | \$12,845 | \$ 979 | \$ 1,665 | \$ 54,205 | \$ 3,422 | \$ 50,783 |
| Qtr 2 |  | 5,280 | 48,253 | 7,246 | 971 | 1,458 | 63,208 | 3,280 | 59,928 |
| Qtr 3 |  | 380 | 105,185 | 21,685 | 1,725 | 1,421 | 130,396 | 2,370 | 128,026 |
| Qtr 4 |  | 634 | 123,929 | 23,842 | 1,373 | 2,740 | 152,518 | 3,196 | 149,322 |
| Total | \$ | 6,958 | \$315,419 | \$65,618 | \$ 5,048 | \$ 7,284 | \$400,327 | \$12,268 | \$388,059 |
| $\underline{2003}$ |  |  |  |  |  |  |  |  |  |
| January | \$ | 74 | \$ 20,144 | \$ 6,442 | \$ 528 | \$ 626 | \$ 27,814 | \$ 2,717 | \$ 25,097 |
| February |  | 137 | 43,868 | 7,244 | 644 | 586 | 52,479 | 1,241 | 51,238 |
| March |  | 441 | 32,633 | 7,407 | 791 | 733 | 42,005 | 2,457 | 39,548 |
| Qtr 1 |  | 652 | 96,645 | 21,093 | 1,963 | 1,945 | 122,298 | 6,415 | 115,883 |
| April |  | 382 | 35,989 | 4,428 | 985 | 1,122 | 42,906 | 1,479 | 41,427 |
| May |  | 250 | 53,727 | 19,133 | 1,573 | 886 | 75,569 | 1,785 | 73,784 |
| June |  | 406 | 49,137 | 26,255 | 1,916 | 1,458 | 79,172 | 3,657 | 75,515 |
| Qtr 2 |  | 1,038 | 138,853 | 49,816 | 4,474 | 3,466 | 197,647 | 6,921 | 190,726 |
| July |  | 577 | 60,145 | 15,164 | 1,161 | 2,547 | 79,594 | 1,915 | 77,679 |
| August |  | 219 | 36,683 | 6,798 | 1,780 | 956 | 46,436 | 3,085 | 43,351 |
| September |  | 517 | 25,162 | 2,769 | 3,023 | 1,230 | 32,701 | 4,740 | 27,961 |
| Qtr 3 |  | 1,313 | 121,990 | 24,731 | 5,964 | 4,733 | 158,731 | 9,740 | 148,991 |
| October |  | 639 | 12,576 | 1,699 | 1,417 | 1,124 | 17,455 | 5,142 | 12,313 |
| November |  | 277 | 11,123 | 1,173 | 1,086 | 731 | 14,390 | 1,286 | 13,104 |
| December |  | 558 | 7,243 | 1,253 | 1,413 | 1,095 | 11,562 | 3,506 | 8,056 |
| Qtr 4 |  | 1,474 | 30,942 | 4,125 | 3,916 | 2,950 | 43,407 | 9,934 | 33,473 |
| YTD | \$ | 4,477 | \$388,430 | \$99,765 | \$16,317 | \$13,094 | \$522,083 | \$33,010 | \$489,073 |

1/ Contractual maturities of 20 years or less for portfolio loans and 15 years or less for MBS.
2/ Net of pair-offs.

## Mortgage Purchases

December 2003
(Dollars in millions)
Single-Family

|  | FHA/VA | Conventional Long-Term | Conventional Intermediate -Term 1/ | ARM | Multifamily | Total Purchases | Purchase <br> Yield 2/ | Fannie Mae MBS 3/ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1997 | \$ 5,539 | \$ 55,925 | \$ 6,030 | \$ 1,977 | \$ 994 | \$ 70,465 | 7.40\% | \$ 39,032 |
| 1998 | 6,016 | 147,615 | 28,725 | 3,507 | 2,585 | 188,448 | 6.61\% | 104,728 |
| 1999 | 23,575 | 146,679 | 15,315 | 6,073 | 3,568 | 195,210 | 6.88\% | 125,498 |
| 2000 | 6,940 | 113,444 | 11,607 | 17,683 | 4,557 | 154,231 | 7.62\% | 104,904 |
| 2001 | 6,001 | 226,516 | 26,146 | 3,777 | 8,144 | 270,584 | 6.56\% | 180,582 |


| $\underline{2002}$ |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Qtr 1 | \$ 1,255 | \$ 74,262 | \$11,868 | \$ 1,514 | \$ 2,047 | \$ 90,946 | 6.31\% | \$ 67,112 |
| Qtr 2 | 5,879 | 35,712 | 11,667 | 1,928 | 1,731 | 56,917 | 6.37\% | 29,133 |
| Qtr 3 | 1,120 | 59,013 | 10,336 | 2,466 | 1,292 | 74,227 | 5.94\% | 44,269 |
| Qtr 4 | 1,239 | 111,828 | 28,231 | 4,831 | 2,422 | 148,551 | 5.49\% | 104,525 |
| Total | \$ 9,493 | \$280,815 | \$62,102 | \$10,739 | \$ 7,492 | \$370,641 | 5.92\% | \$245,039 |
| $\underline{2003}$ |  |  |  |  |  |  |  |  |
| January | \$ 250 | \$ 45,586 | \$ 9,645 | \$ 921 | \$ 879 | \$ 57,281 | 5.44\% | \$ 42,858 |
| February | 261 | 33,638 | 4,720 | 1,195 | 606 | 40,420 | 5.32\% | 27,530 |
| March | 417 | 26,560 | 5,205 | 1,439 | 683 | 34,304 | 5.20\% | 18,252 |
| Qtr 1 | 928 | 105,784 | 19,570 | 3,555 | 2,168 | 132,005 | 5.34\% | 88,640 |
| April | 593 | 34,822 | 5,710 | 1,270 | 633 | 43,028 | 5.20\% | 25,648 |
| May | 353 | 35,110 | 6,042 | 1,291 | 953 | 43,749 | 5.12\% | 23,180 |
| June | 547 | 32,272 | 6,152 | 1,335 | 877 | 41,183 | 4.96\% | 21,655 |
| Qtr 2 | 1,493 | 102,204 | 17,904 | 3,896 | 2,463 | 127,960 | 5.09\% | 70,483 |
| July | 686 | 61,487 | 6,910 | 1,162 | 2,201 | 72,446 | 4.86\% | 48,266 |
| August | 608 | 60,440 | 15,761 | 4,447 | 1,401 | 82,657 | 4.83\% | 54,295 |
| September | 558 | 73,908 | 17,768 | 5,460 | 1,111 | 98,805 | 4.85\% | 73,505 |
| Qtr 3 | 1,852 | 195,835 | 40,439 | 11,069 | 4,713 | 253,908 | 4.85\% | 176,066 |
| October | 563 | 16,309 | 5,544 | 3,936 | 1,256 | 27,608 | 4.98\% | 9,109 |
| November | 710 | 6,579 | 2,029 | 7,222 | 1,056 | 17,596 | 4.21\% | 2,889 |
| December | 893 | 6,348 | 1,946 | 3,062 | 1,526 | 13,775 | 4.96\% | 1,226 |
| Qtr 4 | 2,166 | 29,236 | 9,519 | 14,220 | 3,838 | 58,979 | 4.74\% | 13,224 |
| YTD | \$ 6,439 | \$433,059 | \$87,432 | \$32,740 | \$13,182 | \$572,852 | 5.00\% | \$348,413 |

1/ Contractual maturities of 20 years or less for portfolio loans and 15 years or less for MBS.
2/ Yields are shown on a tax equivalent basis.
3/ Included in total purchases.

# Fixed Rate Mortgages by Note Rate 1/ 

## December 2003

(Dollars in millions)

$\mathrm{NM}=$ Not meaningful
1/ Includes loans underlying mortgages in portfolio or backing net MBS outstanding. Excludes housing revenue bonds and certain other portfolio investments.

## Mortgage Portfolio Liquidations and Sales

## December 2003

| Liquidations |  |  |  |  |  | Sales |  | Total Liquidations and Sales |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Foreclosure | Amortization \& Prepayments | Total Amount | Estimated Net Yield | $\%$ of Avg. Portfolio 1/ | Amount | Estimated Net Yield | Amount | Estimated Net Yield |
| 1997 | \$2,037 | \$ 37,714 | \$ 39,751 | 7.70\% | 13.25\% | \$ 1,088 | 6.58\% | \$ 40,839 | 7.67\% |
| 1998 | 1,950 | 86,917 | 88,867 | 7.66\% | 25.02\% | 1,793 | 6.91\% | 90,660 | 7.65\% |
| 1999 | 1,959 | 77,791 | 79,750 | 7.39\% | 16.93\% | 6,148 | 6.98\% | 85,898 | 7.36\% |
| 2000 | 1,040 | 56,193 | 57,233 | 7.18\% | 10.25\% | 10,982 | 6.98\% | 68,215 | 7.15\% |
| 2001 | 1,219 | 163,193 | 164,412 | 7.23\% | 24.73\% | 8,981 | 6.49\% | 173,393 | 7.19\% |
| $\underline{2002}$ |  |  |  |  |  |  |  |  |  |
| Qtr 1 | \$ 487 | \$ 60,485 | \$ 60,972 | 7.01\% | 33.75\% | \$ 3,131 | 5.88\% | \$ 64,103 | 6.96\% |
| Qtr 2 | 618 | 45,857 | 46,475 | 6.89\% | 25.16\% | 3,629 | 6.82\% | 50,104 | 6.89\% |
| Qtr 3 | 630 | 61,518 | 62,148 | 6.82\% | 33.35\% | 1,436 | 6.46\% | 63,584 | 6.82\% |
| Qtr 4 | 743 | 107,081 | 107,824 | 6.71\% | 56.48\% | 1,386 | 5.48\% | 109,210 | 6.70\% |
| YTD | \$2,478 | \$274,941 | \$277,419 | 6.83\% | 37.35\% | \$ 9,582 | 6.27\% | \$287,001 | 6.82\% |
| 2003 |  |  |  |  |  |  |  |  |  |
| Qtr 1 | \$ 806 | \$104,802 | \$105,608 | 6.61\% | 52.25\% | \$ 1,271 | 5.68\% | \$106,879 | 6.60\% |
| Qtr 2 | 896 | 125,050 | 125,946 | 6.45\% | 61.78\% | 5,425 | 5.48\% | 131,371 | 6.41\% |
| Qtr 3 | 1,003 | 146,772 | 147,775 | 6.20\% | 68.96\% | 1,477 | 2.69\% | 149,252 | 6.17\% |
| Qtr 4 | 1,024 | 71,134 | 72,158 | 6.16\% | 31.76\% | 5,554 | 5.07\% | 77,712 | 6.09\% |
| YTD | \$3,729 | \$447,758 | \$451,487 | 6.36\% | 53.29\% | \$13,727 | 5.03\% | \$465,214 | 6.32\% |

1/ Annualized

## Debt Summary Statistics

As of December 31, 2003
(Dollars in millions)

| Debt Outstanding | Quarter Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12/31/03 | 9/30/03 | 6/30/03 | 3/31/03 | 12/31/02 |
| Effective short-term debt, redemption value 1/ | \$258,145 | \$274,362 | \$294,432 | \$173,243 | \$192,702 |
| Cost | 1.25\% | 1.22\% | 1.28\% | 1.36\% | 1.52\% |
| Effective long-term debt, redemption value 1/ | 698,012 | 693,719 | 579,676 | 693,891 | 651,827 |
| Cost | 5.26\% | 5.33\% | 5.57\% | 5.20\% | 5.48\% |
| Foreign debt adjustment and other basis adjustments | 7,614 | 9,747 | 12,064 | 8,945 | 8,735 |
| Total redemption value $\mathbf{2 /}$ | \$963,771 | \$977,828 | \$886,172 | \$876,079 | \$853,264 |
| Cost | 4.18\% | 4.16\% | 4.13\% | 4.60\% | 4.81\% |

Other Funding Activities and Statistics

| Option embedded debt instruments outstanding | \$646,052 | \$656,245 | \$618,414 | \$590,819 | \$601,451 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Option embedded debt instruments as a \% of net mortgage portfolio outstanding | 71.6\% | 71.2\% | 75.4\% | 71.8\% | 75.4\% |
| Long Term Debt: |  |  |  |  |  |
| Debt called during period 3/ | \$ 40,691 | \$ 41,175 | \$ 61,649 | \$ 42,476 | \$ 36,806 |
| Debt repurchased during period | 2,462 | 6,807 | 6,952 | 3,614 | 1,044 |
| Debt matured during period | 13,952 | 11,370 | 24,503 | 23,165 | 24,814 |
| Total Long Term Debt Redeemed During Period | \$ 57,105 | \$ 59,352 | \$ 93,104 | \$ 69,255 | \$ 62,664 |

## Short Term Debt:

| Debt called during period 3/ | \$ | \$ 100 | \$ 1,250 | \$ 1,300 | \$ 4,350 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Debt matured/paydown during period | 549,502 | 500,720 | 585,509 | 557,820 | 372,495 |
| Total Short Term Debt Redeemed During Period | \$549,502 | \$500,820 | \$586,759 | \$559,120 | \$376,845 |
| Total Debt Redeemed During Period | \$606,607 | \$560,172 | \$679,863 | \$628,375 | \$439,509 |
| Swaps retired before maturity during period | \$ 38,110 | \$ 15,595 | \$ 3,524 | \$ 175 | \$ 12,600 |
| Swaps matured during period | 30,382 | 61,753 | 30,244 | 4,525 | 16,870 |
| Total Swaps Redeemed During Period | \$ 68,492 | \$ 77,348 | \$ 33,768 | \$ 4,700 | \$ 29,470 |

1/ Data reflects the classification of debt obligations based on the repricing frequency of their coupon rates and on debt conversion via interest rate swaps.
2/ Average maturity is 58 months at December 31, 2003.
3/ Includes debt that was called as a result of an associated swap being called. This debt was previously classified as non-callable.

## Summary of Debt Issued

December 31, 2003

| (Dollars in millions) | SHORT-TERM DEBT 1/ |  |  | LONG-TERM DEBT $2 /$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | REDEMPTION VALUE | AVG. <br> TERM (DAYS) | $\begin{aligned} & \text { ISSUE } \\ & \text { COST 3/ } \end{aligned}$ | REDEMPTION VALUE | AVG. TERM (MONTHS) | $\begin{aligned} & \text { ISSUE } \\ & \text { COST 3/ } \end{aligned}$ |
| 1999 | \$1,136,001 | 55 | 5.17\% | \$139,020 | 77 | 6.07\% |
| 2000 | \$1,143,131 | 63 | 6.27\% | \$ 110,215 | 89 | 6.92\% |
| 2001 | \$1,756,691 | 60 | 3.69\% | \$249,352 | 55 | 4.83\% |
| 2002 |  |  |  |  |  |  |
| Qtr 1 | \$ 461,929 | 51 | 1.76\% | \$ 61,936 | 65 | 4.58\% |
| Qtr 2 | 338,957 | 70 | 1.80\% | 50,067 | 57 | 4.37\% |
| Qtr 3 | 411,567 | 50 | 1.70\% | 60,479 | 56 | 3.32\% |
| Qtr 4 | 423,466 | 64 | 1.43\% | 65,985 | 48 | 3.00\% |
| TOTAL | \$1,635,919 | 58 | 1.67\% | \$238,467 | 56 | 3.78\% |
| 2003 |  |  |  |  |  |  |
| January | \$ 155,041 | 62 | 1.22\% | \$ 21,790 | 46 | 2.97\% |
| February | 193,494 | 54 | 1.24\% | 23,004 | 54 | 3.17\% |
| March | 225,629 | 36 | 1.19\% | 31,915 | 50 | 2.46\% |
| Qtr 1 | 574,164 | 49 | 1.22\% | 76,709 | 50 | 2.82\% |
| April | \$ 193,666 | 35 | 1.13\% | \$ 35,089 | 49 | 2.73\% |
| May | 190,705 | 37 | 1.14\% | 19,223 | 58 | 3.05\% |
| June | 223,968 | 41 | 1.00\% | 24,078 | 60 | 2.40\% |
| Qtr 2 | 608,339 | 38 | 1.09\% | 78,390 | 55 | 2.70\% |
| July | \$ 197,256 | 45 | 0.91\% | \$ 42,925 | 44 | 2.13\% |
| August | 159,315 | 57 | 0.97\% | 35,728 | 39 | 2.33\% |
| September | 180,165 | 47 | 0.98\% | 38,649 | 42 | 2.61\% |
| Qtr 3 | 536,736 | 50 | 0.95\% | 117,302 | 42 | 2.35\% |
| October | \$ 197,045 | 33 | 0.97\% | \$ 21,188 | 41 | 2.65\% |
| November | 156,973 | 49 | 1.04\% | 24,265 | 46 | 2.94\% |
| December | 165,151 | 55 | 1.02\% | 29,948 | 37 | 2.54\% |
| Qtr 4 | 519,169 | 45 | 1.01\% | 75,401 | 41 | 2.70\% |
| YTD | \$2,238,408 | 45 | 1.07\% | \$347,802 | 46 | 2.61\% |

1/ The impact of interest rate swaps is excluded.
2/ Long-term debt may be fixed or variable rate, and the impact of interest rate swaps is excluded.
3/ Cost for 2003 includes the amortization of discounts, premiums, issuance costs, and other deferred price adjustments. Cost prior to the second quarter of 2003 also includes the effect of debt swaps.

## Summary of Debt Redeemed

December 31, 2003

| (Dollars in millions) | SHORT-TERM DEBT 1/ |  | LONG-TERM DEBT $2 /$ |  |
| :---: | :---: | :---: | :---: | :---: |
|  | REDEMPTION VALUE | $\begin{aligned} & \text { ISSUE } \\ & \text { COST 3/ } \end{aligned}$ | REDEMPTION VALUE | $\begin{aligned} & \text { ISSUE } \\ & \text { COST 3/ } \end{aligned}$ |
| 1999 | \$1,125,748 | 5.10\% | \$ 61,790 | 6.51\% |
| 2000 | \$1,106,956 | 6.15\% | \$ 50,335 | 6.33\% |
| 2001 | \$1,691,240 | 4.22\% | \$196,610 | 6.03\% |
| 2002 |  |  |  |  |
| Qtr 1 | \$ 478,442 | 1.99\% | \$ 38,911 | 5.40\% |
| Qtr 2 | 335,530 | 1.92\% | 37,286 | 5.50\% |
| Qtr 3 | 429,827 | 1.78\% | 36,948 | 5.10\% |
| Qtr 4 | 376,845 | 1.63\% | 62,664 | 3.98\% |
| Total | \$1,620,644 | 1.84\% | \$175,809 | 4.85\% |
| $\underline{2003}$ |  |  |  |  |
| January | \$ 145,962 | 1.38\% | \$ 20,819 | 3.95\% |
| February | 179,189 | 1.33\% | 28,564 | 3.59\% |
| March | 233,969 | 1.27\% | 19,872 | 4.14\% |
| Qtr 1 | 559,120 | 1.32\% | 69,255 | 3.86\% |
| April | \$ 204,147 | 1.22\% | \$ 27,766 | 4.30\% |
| May | 177,570 | 1.21\% | 30,141 | 3.70\% |
| June | 205,042 | 1.16\% | 35,197 | 3.48\% |
| Qtr 2 | 586,759 | 1.20\% | 93,104 | 3.80\% |
| July | \$ 201,435 | 0.97\% | \$ 20,681 | 3.23\% |
| August | 153,692 | 1.02\% | 20,853 | 3.59\% |
| September | 145,693 | 0.93\% | 17,818 | 3.87\% |
| Qtr 3 | 500,820 | 0.98\% | 59,352 | 3.55\% |
| October | \$ 210,397 | 0.99\% | \$ 13,988 | 3.07\% |
| Novemebr | 168,619 | 0.99\% | 24,354 | 3.38\% |
| December | 170,486 | 1.01\% | 18,763 | 3.51\% |
| Qtr 4 | 549,502 | 0.99\% | 57,105 | 3.35\% |
| YTD | \$2,196,201 | 1.13\% | \$278,816 | 3.67\% |

1/ The impact of interest rate swaps is excluded.
2/ Long-term debt may be fixed or variable, and excludes the impact of interest rate swaps.
3/ Cost for 2003 includes the amortization of discounts, premiums, issuance costs, and other deferred price adjustments. Cost prior to the second quarter of 2003 also includes the effect of debt swaps.

## Effective Long Term Debt Maturing

## As of December 31, 2003

| (Dollars in millions) |  | Total Debt by Quarter of Contractual Maturity |  | Assuming Callable Debt Redeemed at Initial Call Date |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Amount Outstanding $1 /$ | Cost 2/ | Amount Outstanding 1/ | Cost 2/ |
| Currently Callable |  |  |  | \$ 24,024 | 4.68\% |
| 2004 | Qtr 1 | \$ 18,462 | 5.91\% | 82,448 | 4.81\% |
|  | Qtr 2 | 23,025 | 4.58\% | 81,535 | 4.66\% |
|  | Qtr 3 | 19,320 | 6.27\% | 58,805 | 5.27\% |
|  | Qtr 4 | 12,591 | 3.74\% | 31,714 | 4.56\% |
|  | Total | \$ 73,398 | 5.22\% | \$254,502 | 4.84\% |
| 2005 | Qtr 1 | \$ 23,305 | 3.67\% | \$ 35,825 | 4.96\% |
|  | Qtr 2 | 12,481 | 3.45\% | 23,398 | 4.29\% |
|  | Qtr 3 | 15,491 | 5.23\% | 25,383 | 6.04\% |
|  | Qtr 4 | 20,166 | 3.92\% | 22,881 | 5.04\% |
|  | Total | \$ 71,443 | 4.04\% | \$107,487 | 5.09\% |
| 2006 |  | 81,290 | 3.80\% | 77,904 | 5.20\% |
| 2007 |  | 47,815 | 5.64\% | 43,403 | 6.81\% |
| 2008 and beyond |  | 424,066 | 5.35\% | 190,692 | 4.86\% |
| Effective L/T Debt before PayFixed Swaption Effect |  | \$698,012 | 5.04\% | \$698,012 | 5.04\% |
| Pay-Fixed Swaption Effect |  |  | 0.22\% |  | 0.22\% |
| Total Effective L/T Debt |  | \$698,012 | 5.26\% | \$698,012 | 5.26\% |

1/ Amount outstanding includes long-term debt, effective fixed-rate debt and notional amount of long-term interest rate swaps. Also includes debt linked to swaptions which makes it effectively callable debt. Effective variable-rate debt is excluded from the data.

2/ Cost represents the end of month level yield that discounts the amount due at maturity to the net proceeds over the expected life of the security. Includes the effect of pay-fixed and receive-fixed swaps.

## Callable Debt, Callable Swaps, Receive-Fixed Swaptions

## and Other Option Embedded Instruments

 As of December 31, 2003| Call Date | Year of Maturity | Amount Outstanding | Cost 2/ |
| :---: | :---: | :---: | :---: |
| Callable debt, callable swaps and receive-fixed swaptions 1/: |  |  |  |
| Currently callable | 2005-2028 | \$ 24,024 | 4.68\% |
| 2004 | 2004-2033 | 188,036 | 4.66\% |
| 2005 | 2005-2033 | 59,072 | 5.37\% |
| 2006 | 2008-2031 | 35,357 | 5.87\% |
| 2007 | 2011-2032 | 22,128 | 6.20\% |
| 2008 | 2008-2033 | 9,980 | 5.69\% |
| 2009 and later | 2012-2030 | 13,125 | 7.00\% |
| Total |  | 351,722 | 5.11\% |
| Pay-fixed swaptions |  | 163,980 |  |
| Caps |  | 130,350 |  |
| Total option-embedded financial instruments |  | \$646,052 |  |

1/ Excludes $\$ 62$ billion of callable debt which was swapped to variable rate debt and classified as effectively non-callable debt.
2/ Cost represents the end of month level yield that discounts the amount due at maturity to the net proceeds over the expected life of the security. Includes the effect of pay-fixed and receive-fixed swaps.

Mortgage-Backed Securities Issued
December 2003
(Dollars in millions)

|  | Lender-originated MBS |  |  |  |  |  |  |  |  |  | MBS Purchased by Fannie Mae's Portfolio |  | MBS Issues Acquired by Other Investors |  | Fannie Mae Originated |  | REMICs Issued |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Single - Family |  |  |  |  |  | Multifamily |  | Total |  |  |  |  |  |  |  |  |  |
|  |  | ong - <br> erm 1/ | Intermediate /2 |  | Conventional ARMS |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 1997 | \$ | 90,903 | \$ | 29,602 | \$ | 20,834 | \$ | 5,814 | \$ | 147,153 | \$ | 39,033 | \$ | 108,120 | \$ | 2,276 | \$ | 74,812 |
| 1998 |  | 235,700 |  | 65,125 |  | 14,008 |  | 10,618 |  | 325,451 |  | 104,728 |  | 220,723 |  | 696 |  | 76,332 |
| 1999 |  | 223,753 |  | 56,296 |  | 11,803 |  | 8,496 |  | 300,348 |  | 125,498 |  | 174,850 |  | 341 |  | 50,613 |
| 2000 |  | 155,859 |  | 21,127 |  | 25,729 |  | 7,596 |  | 210,311 |  | 104,904 |  | 105,407 |  | 1,351 |  | 33,594 |
| 2001 |  | 393,576 |  | 93,503 |  | 24,442 |  | 13,801 |  | 525,322 |  | 180,583 |  | 344,739 |  | 3,101 |  | 123,506 |
| $\underline{2002}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Qtr 1 | \$ | 114,588 | \$ | 45,092 | \$ | 11,439 | \$ | 2,797 | \$ | 173,916 | \$ | 67,112 | \$ | 106,804 | \$ | 2,064 | \$ | 36,819 |
| Qtr 2 |  | 91,442 |  | 25,852 |  | 12,605 |  | 2,143 |  | 132,042 |  | 29,133 |  | 102,909 |  | 2,964 |  | 21,624 |
| Qtr 3 |  | 107,126 |  | 32,527 |  | 15,237 |  | 1,971 |  | 156,861 |  | 44,269 |  | 112,592 |  | 3,759 |  | 35,511 |
| Qtr 4 |  | 165,681 |  | 64,677 |  | 24,695 |  | 5,427 |  | 260,480 |  | 104,525 |  | 155,955 |  | 7,509 |  | 50,012 |
| Total | \$ | 478,837 | \$ | 168,148 | \$ | 63,976 | \$ | 12,338 | \$ | 723,299 | \$ | 245,039 | \$ | 478,260 | \$ | 16,296 | \$ | 143,966 |
| 2003 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| January | \$ | 66,876 | \$ | 29,635 | \$ | 8,745 | \$ | 1,390 | \$ | 106,646 | \$ | 42,858 | \$ | 63,788 | \$ | 2,268 | \$ | 22,113 |
| February |  | 59,693 |  | 24,746 |  | 8,280 |  | 465 |  | 93,185 |  | 27,530 |  | 65,655 |  | 2,319 |  | 25,631 |
| March |  | 58,401 |  | 24,211 |  | 9,411 |  | 719 |  | 92,742 |  | 18,252 |  | 74,490 |  | 1,439 |  | 25,652 |
| Qtr 1 |  | 184,970 |  | 78,593 |  | 26,436 |  | 2,573 |  | 292,573 |  | 88,640 |  | 203,933 |  | 6,026 |  | 73,396 |
| April | \$ | 76,311 | \$ | 32,986 | \$ | 11,679 | \$ | 667 | \$ | 121,643 | \$ | 25,648 | \$ | 95,995 | \$ | 829 | \$ | 33,890 |
| May |  | 67,735 |  | 29,925 |  | 9,788 |  | 988 |  | 108,436 |  | 23,180 |  | 85,257 |  | 391 |  | 20,915 |
| June |  | 74,117 |  | 33,000 |  | 14,341 |  | 1,449 |  | 122,906 |  | 21,655 |  | 101,251 |  | 1,583 |  | 16,783 |
| Qtr 2 |  | 218,162 |  | 95,911 |  | 35,807 |  | 3,105 |  | 352,985 |  | 70,483 |  | 282,504 |  | 2,802 |  | 71,588 |
| July | \$ | 75,253 | \$ | 33,187 | \$ | 10,106 | \$ | 1,420 | \$ | 119,965 | \$ | 48,266 | \$ | 71,699 | \$ | 2,047 | \$ | 24,466 |
| August |  | 72,367 |  | 27,607 |  | 8,891 |  | 796 |  | 109,662 |  | 54,295 |  | 55,367 |  | 2,212 |  | 25,223 |
| September |  | 74,693 |  | 28,191 |  | 13,222 |  | 4,192 |  | 120,297 |  | 73,504 |  | 46,793 |  | 2,551 |  | 10,105 |
| Qtr 3 |  | 222,312 |  | 88,985 |  | 32,218 |  | 6,408 |  | 349,924 |  | 176,065 |  | 173,859 |  | 6,810 |  | 59,794 |
| October | \$ | 48,249 | \$ | 20,854 | \$ | 9,663 | \$ | 3,009 | \$ | 81,774 | \$ | 9,110 | \$ | 72,664 | \$ | 2,528 | \$ | 9,223 |
| November |  | 37,701 |  | 12,179 |  | 6,960 |  | 3,657 |  | 60,497 |  | 2,888 |  | 57,609 |  | 1,755 |  | 10,106 |
| December |  | 36,514 |  | 9,662 |  | 10,423 |  | 4,265 |  | 60,863 |  | 1,226 |  | 59,637 |  | 1,042 |  | 6,270 |
| Qtr 4 |  | 122,462 |  | 42,694 |  | 27,045 |  | 10,931 |  | 203,132 |  | 13,223 |  | 189,910 |  | 5,323 |  | 25,599 |
| YTD | \$ | 747,906 | \$ | 306,183 | \$ | 121,505 | \$ | 23,018 | \$ | 1,198,617 | \$ | 348,413 | \$ | 850,204 | \$ | 20,963 | \$ | 230,378 |

1/ Long-term Mortgage-Backed Securities have contractual maturities greater than 15 years.
2/ Intermediate-term Mortgage-Backed Securities have contractual maturities equal to or less than 15 years.

## Mortgage-Backed Securities Outstanding

December 2003

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | MBS |  |  |  |  |  |  |  |  |  | MBS in <br> Fannie Mae's Portfolio 3/ |  | Outstanding MBS 3/ |  | REMICs |  |
|  | Single-family |  |  |  |  |  | Multifamily |  | Total |  |  |  |  |  |  |  |
|  | Long - <br> Term 1/ |  | $\begin{gathered} \text { Inter- } \\ \text { mediate } 2 / \end{gathered}$ |  | Conventional ARMS |  |  |  |  |  |  |  |  |  |  |  |
| 1997 | \$ | 448,824 | \$ | 168,132 | \$ | 71,025 | \$ | 21,601 | \$ | 709,582 | \$ | 130,444 | \$ | 579,138 | \$ | 328,596 |
| 1998 |  | 557,983 |  | 187,221 |  | 59,001 |  | 30,313 |  | 834,518 |  | 197,375 |  | 637,143 |  | 311,426 |
| 1999 |  | 670,555 |  | 200,488 |  | 53,898 |  | 35,942 |  | 960,883 |  | 281,738 |  | 679,145 |  | 293,563 |
| 2000 |  | 758,869 |  | 189,362 |  | 68,167 |  | 41,352 |  | 1,057,750 |  | 351,028 |  | 706,722 |  | 291,798 |
| 2001 |  | 938,139 |  | 232,092 |  | 67,894 |  | 52,226 |  | 1,290,351 |  | 431,386 |  | 858,965 |  | 346,143 |
| $\underline{2002}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Qtr 1 | \$ | 974,360 | \$ | 254,908 | \$ | 72,106 | \$ | 54,030 | \$ | 1,355,404 | \$ | 459,094 | \$ | 896,310 | \$ | 352,159 |
| Qtr 2 |  | 1,000,662 |  | 271,030 |  | 77,750 |  | 55,152 |  | 1,404,594 |  | 459,097 |  | 945,497 |  | 347,566 |
| Qtr 3 |  | 1,031,062 |  | 285,339 |  | 86,528 |  | 56,016 |  | 1,458,945 |  | 468,552 |  | 990,393 |  | 346,538 |
| Qtr 4 |  | 1,054,165 |  | 321,290 |  | 103,155 |  | 59,677 |  | 1,538,287 |  | 508,831 |  | 1,029,456 |  | 346,703 |
| $\underline{2003}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Qtr 1 | \$ | 1,087,299 | \$ | 371,642 | \$ | 117,554 | \$ | 60,979 | \$ | 1,637,474 | \$ | 529,954 | \$ | 1,107,520 | \$ | 369,032 |
| Qtr 2 |  | 1,128,843 |  | 418,913 |  | 139,506 |  | 62,633 |  | 1,749,896 |  | 512,435 |  | 1,237,461 |  | 382,441 |
| Qtr 3 |  | 1,136,259 |  | 444,794 |  | 152,801 |  | 67,675 |  | 1,801,528 |  | 590,450 |  | 1,211,079 |  | 371,763 |
| Qtr 4 |  | 1,157,328 |  | 456,898 |  | 166,659 |  | 76,161 |  | 1,857,045 |  | 556,880 |  | 1,300,166 |  | 360,800 |

1/ Long-term Mortgage-Backed Securities have contractual maturities greater than 15 years.

2/ Intermediate-term Mortgage-Backed Securities have contractual maturities equal to or less than 15 years.

3/ Based on unpaid principal balances effective March 31, 2002.

## SINGLE-FAMILY REO ACQUISITIONS AND PREFORECLOSURE SALES <br> \section*{December 2003}

| PROPERTY STATE | 4Q 2003 | 3Q 2003 | 2Q 2003 | 1Q 2003 | 4Q 2002 | 3Q 2002 | 2Q 2002 | 1Q 2002 | 4Q 2001 | 3Q 2001 | 2Q 2001 | 1Q 2001 | 4Q 2000 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Michigan | 683 | 539 | 531 | 507 | 419 | 352 | 292 | 240 | 171 | 159 | 155 | 112 | 86 |
| Texas | 649 | 543 | 467 | 425 | 364 | 312 | 322 | 264 | 234 | 173 | 190 | 262 | 203 |
| Georgia | 579 | 518 | 462 | 344 | 310 | 218 | 244 | 184 | 161 | 130 | 126 | 141 | 103 |
| Ohio | 518 | 428 | 415 | 366 | 301 | 277 | 234 | 186 | 201 | 184 | 187 | 146 | 142 |
| North Carolina | 479 | 442 | 454 | 308 | 233 | 216 | 188 | 151 | 126 | 72 | 107 | 78 | 65 |
| Indiana | 399 | 378 | 282 | 238 | 244 | 219 | 165 | 184 | 134 | 92 | 101 | 94 | 108 |
| Tennessee | 274 | 200 | 219 | 225 | 174 | 158 | 125 | 117 | 76 | 69 | 63 | 80 | 43 |
| Pennsylvania | 255 | 247 | 215 | 218 | 237 | 240 | 242 | 197 | 211 | 238 | 196 | 174 | 233 |
| Florida | 227 | 253 | 289 | 270 | 279 | 322 | 297 | 291 | 308 | 326 | 366 | 368 | 333 |
| South Carolina | 227 | 217 | 177 | 149 | 144 | 127 | 109 | 101 | 87 | 52 | 58 | 51 | 52 |
| Missouri | 223 | 191 | 195 | 191 | 137 | 130 | 134 | 109 | 104 | 68 | 69 | 65 | 68 |
| Illinois | 221 | 215 | 192 | 202 | 250 | 213 | 173 | 197 | 166 | 149 | 127 | 157 | 149 |
| Colorado | 215 | 276 | 192 | 155 | 142 | 126 | 87 | 70 | 43 | 39 | 59 | 44 | 34 |
| Utah | 193 | 173 | 220 | 183 | 178 | 162 | 145 | 137 | 125 | 74 | 64 | 81 | 71 |
| Washington | 179 | 184 | 195 | 208 | 202 | 197 | 199 | 154 | 168 | 132 | 122 | 130 | 133 |
| Alabama | 167 | 154 | 185 | 164 | 126 | 110 | 119 | 107 | 95 | 75 | 68 | 45 | 62 |
| Arizona | 157 | 167 | 151 | 130 | 125 | 129 | 107 | 104 | 84 | 65 | 67 | 67 | 88 |
| Oregon | 147 | 109 | 109 | 161 | 128 | 140 | 130 | 112 | 96 | 98 | 91 | 83 | 70 |
| New York | 140 | 130 | 123 | 108 | 151 | 130 | 115 | 134 | 146 | 103 | 150 | 164 | 177 |
| Oklahoma | 134 | 105 | 97 | 73 | 76 | 64 | 49 | 53 | 44 | 32 | 36 | 22 | 37 |
| OTHER STATES | 1,353 | 1,413 | 1,399 | 1,293 | 1,195 | 1,218 | 1,212 | 1,245 | 1,112 | 1,105 | 1,164 | 1,229 | 1,141 |
| TOTAL REOs acquired: | 7,419 | 6,882 | 6,569 | 5,918 | 5,415 | 5,060 | 4,688 | 4,337 | 3,892 | 3,435 | 3,566 | 3,593 | 3,398 |
| Preforeclosure sales: | 457 | 439 | 444 | 356 | 373 | 370 | 386 | 281 | 259 | 354 | 304 | 265 | 318 |

## SINGLE-FAMILY REO INVENTORY

## December 2003

| PROPERTY STATE | 4Q 2003 | 3Q 2003 | 2Q 2003 | 1Q 2003 | 4Q 2002 | 3Q 2002 | 2Q 2002 | 1Q 2002 | 4Q 2001 | 3Q 2001 | 2Q 2001 | 1Q 2001 | 4Q 2000 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Michigan | 1,948 | 1,676 | 1,564 | 1,351 | 1,084 | 878 | 701 | 598 | 501 | 427 | 366 | 313 | 281 |
| Ohio | 1,199 | 981 | 917 | 826 | 666 | 560 | 465 | 409 | 423 | 386 | 354 | 298 | 243 |
| Georgia | 910 | 758 | 714 | 554 | 477 | 374 | 364 | 314 | 269 | 233 | 233 | 207 | 170 |
| Texas | 905 | 759 | 687 | 663 | 616 | 561 | 509 | 442 | 385 | 322 | 360 | 398 | 347 |
| North Carolina | 903 | 802 | 766 | 595 | 477 | 430 | 341 | 264 | 210 | 171 | 179 | 156 | 135 |
| Indiana | 523 | 513 | 426 | 379 | 338 | 322 | 254 | 252 | 182 | 141 | 141 | 138 | 150 |
| Colorado | 519 | 456 | 341 | 311 | 252 | 203 | 142 | 107 | 77 | 97 | 104 | 86 | 70 |
| Pennsylvania | 446 | 406 | 392 | 432 | 440 | 438 | 398 | 374 | 380 | 383 | 344 | 369 | 437 |
| South Carolina | 445 | 373 | 346 | 301 | 278 | 246 | 212 | 173 | 138 | 104 | 103 | 101 | 88 |
| Tennessee | 424 | 325 | 326 | 355 | 293 | 271 | 220 | 184 | 145 | 137 | 126 | 112 | 87 |
| Missouri | 344 | 296 | 292 | 280 | 247 | 247 | 207 | 201 | 157 | 113 | 106 | 110 | 127 |
| Kentucky | 341 | 278 | 237 | 173 | 102 | 70 | 78 | 61 | 57 | 55 | 33 | 26 | 35 |
| Florida | 328 | 360 | 398 | 398 | 410 | 413 | 377 | 408 | 415 | 442 | 446 | 441 | 424 |
| Illinois | 319 | 311 | 320 | 363 | 379 | 310 | 255 | 261 | 254 | 237 | 223 | 260 | 251 |
| Minnesota | 314 | 266 | 250 | 197 | 163 | 144 | 135 | 131 | 113 | 123 | 121 | 93 | 91 |
| Washington | 309 | 330 | 323 | 326 | 317 | 295 | 264 | 245 | 240 | 199 | 197 | 219 | 215 |
| Alabama | 304 | 301 | 309 | 278 | 219 | 210 | 217 | 205 | 178 | 135 | 114 | 105 | 95 |
| New York | 255 | 233 | 230 | 221 | 244 | 236 | 228 | 264 | 290 | 280 | 315 | 360 | 374 |
| Maryland | 250 | 249 | 301 | 332 | 335 | 367 | 341 | 328 | 311 | 285 | 291 | 283 | 304 |
| Arizona | 240 | 227 | 220 | 195 | 192 | 186 | 145 | 145 | 116 | 102 | 108 | 112 | 119 |
| OTHER STATES | 2,523 | 2,466 | 2,485 | 2,513 | 2,446 | 2,368 | 2,186 | 2,268 | 2,232 | 2,143 | 2,194 | 2,330 | 2,371 |
| Total REO inventory | 13,749 | 12,366 | 11,844 | 11,043 | 9,975 | 9,129 | 8,039 | 7,634 | 7,073 | 6,515 | 6,458 | 6,517 | 6,414 |

Portfolio and Mortgage-Backed Securities Outstanding by State
As of December 31, 2003


1/ Represents individual units financed by conventional and government single-family and multifamily mortgages.
2/ Amount represents gross unpaid principal balances.
3/ Fannie Mae MBS in portfolio totaling $\$ 556,880$ million are included in MBS, but excluded from portfolio statistics.

Conventional Single-Family
Serious Delinquencies

|  | Credit Enhanced |  |  | Non-Credit Enhanced |  |  | Total |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total \# of Loans Outstanding | Serious Delinquencies 1/ |  | Total \# of Loans Outstanding | Serious Delinquencies 1 / |  | Total \# of Loans Outstanding | Serious Delinquencies 1/ |  |
|  |  | Total \# of Loans | \% <br> Delinquent |  | Total \# of Loans | \% <br> Delinquent |  | Total \# of Loans | \% <br> Delinquent |
| Northeast |  |  |  |  |  |  |  |  |  |
| 4th Qtr 2002 | 585,261 | 8,403 | 1.44\% | 1,957,555 | 7,023 | 0.36\% | 2,542,816 | 15,426 | 0.61\% |
| 1st Qtr 2003 | 560,717 | 8,695 | 1.55\% | 2,028,468 | 7,182 | 0.35\% | 2,589,185 | 15,877 | 0.61\% |
| 2nd Qtr 2003 | 527,747 | 8,614 | 1.63\% | 2,099,048 | 7,003 | 0.33\% | 2,626,795 | 15,617 | 0.59\% |
| 3rd Qtr 2003 | 493,477 | 8,860 | 1.80\% | 2,146,255 | 7,269 | 0.34\% | 2,639,732 | 16,129 | 0.61\% |
| 4th Qtr 2003 | 488,650 | 9,099 | 1.86\% | 2,235,793 | 7,566 | 0.34\% | 2,724,443 | 16,665 | 0.61\% |
| Southeast |  |  |  |  |  |  |  |  |  |
| 4th Qtr 2002 | 1,025,978 | 13,759 | 1.34\% | 2,206,143 | 7,269 | 0.33\% | 3,232,121 | 21,028 | 0.65\% |
| 1st Qtr 2003 | 1,035,250 | 13,814 | 1.33\% | 2,318,335 | 7,394 | 0.32\% | 3,353,585 | 21,208 | 0.63\% |
| 2nd Qtr 2003 | 1,015,977 | 14,316 | 1.41\% | 2,478,564 | 7,485 | 0.30\% | 3,494,541 | 21,801 | 0.62\% |
| 3rd Qtr 2003 | 992,095 | 15,368 | 1.55\% | 2,606,248 | 7,973 | 0.31\% | 3,598,343 | 23,341 | 0.65\% |
| 4th Qtr 2003 | 997,233 | 16,329 | 1.64\% | 2,719,885 | 8,597 | 0.32\% | 3,717,118 | 24,926 | 0.67\% |
| Midwest |  |  |  |  |  |  |  |  |  |
| 4th Qtr 2002 | 753,756 | 11,936 | 1.58\% | 2,095,623 | 7,614 | 0.36\% | 2,849,379 | 19,550 | 0.69\% |
| 1st Qtr 2003 | 726,495 | 12,065 | 1.66\% | 2,182,183 | 7,834 | 0.36\% | 2,908,678 | 19,899 | 0.68\% |
| 2nd Qtr 2003 | 685,332 | 12,593 | 1.84\% | 2,250,348 | 8,268 | 0.37\% | 2,935,680 | 20,861 | 0.71\% |
| 3rd Qtr 2003 | 659,238 | 13,620 | 2.07\% | 2,311,163 | 8,912 | 0.39\% | 2,970,401 | 22,532 | 0.76\% |
| 4th Qtr 2003 | 665,204 | 14,461 | 2.17\% | 2,398,677 | 9,524 | 0.40\% | 3,063,881 | 23,985 | 0.78\% |
| Southwest |  |  |  |  |  |  |  |  |  |
| 4th Qtr 2002 | 762,556 | 8,976 | 1.18\% | 1,621,736 | 4,726 | 0.29\% | 2,384,292 | 13,702 | 0.57\% |
| 1st Qtr 2003 | 757,485 | 9,139 | 1.21\% | 1,711,293 | 5,008 | 0.29\% | 2,468,778 | 14,147 | 0.57\% |
| 2nd Qtr 2003 | 742,479 | 9,639 | 1.30\% | 1,814,996 | 5,198 | 0.29\% | 2,557,475 | 14,837 | 0.58\% |
| 3rd Qtr 2003 | 726,185 | 10,412 | 1.43\% | 1,905,760 | 5,451 | 0.29\% | 2,631,945 | 15,863 | 0.60\% |
| 4th Qtr 2003 | 732,288 | 11,248 | 1.54\% | 1,975,459 | 5,992 | 0.30\% | 2,707,747 | 17,240 | 0.64\% |
| West |  |  |  |  |  |  |  |  |  |
| 4th Qtr 2002 | 632,037 | 5,544 | 0.88\% | 2,335,071 | 4,928 | 0.21\% | 2,967,108 | 10,472 | 0.35\% |
| 1st Qtr 2003 | 616,243 | 5,650 | 0.92\% | 2,461,966 | 4,738 | 0.19\% | 3,078,209 | 10,388 | 0.34\% |
| 2nd Qtr 2003 | 598,039 | 5,511 | 0.92\% | 2,618,767 | 4,568 | 0.17\% | 3,216,806 | 10,079 | 0.31\% |
| 3rd Qtr 2003 | 557,868 | 5,393 | 0.97\% | 2,740,929 | 4,752 | 0.17\% | 3,298,797 | 10,145 | 0.31\% |
| 4th Qtr 2003 | 532,738 | 5,275 | 0.99\% | 2,841,875 | 4,668 | 0.16\% | 3,374,613 | 9,943 | 0.29\% |
| Total |  |  |  |  |  |  |  |  |  |
| 4th Qtr 2002 | 3,759,588 | 48,618 | 1.29\% | 10,216,128 | 31,560 | 0.31\% | 13,975,716 | 80,178 | 0.57\% |
| 1st Qtr 2003 | 3,696,190 | 49,363 | 1.34\% | 10,702,245 | 32,156 | 0.30\% | 14,398,435 | 81,519 | 0.57\% |
| 2nd Qtr 2003 | 3,569,574 | 50,673 | 1.42\% | 11,261,723 | 32,522 | 0.29\% | 14,831,297 | 83,195 | 0.56\% |
| 3rd Qtr 2003 | 3,428,863 | 53,653 | 1.56\% | 11,710,355 | 34,357 | 0.29\% | 15,139,218 | 88,010 | 0.58\% |
| 4th Qtr 2003 | 3,416,113 | 56,412 | 1.65\% | 12,171,689 | 36,347 | 0.30\% | 15,587,802 | 92,759 | 0.60\% |

1/ Serious delinquencies include all conventional loans that are three or more months delinquent or in foreclosure and excludes loans with full or substantial recourse to lenders or loans covered by significant supplemental pool mortgage insurance.

## Multifamily Total Serious Delinquencies and REO Inventory

| (Dollars in millions) | Loans Serviced |  | Serious Delinquencies 1/ |  |  | REO Inventory |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { \# of } \\ & \text { Loans } \end{aligned}$ | UPB | $\begin{gathered} \text { \# of } \\ \text { Loans } \end{gathered}$ | UPB | \% Delinquent | $\begin{aligned} & \text { \# of } \\ & \text { Loans } \end{aligned}$ | UPB |
| Northeast |  |  |  |  |  |  |  |
| 4th Qtr 2002 | 4,127 | \$16,547.0 | 2 | \$3.6 | 0.02\% | - | \$- |
| 1st Qtr 2003 | 4,324 | 17,568.6 | 2 | 3.2 | 0.02\% | - | - |
| 2nd Qtr 2003 | 4,446 | 18,406.5 | 2 | 3.2 | 0.02\% | - | - |
| 3rd Qtr 2003 | 4,826 | 20,075.0 | 1 | 2.0 | 0.01\% | 1 | 1.2 |
| 4th Qtr 2003 | 5,534 | 21,869.3 | 3 | 3.3 | 0.02\% | 1 | 1.2 |
| Southeast |  |  |  |  |  |  |  |
| 4th Qtr 2002 | 3,196 | 20,280.7 | 3 | 11.9 | 0.06\% | 1 | 4.0 |
| 1st Qtr 2003 | 3,272 | 20,915.2 | 4 | 3.2 | 0.02\% | 2 | 12.8 |
| 2nd Qtr 2003 | 3,351 | 21,699.5 | 5 | 7.9 | 0.04\% | 2 | 12.8 |
| 3rd Qtr 2003 | 3,511 | 22,834.3 | 6 | 11.7 | 0.05\% | 2 | 12.8 |
| 4th Qtr 2003 | 3,692 | 25,268.2 | 18 | 140.5 | 0.56\% | 1 | 8.8 |
| Midwest |  |  |  |  |  |  |  |
| 4th Qtr 2002 | 2,796 | 9,090.9 | 10 | 7.6 | 0.08\% | 1 | 2.9 |
| 1st Qtr 2003 | 2,787 | 9,345.9 | 10 | 41.5 | 0.44\% | 1 | 2.9 |
| 2nd Qtr 2003 | 2,921 | 9,582.1 | 7 | 13.9 | 0.15\% | - | - |
| 3rd Qtr 2003 | 3,047 | 10,029.8 | 12 | 14.6 | 0.15\% | 2 | 29.9 |
| 4th Qtr 2003 | 3,460 | 10,400.2 | 11 | 23.7 | 0.23\% | 2 | 29.9 |
| Southwest |  |  |  |  |  |  |  |
| 4th Qtr 2002 | 3,171 | 13,194.7 | 4 | 15.7 | 0.12\% | - | - |
| 1st Qtr 2003 | 3,173 | 13,228.8 | 7 | 26.4 | 0.20\% | - | - |
| 2nd Qtr 2003 | 3,308 | 13,559.3 | 11 | 61.7 | 0.46\% | 3 | 7.7 |
| 3rd Qtr 2003 | 3,410 | 14,127.2 | 13 | 69.6 | 0.49\% | 7 | 18.8 |
| 4th Qtr 2003 | 3,596 | 14,446.3 | 24 | 126.6 | 0.88\% | 15 | 52.2 |
| West |  |  |  |  |  |  |  |
| 4th Qtr 2002 | 16,018 | 31,328.8 | 11 | 6.9 | 0.02\% | 1 | 2.3 |
| 1st Qtr 2003 | 15,686 | 31,870.1 | 4 | 8.3 | 0.03\% | 1 | 2.3 |
| 2nd Qtr 2003 | 16,655 | 33,282.6 | 10 | 38.2 | 0.11\% | - | - |
| 3rd Qtr 2003 | 19,426 | 38,018.5 | 15 | 27.5 | 0.07\% | 1 | 7.3 |
| 4th Qtr 2003 | 25,442 | 45,213.7 | 8 | 21.6 | 0.05\% | 1 | 7.3 |
| Total |  |  |  |  |  |  |  |
| 4th Qtr 2002 | 29,308 | 90,442.1 | 30 | 45.7 | 0.05\% | 3 | 9.2 |
| 1st Qtr 2003 | 29,242 | 92,928.6 | 27 | 82.6 | 0.09\% | 4 | 18.0 |
| 2nd Qtr 2003 | 30,681 | 96,530.0 | 35 | 124.9 | 0.13\% | 5 | 20.5 |
| 3rd Qtr 2003 | 34,220 | 105,084.8 | 47 | 125.4 | 0.12\% | 13 | 70.0 |
| 4th Qtr 2003 | 41,724 | 117,197.7 | 64 | 315.7 | 0.27\% | 20 | 99.4 |

1/ Includes loans which are two or more months delinquent based on the dollar amount of such loans in the portfolio and underlying MBS.

