

2023 NAMFS CONFERENCE

Industry Pricing Initiative Update



2023 NAMFS Conference for Mortgage Field Services

Industry Pricing Initiative Update May 23, 2023, 8:30-9:30 am



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Strategies



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**Content
Sponsored By:**



AGENDA

- Where We Started
- Where We Are/What Progress Has Been Made
- Preservation Details
- Next Steps
- Audience Q&A



Where We Started

August 2021 – Board Meeting

October 2021 – Initial Survey

March/April 2022 – Fannie and HUD Presentations

September 2022 – Pricing as Conference Topic

November 2022 – Second Survey & Conference
Panelist

Where We Are/ What Progress Has Been Made

March 2023 – Fannie Announcement

April 2023 – Finalize Preservation Pricing Approach

Preservation Details

Cost Estimator Review

4 Unique Cost Estimators

4 Urban and 4 Rural Zip Codes in Each HOC

Blended Price to Reflect Nationalized Average

Preservation Details

Cost Estimator Review

Service		Blended Pricing	FHA Allowable
Lock Change	Change Handset and Deadbolt	\$ 111.91	\$ 60.00
Lockbox		\$ 65.58	\$ 40.00
Padlock and Hasp		\$ 52.46	\$ 24.00
Board window	30x52	\$ 103.40	\$ 73.80
Board window	36x60	\$ 126.19	\$ 86.40
Board Door	36x80	\$ 166.43	\$ 104.40
Winterize Dry		\$ 212.31	\$ 100.00
Winterize Radiant		\$ 496.53	\$ 250.00
Winterize Steam		\$ 293.63	\$ 150.00
Debris Removal	10 CYD	\$ 836.95	\$ 500.00
	15 CYD	\$ 1,255.43	\$ 750.00
	40 CYD	\$ 3,347.80	\$ 2,000.00
PCR - Initial		\$ 95.30	\$ 35.00
PCR - Recurring		\$ 49.74	\$ -

Preservation Details

Preservation Services With Survey Results

Followed Inspection Pricing Logic

Cost of Materials, Labor, Drive Time, Mileage,
Supply Chain Costs (Technology, QC, Admin, &
Insurance

Preservation Details

Preservation Services With Survey Results

Service	Lockset - Average Quality		Lockset - Industry Quality	
Cost of materials (knob, dead, drill bit)	\$	62.50	\$	35.00
Labor for service (assume \$32/HR Laborer rate)	\$	16.00	\$	16.00
Window time (weighted average 67% urban/33% rural)	\$	3.51	\$	3.51
Mileage (weighted average 67% urban/33% rural)	\$	7.08	\$	7.08
Supply Chain - Technology/QC/Admin, QC, & Insurance	\$	12.60	\$	12.60
Service Expediency Factor			\$	-
	\$	101.69	\$	74.19

Service	Lockbox - Average Quality		Lockbox - Industry Quality	
Cost of materials (Lockbox)	\$	50.00	\$	23.00
Labor for service (assume \$32/HR Laborer rate)	\$	8.00	\$	8.00
Window time (weighted average 67% urban/33% rural)	\$	3.51	\$	3.51
Mileage (weighted average 67% urban/33% rural)	\$	7.08	\$	7.08
Supply Chain - Technology/QC/Admin, QC, & Insurance	\$	12.60	\$	12.60
Service Expediency Factor			\$	-
	\$	81.19	\$	54.19

Service	Padlock/Hasp - Average Quality		Padlock/Hasp - Industry Quality	
Cost of materials (padlock & hasp)	\$	30.00	\$	12.00
Labor for service (assume \$32/HR Laborer rate)	\$	8.00	\$	8.00
Window time (weighted average 67% urban/33% rural)	\$	3.51	\$	3.51
Mileage (weighted average 67% urban/33% rural)	\$	7.08	\$	7.08
Supply Chain - Technology/QC/Admin, QC, & Insurance	\$	12.60	\$	12.60
Service Expediency Factor			\$	-
	\$	61.19	\$	43.19

Preservation Details

Preservation Services With Survey Results

Service	Boarding
Cost of materials (1/2" plywood, carriage bolts, cross members)	\$ 90.00
Labor for service (assumes 2 people for 15 minutes @\$32/HR Laborer rate)	\$ 16.00
Window time (weighted average 67% urban/33% rural)	\$ 3.51
Mileage (weighted average 67% urban/33% rural)	\$ 7.08
Supply Chain - Technology/QC/Admin, QC, & Insurance	\$ 12.60
Service Expediency Factor	
	\$ 129.19
Per UI Cost	\$ 0.90
Service	Clearboarding
Cost of materials (polycarbonate, carriage bolts, plastic cross members)	\$ 280.00
Labor for service (assumes 2 people for 15 minutes @\$32/HR Laborer rate)	\$ 16.00
Window time (weighted average 67% urban/33% rural)	\$ 3.51
Mileage (weighted average 67% urban/33% rural)	\$ 7.08
Supply Chain - Technology/QC/Admin, QC, & Insurance	\$ 12.60
Service Expediency Factor	
	\$ 319.19
Per UI Cost	\$ 2.22
Service	Debris per CY
Cost of materials (dump fee, dumpster/trailer)	\$ 25.00
Labor for service (assumes 2 people for 10 minutes @\$32/HR Laborer rate)	\$ 10.67
Window time (weighted average 67% urban/33% rural)	\$ 10.53
Mileage (weighted average 67% urban/33% rural)	\$ 21.25
Supply Chain - Technology/QC/Admin, QC, & Insurance	\$ 12.60
Service Expediency Factor	
	\$ 80.05

Preservation Details

Preservation Services With Survey Results

Service	PCR - Initial
Cost of materials	
Labor for service (assume \$32/HR Laborer rate)	\$ 32.00
Window time (weighted average 67% urban/33% rural)	\$ 3.51
Mileage (weighted average 67% urban/33% rural)	\$ 7.08
Supply Chain - Technology/QC/Admin, QC, & Insurance	\$ 12.60
Service Expediency Factor	
	\$ 55.19
Service	PCR - Recurring
Cost of materials	
Labor for service (assume \$32/HR Laborer rate)*	\$ 16.00
Window time (weighted average 67% urban/33% rural)	\$ 3.51
Mileage (weighted average 67% urban/33% rural)	\$ 7.08
Supply Chain - Technology/QC/Admin, QC, & Insurance	\$ 12.60
Service Expediency Factor	
	\$ 39.19

Preservation Details

Preservation Services With Survey Results

Service+B106A100A78:B105A78:B107A78:B1A78:B106	Dry Winterization
Cost of materials (glycol, compressor, generator, maintenance)	\$ 30.00
Labor for service (assumes 2 people 1 hr each @\$32/HR Laborer rate)	\$ 64.00
Window time (weighted average 67% urban/33% rural)	\$ 3.51
Mileage (weighted average 67% urban/33% rural)	\$ 7.08
Supply Chain - Technology/QC/Admin, QC, & Insurance	\$ 12.60
Pressure test time (30 minutes @\$32/HR)	\$ 16.00
Service Expediency Factor	
	\$ 133.19
Service	Wet/Steam Winterization
Cost of materials (glycol, compressor, generator, maintenance)	\$ 54.00
Labor for service (assumes 2 people 2 hr each @\$32/HR Laborer rate)	\$ 128.00
Window time (weighted average 67% urban/33% rural)	\$ 3.51
Mileage (weighted average 67% urban/33% rural)	\$ 7.08
Supply Chain - Technology/QC/Admin, QC, & Insurance	\$ 12.60
Pressure test time (2 systems - 30 minutes each @\$32/HR)	\$ 32.00
Service Expediency Factor	
	\$ 237.19
Service	Radiant Winterization
Cost of materials (glycol, compressor, generator, maintenance)	\$ 74.00
Labor for service (assumes 2 people 3 hrs each @\$32/HR Laborer rate)	\$ 192.00
Window time (weighted average 67% urban/33% rural)	\$ 3.51
Mileage (weighted average 67% urban/33% rural)	\$ 7.08
Supply Chain - Technology/QC/Admin, QC, & Insurance	\$ 12.60
Pressure test time (2 systems - 30 minutes each @\$32/HR)	\$ 32.00
Service Expediency Factor	
	\$ 321.19

Next Steps

May 2023 – HUD Communication

June 2023 – Fannie Dialogue, Revisit with Freddie

Pre-Sale, & Possible HUD Mtg

Engage Servicers, MBA, Housing Policy Council



Questions?

2023 NAMFS Conference
