



July 12, 2010

By e-mail to RegComments@FHFA.gov

Alfred M. Pollard, Esq.
General Counsel
Federal Housing Finance Agency
Fourth Floor
1700 G Street, N.W.
Washington, D.C. 20552

Skywalk Level
801 Walnut Street, Suite 200
Des Moines, IA 50309-3513
515.281.1000
800.544.3452
www.fhlbdm.com

Attention: Comments/RIN 2590-AA16

Re: Federal Home Loan Bank Housing Goals

Dear Mr. Pollard:

The Federal Home Loan Bank of Des Moines (“FHLBank”) appreciates the opportunity to comment on the notice of proposed rulemaking on Federal Home Loan Bank Housing Goals (“Proposed Rule”) published by the Federal Housing Finance Agency (“FHFA”) in the *Federal Register* May 28, 2010. The FHLBank respectfully submits the following comments for your consideration.

As a backdrop, we believe that any housing goals established for the FHLBanks need to take into consideration the unique structure of the FHLBanks’ acquired member asset (AMA) programs. The AMA Regulations require a credit sharing component resulting in the member, or the participating financial institution (PFI), having “skin in the game.” This unique structure is designed to promote the safety and soundness of the AMA programs and substantially impacts the FHLBank’s ability to meet housing goals comparable to those structured for Freddie Mac and Fannie Mae that do not require credit sharing or credit enhancements. Given that structure, the FHLBanks have limited means of encouraging the origination and delivery of certain types of mortgages. Our specific comments on the Proposed Rule are rooted in this perspective.

Proposed §1281.1 Definition of Mortgage Purchase

The Proposed Rule defines “mortgage purchase” as “a transaction in which a Bank bought or otherwise acquired a mortgage.” The FHLBank believes the phrase “otherwise acquired a mortgage” is overly broad for the purpose of housing goals related to AMA and could be read to include the FHLBank’s Affordable Housing Program and collateral received from member institutions. FHLBank requests that the FHFA clarify the proposed definition to state “Mortgage purchase means a transaction in which a Bank bought or otherwise acquired a mortgage pursuant to the Bank’s authority under the FHFA’s AMA regulations.”



Proposed §1281.11(a) Volume Threshold

We believe that the intended purpose of the housing goals is to encourage AMA FHLBanks to be accountable to their housing mission. Thus, consideration should be given to provide additional flexibility in establishing the trigger point for goal compliance based on qualitative factors that illustrate an FHLBank's commitment to fulfill its housing mission. We think it is reasonable to apply qualitative measures that provide a higher minimum threshold for any FHLBank that achieves success in serving its housing mission. We request that the minimum volume threshold be raised to \$5.0 billion for those FHLBanks that meet certain qualitative measures to promote housing for low- and moderate-income families such as participation in FHA, VA, and USDA-RHS mortgage purchases.

Additionally, the Proposed Rule states that "[t]he housing goals established in this section shall apply to a Bank for a calendar year only if the unpaid principal balance (UPB) of the Bank's purchases of AMA-approved mortgages in that year exceeds \$2.5 billion" (Proposed 12 C.F.R. §1281.11(a)). The Proposed Rule as currently drafted would effectively require an FHLBank to comply with the housing goals even if that FHLBank does not exceed the volume threshold. An FHLBank may not know until the fourth quarter whether or not it will exceed the volume threshold and therefore be subject to the housing goals. The FHLBank requests that the FHFA revise the Proposed Rule to provide that in the event an FHLBank exceeds the volume threshold in a calendar year, that FHLBank will be subject to the housing goals the next calendar year. If an FHLBank exceeded the volume threshold in one year and was then required to comply with the housing goals the subsequent year, the FHLBank would have an entire calendar year to ensure that it complies with the housing goals.

Proposed §1281.11(b) Market-Based Housing Goals

The comparison of an FHLBank's performance with total originations in that FHLBank's district should be adjusted to attain a more "apples to apples" market share comparison. The methodology proposed in the housing goals would not result in a fair or meaningful comparison because it does not take into consideration the differences in the type of originator, mortgage product, or end-investor, which can greatly impact the ability to serve low- and moderate-income borrowers.

- *Originator differences* - The type of originator, how they are compensated and who they are employed by has historically impacted the level of underwriting flexibility and the loan documentation requirements which are important factors when serving low and moderate income housing needs. Loans acquired under AMA programs are purchased from member financial institutions that are regulated depositories, engaging in retail loan originations using salaried employee loan officers located in branch offices of the PFI. Conversely, all originators in the FHLBank's district would include mortgage bankers and brokers who are not regulated, include commissioned-based non-employees, and utilize wholesale originations from a variety of sources including third party originators. These non-FHLBank member originators would be positioned and incented to offer greater lending flexibility than our member PFIs that sell mortgages to the FHLBank.



- *Product type differences* - Many loan types are engineered to serve the needs of low- and moderate-income borrowers. The Mortgage Partnership Finance program (MPF), the AMA program in which the FHLBank participates, is restricted to purchasing prime, fixed rate, fully amortizing mortgage loans. In contrast, all loans originated in the FHLBank's district would include the typical Freddie Mac and Fannie Mae products: 30-Year Fixed-rate Mortgages, ARMS, ALT 97 Mortgages, Balloon/Reset Mortgages, High LTV Mortgages (greater than 95% to over 105%), Home Possible Mortgages and Initial Interest Mortgages. The universe of all originators in a given FHLBank district would be better positioned to offer a product specifically designed to meet low and moderate income borrower needs.
- *Investor/Secondary market differences* - The end-investor dictates the terms and conditions of loans originated for sale while the originator sets the terms and conditions of loans held in portfolio. PFIs must comply with AMA guidelines that meet standard secondary market terms and conditions for credit quality and documentation standards for prime, fixed rate product. All other originators either sell low- and moderate-income loans to investors with specific products to serve their needs or they may decide to portfolio those loans which may or may not meet secondary market standards.

We request that the market share housing goals compare the FHLBank purchases with all similar originations of conventional, prime, fixed rate product intended for sale in the secondary market, originated by member financial institutions located in the FHLBank's district. This is a true peer group type comparison that would produce a market share analysis with more meaningful results.

Proposed §1281.12 General Counting Requirements

A large percentage of PFIs are Community Financial Institutions (CFIs) that are not HMDA reporting institutions. We request that originations from CFIs should be excluded from both the FHLBank and total origination numbers in the calculation of the market-based housing goals and should also be excluded from the volume threshold calculation.

We appreciate the opportunity to provide comments on the proposed housing goals and trust that you will take our proposed amendments under careful consideration.

If you have any questions, please contact me at (515) 281-1012.

Sincerely,

A handwritten signature in black ink, appearing to read "Michael L. Wilson".

Michael L. Wilson
EVP & Chief Business Officer