

# Loan Packaging Express

VOLUME 1 | ISSUE 3 | JULY 2019

## Keys to Homeownership



**Amy Beasley holds the keys to her new home!**

Amy Beasley came to the 502 Packaging program at Crossville Housing via personal referral. She had just come out of a very trying divorce, and she and her young daughter were looking for a place to call “home,” since the home they had lived in was in her ex’s name. She wanted to find a place where she could raise her daughter—a real community—and she wanted to keep her daughter

in the same school district, in order to limit the stress that she had already been through.

Ms. Beasley had income which qualified her for the 38 year loan term through USDA. She had been paying \$655 a month in rent—and knew she wanted to stay at, or below,

that price point. Once we received approval, Ms. Beasley chose Tina Isham-Jones to represent her as a buyer’s real estate agent. After one meeting, Ms. Beasley chose to purchase a new home, in a new community.

Ms. Beasley was a dream client! She always was prompt in gathering documents, and was always appreciative of those working on her behalf. Ms. Beasley and her daughter are excited to celebrate holidays and special occasions in their beautiful home!

As happy as Ms. Beasley is—she was even happier to find that her interest rate was actually lowered from 3.75% to 3.50%, when USDA lowered rates! Now, instead of paying \$655 a month to rent, she is paying \$531.38 a month, and building equity and wealth for her and her daughter! Amy Beasley truly is a USDA 502 Success Story!

### Stace Karge

Certified Packager with Crossville Housing in Crossville, TN

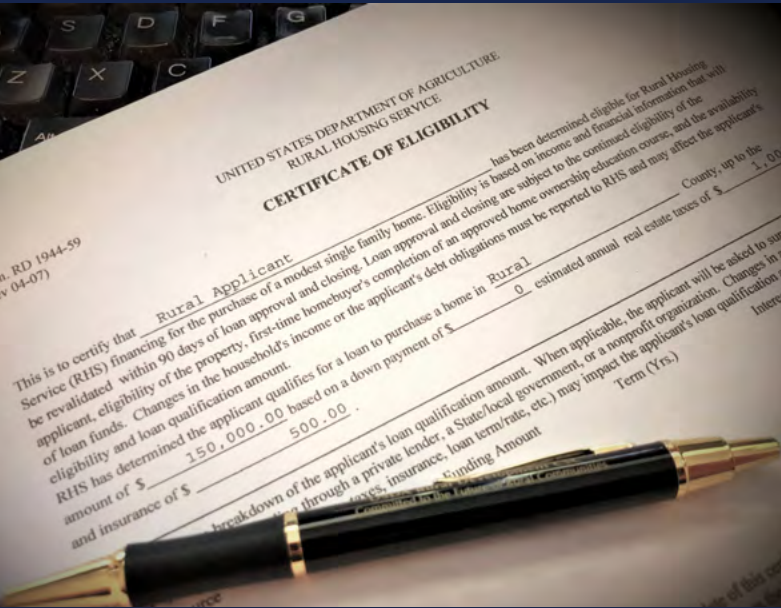


The USDA, Rural Development “Direct Loan Application Packagers” website: <https://www.rd.usda.gov/direct-loan-application-packagers> provides information related to upcoming certified loan application packager trainings, USDA program trainings, intermediary coverage map, resources, and more. Make sure to bookmark and visit the site often to check for updates!

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# Persistence Pays Off



Being a low income, single parent with 2 children made the idea of owning a home feel out of reach.

This new homeowner learned about the Rural Development (RD) 502 home purchase program and after speaking with a packager, felt that there was an opportunity for her to afford a home of her own, with her wages and existing

Section 8 voucher. It was important to this Vermont resident that she remain in the town in which she was renting an apartment, to ensure that she could provide stability for her children who were enrolled in the school system.

She starting working with her RD loan packager in October 2017, was issued her Certificate of Eligibility (COE) in November and began the process of finding the right home for her and her family. It can be very challenging to find a home in rural Vermont and after many months of looking, she was unable to find the home that best suited her needs and unfortunately her application was withdrawn.

However, she was not deterred and began the application process again with her RD loan packager. The process went smoothly, she was issued a second COE and was back out looking for a home. Fortunately, this time she was able to find a home that met her needs and she purchased her new home in October of 2018.

In this case it took persistence, strong motivation and an affordable loan program to bring this success across the finish line.

**Tara Brown**

Windham and Windsor Housing Trust

## It Runs in the Family

Emily closed her loan in 2018. She is the daughter of one of my clients whose loan closed in 2016 when Emily was still in high school. She saw her mother get a new home through the Rural Development (RD) 502 loan program and applied as soon as she was old enough. She was the most organized person I have ever worked with. Her mother taught her well! Now they are both homeowners!

Joseph closed his loan in 2018. He is the son of one of my clients whose loan closed in 2016. He watched as his father went through the process of getting a home and decided to try it as well. Now they are both homeowners! It's generational!

**Written by: Jamie Gross**

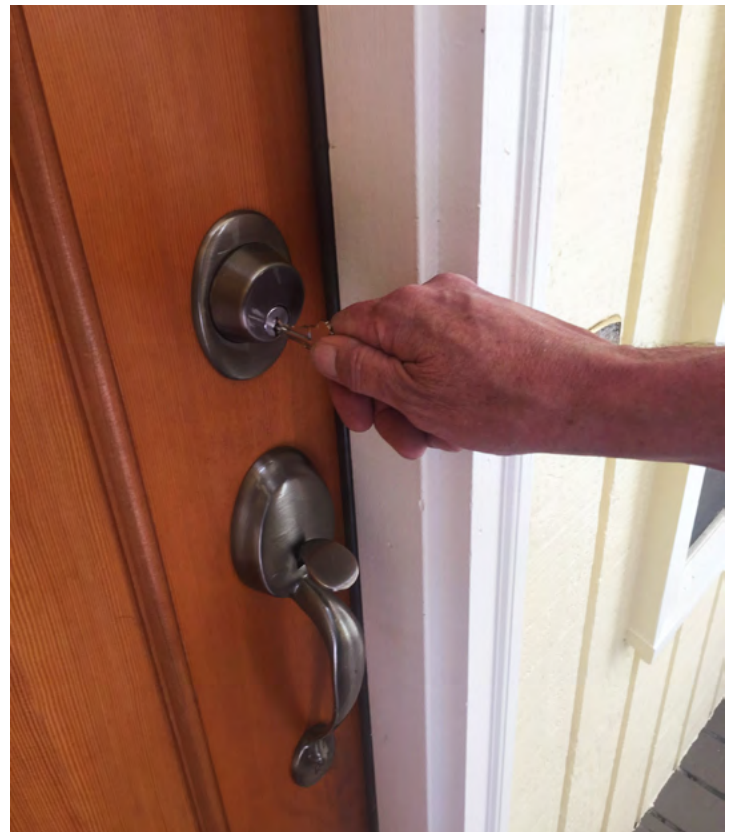
People Inc. of Virginia

**Submitted by: Jamie K Puckett**

JustChoice Lending – A division of Fahe  
Mortgage Loan Production Specialist

[jpuckett@fahe.org](mailto:jpuckett@fahe.org)

859.986.0677 ext. 2112





## Welcome New Intermediaries!

The following entities have recently been approved to serve as an intermediary:

- Community Works in West Virginia (serving WV)
- Virginia Housing Development Authority (serving VA)—the first State Housing Finance Agency approved to be an intermediary
- Housing Assistance Corporation (serving NC)—an existing 523 Self Help grantee, expanding their services

### Are you a nonprofit or State Housing Finance Agency considering becoming an intermediary?

We are looking for additional intermediaries, especially in the West, Midwest, Northeast, and states/territories with no intermediary present (Connecticut, Maine, Massachusetts, New Jersey, Rhode Island, and the Virgin Islands). If you have 5 or more years experience with the 502 Direct program, and are interested in providing quality assurance reviews for packagers, check out this webinar: [“How to Become an Intermediary”](#)

## Upcoming Confirmed Certified Loan Application Packager Trainings:



Monday, August 19 – Wednesday, August 21, 2019  
By NeighborWorks America in New Orleans, LA (course # LE210)

For additional information and to register, visit: [www.neighborworks.org](http://www.neighborworks.org)

## Sounds of Building Rural America

Across the country the sounds of excavation equipment, nail guns, and hammers are echoing through communities. Yes, these are the sounds of another home building season. The Self-Help housing program provides a great opportunity for many rural residents to experience these sounds to construct their own homes. Not only does this provide an opportunity to construct a home, but in many instances a community is built. Families work together to construct each other’s homes learning valuable skills while building a community. There are many great partners that play a role in this program. We would like to thank our packagers and Regional T&MA providers for the work they put into making this program successful. We are expecting many great stories throughout June (Homeownership Month) revolving around our Self-Help housing program. Through continually strengthening our relationships and collaborative efforts we expect to have another successful year in Self-Help housing.



While building a new home no doubt brings great joy, providing a family with necessary repairs also helps strengthen our rural communities. Section 504 repair loan and grant funds are readily available and can provide eligible families with those much-needed repairs.

We take great pleasure in introducing the 504 Pilot which launched on May 23, 2019. The pilot is intended to test the effectiveness of removing barriers to assist applicants in obtaining a Section 504 program loan or grant with greater ease. The states selected were of wide geographic range with a variety of production activities. High poverty areas, partnerships and locations impacted by natural disasters were also considered. The following twenty-one (21) states and territories were selected for the pilot:

- California
- Hawaii
- Illinois
- Indiana
- Iowa
- Kentucky
- Maine
- Michigan
- Mississippi
- New Jersey
- New Mexico
- New York
- North Carolina
- Oregon
- Pennsylvania
- Puerto Rico
- South Carolina
- Texas
- Tennessee
- Washington
- West Virginia

For more information on the pilot visit: <https://www.rd.usda.gov/files/RDUL-504PilotUL.pdf>

Your local RD staff, regional T&MA providers, and packagers are ready and willing to assist with any questions or training needs regarding Self-Help housing. We appreciate all that you do to bring these rural families the joy of homeownership. Looking forward to more great things happening through our Single-Family Housing Programs.

**Myron Wooden**  
Special Programs/New Initiatives Chief, USDA

# The Melody of HOME

Recently, I was asked to describe the loan application process to a research group well versed in conventional mortgages, but unfamiliar with the 502 direct program. Their questions revolved around one central refrain: What is “hard” about this work?

A chorus of challenges emerged. Yet, with each clarifying query, a countermelody played in my mind. On the one hand, the dissonance of the difficulties beat loudly; on the other, the melody of success rang true and clear.

And so, midway through the interview, I said: Before we continue discussing more of the difficulties, I need you to understand the results—the real people like:

- The single mom who wasn't sure what the difference was between a phillips and a flat head screwdriver, but who built a home for her and her three children through the Self Help program. Not only did she become a homebuilder who knows how to maintain her property, but her self confidence increased enough to enroll in college, earn her degree and embark on a new career.
- Countless low income families that a typical lender would never consider taking a risk on, who purchased their home, raised their children in the community and when it was time to send those kids to college, used their home's equity to finance that education.
- The deaf applicants who both worked full time but were unaware of the possibility of owning their own home. After applying and realizing they could build a new house, they incorporated accessibility features like blinking doorbell/ phone and specialized fire alarms. I will never forget their joy on the day they moved into an accessible home.
- The couple in their mid-70's who had rented apartments for their entire lives and never imagined they could be homeowners. On the day of loan closing, they received the key to their newly built home with tears in their eyes and mile-wide smiles!

- The widower who had shared 50+ years with his wife in a house they had made a home, raised their children in and which now needed repairs that he was no longer able to do himself. He was referred to RD by a packager and received assistance to repair the safety issues in his home so he could continue to live there, surrounded by his lifelong memories.
- Determined families who started with credit issues but worked diligently with credit counseling agencies, kept their eye on the prize, resolved their credit problems and eventually became homeowners.

Yes, the work is challenging. Some days it's nothing more than clanging symbols. But it is also extremely rewarding, and when the pieces come together, the harmony is unmistakable. Each of you has stories to tell which demonstrate how, when we work together, homeownership becomes a reality for those who never dreamed it possible. Make sure to tell your stories. You never know who might be encouraged to continue the work, who might be inspired to provide funding/additional partnership opportunities, or who might be motivated to apply to become a homeowner.

In celebration of the symphony you perform daily, I'd like to say THANK YOU to all of the individual “musicians” with Rural Development and partner agencies who work together to make homeownership a reality for households who thought the opportunity was out of their reach. Keep up the great work!

## Tammy Repine

SFH Finance and Loan Analyst, USDA

No one can whistle a symphony.

**Halford Luccock**

## Contact Us

Single Family Housing Direct Loan Programs USDA Rural Development



1400 Independence Ave. SW  
Mail Stop 0783  
Room 2211  
Washington, DC 20250



Phone: (202) 720-1474

Fax: (844) 496-7795

Email: [sfhdirectprogram@wdc.usda.gov](mailto:sfhdirectprogram@wdc.usda.gov)



[www.rd.usda.gov](http://www.rd.usda.gov)

[Single Family Housing](#)

[Direct Home Loan Program](#)

[RD Regulations and Guidance](#)



For coverage and contact information, please visit the [Single Family Housing Intermediary Map](#).