



## PRESS RELEASE

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### **Lenders One Announces Contract Renewal With Fannie Mae** *Contract extends tenure of preferred investor relationship*

**ST. LOUIS, April 20, 2009** – [Lenders One Mortgage Cooperative](#), a national alliance of mortgage bankers, announced the extension of its contract with Fannie Mae as a preferred investor. Extending this relationship ensures that cooperative members who sell to the government-sponsored enterprise (GSE) will gain access to more competitive pricing and technology as compared to working with Fannie Mae independently.

“We cultivate our preferred investor relationships so that everyone benefits,” said [Scott Stern](#), Lenders One CEO. “Based on our recent contract renewal, our members will enjoy superior secondary market execution while Fannie Mae can buy high quality loans from high quality lenders from across the country. As our delivery to Fannie Mae is currently at an all-time high, this contract extension comes at a fortuitous time for both parties.”

This relationship provides several key advantages to Lenders One members, such as quick funding, which is crucial at this time. Fannie Mae also benefits from the alliance with Lenders One, specifically in being able to expand its market share with the cooperative’s members and minimize the costs associated with originating that production. According to Stern, the relationship is a true win-win for Fannie Mae and Lenders One.

Leveraging the combined strength of its members, Lenders One is able to form these strategic alliances and negotiate preferred pricing, priority service and additional program benefits from mortgage investor partners. Fannie Mae has been working with Lenders One for seven years and is the only GSE in its network of preferred investors.

“Aligning with Fannie Mae provides revenue-enhancing, cost-saving and market-share expanding opportunities and that translate into true growth strategies for our members,” Stern added.

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**About Lenders One Mortgage Cooperative**

Lenders One is a national alliance of mortgage bankers which was established in 2000 and is based in St. Louis. With more than 140 members originating \$40 billion in mortgage loans annually, the Lenders One alliance ranks as the ninth largest mortgage originator in the U.S. Lenders One leverages its aggregate buying power and preferred-investor relationships to negotiate better lending terms and provide premium business services at reduced costs. Its mortgage productivity system additionally allows members to close more loans, satisfy continuing education requirements and market themselves more powerfully. For more information about membership, contact Tim Stern 866.728.5678 or visit [www.lendersone.com](http://www.lendersone.com).

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