

## **USDA Lender Recertification**

Single Family Housing Guaranteed Loan Program



11/2024

# Thank you for your partnership!

Working together to empower individuals and families as they embark on their path to homeownership.

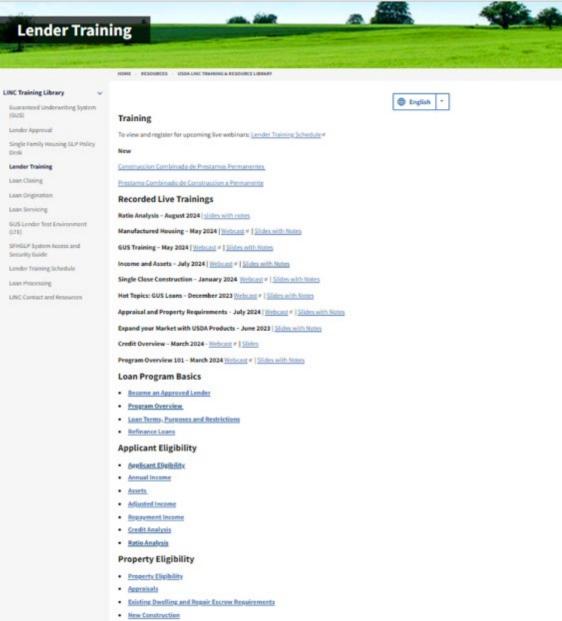
New to USDA's Single Family Housing Guaranteed Loan Program?

## **NEW LENDER** Training

**USDA LINC Training & Resource Library** 



#### SCAN ME



- Combination Construction to Permanent Loans
- Combination Construction to Permanent Loans: Rehabilitation and Repair
- Special Properties: Condominiums and PUDs

(GUS)

Desk

Loan Clesing

Loan Servicing

Security Guide

(LTE)

## HANDBOOK Updates

### Fiscal Year 2024 – Present

#### GovDelivery Updates

An archive of previously released email bulletins and program updates are outlined below. Stay connected with the latest information by <u>subscribing to our emails</u> <sup>at</sup>.

As the leaves turn, so do the opportunities! Dive into the exciting fall updates from USDA 10/27/2024 10:30 AM EDT

Stay informed and don't let homebuyers miss out...Get the scoop on USDA's latest handbook and policy updates! 10/22/2024 09:00 AM EDT

Obtaining a Payoff and/or Lien Release for a USDA Mortgage Recovery Advance 10/03/2024 03:30 PM EDT

Go

Fiscal Year 2025 SFH Guaranteed Funds Now Available! 10/02/2024 03:35 PM EDT

Reminder of Servicing Relief for Borrowers Impacted by Presidentially Declared Disaster (PDD) Areas 10/02/2024 11:06 AM EDT

#### W

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#### **Receive Email Updates**

enter email address...

#### Consolidated version (large document may take long to load)

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Chapter 19	Loss Claim - Collecting on the Guarantee

## HANDBOOK Updates

### Policy Desk

Allows lenders and stakeholders to provide valuable feedback on proposed policy changes for the Single Family Housing Guaranteed Loan Program.

USDA LINC	Training & Resource Libra	ary					
	HOME RESOURCES	ne de la completa de					
LINC Training Library Guaranteed Underwriting System (GUS)	·	English *					
Lender Approval Single Family Housing GLP Policy Desk	Loan Status     We are currently reviewing new loan applications and conditions received on or before 11 06 24.						
Lender Training Loan Closing							
Loan Origination	Lender Approval and Recertification	Lender Training					
Loan Servicing GUS Lender Test Environment (LTE)	Loan Origination	Loan Processing					
SFIIGUP System Access and Security Guide	Lean Closing Policy Desk	Loan Servicing Guaranteed Underwriting System (GUS)					
Lender Training Schedule							

ender Training Schedule oan Processing	<b>Proposed Policy Revisions Open for Commen</b>
INC Contact and Resources	Proposed Policy Revisions Open for Commen
INC CONTACT and Hesources	Chapter 2- Draft
	Chapter 2- Markup
	Chapter 6 Draft
	Chapter 6- Markup
	Chapter 12- Draft
	Chapter 12- Markup
	Chapter 13- Draft
	Chapter 13- Markup
	Appendix 2-Draft
	Appendix 2- Markup
	Appendix 3-Draft
	Appendix 3- Markup
	Appendix 7-Draft
	Appendix 7- Markup
	Stakeholder CommentForm =
	Archive of Previous Proposals
	Chapter 4: Lender Responsibilities - Draft
	Chapter 4: Lender Responsibilities - Markup
	Chaoter 5: Origination And Underwriting Overview - Draft
	Chapter 5: Origination And Underwriting Overview - Markup
	Chapter 8: Applicant Characteristics - Draft
	Chapter 8: Applicant Characteristics - Markup
	Chapter 9: Income Analysis - Draft
	Chapter 9: Income Analysis - Markup

# **Common Findings** Delaying Conditional Commitments

Missing Income Calculations

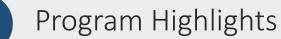
Missing Bank Statements Appraisal Reminders

Supporting Documentation Uploads



# AGENDA

3





Ratio Analysis Overview



Loan Overview



Property Requirements Overview



Applicant Eligibility Overview



Loan Submission Process & GUS Overview



Income & Assets Overview



Special Initiatives Overview



Credit Analysis Overview





# Program Highlights

## Homebuyer Benefits

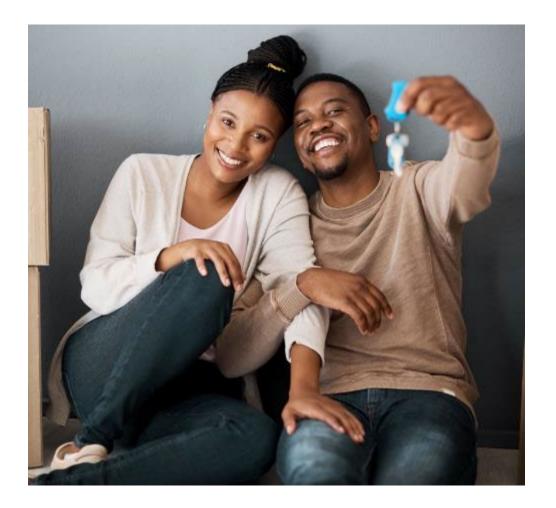
No down payment.

100% financing based on appraised value.

No specific minimum credit score requirement. Alternative credit option.

Not limited to first time homebuyers.

No maximum purchase price limits.



## Lender Benefits

Reduced risk with up to a 90% guarantee <u>and</u> premium pricing on the secondary market.

Credit towards Community Reinvestment Act (CRA) performance.

Streamlined documentation requirements with the use of the Guaranteed Underwriting System (GUS).

Online training modules and resources that are easy to navigate.

**Customer service**...we're always striving to be better for you!





# Loan Overview

## Low Loan Fees





#### Annual Fee. Current Fee is .35%.

Calculated based on average scheduled unpaid principal balance.



3.5%.

### Technology Fee. Current Fee is \$25.

This fee may be passed to borrower and can be included in loan amount.

**Upfront Guarantee Fee.** Current Fee is **1%** of Loan Amount.

Subject to change to maintain subsidy neutral program, but not to exceed

May finance with loan funds, personal funds, or seller commissions.

Program is not subsidized and is budget neutral; fully funded year round by program fees.

## Eligible Loan Purposes

### Acquire a Site and Dwelling

Loan funds may be used to purchase existing or build new. Reasonable and Customary Expenses

#### **Repairs and Rehab**

These closing costs may be paid for with loan funds. Seller contributions are limited to 6% of sales prices. May be financed when combined with purchase of home. Escrows allowed for repairs that don't affect the livability of the home. Refinance

May include "take out" construction financing or refinance of an existing Rural Development Direct or Guaranteed loan.

# **REFINANCE** Options

HB-1-3555, Chapter 6, Attachment 6-A Streamlined-Assist, Streamlined, and Non-Streamlined

https://www.rd.usda.gov/sites/default/files/rd-sfh-refinancematrix.pdf

REQUIREMENT	NON- STREAMLINED	STREAMLINED	STREAMLINED- ASSIST			
New Appraisal	Yes	Only for Direct 502 with 502 recapture subsidy				
Maximum Loan Amount	Up to the new appraised value plus the amount of the financed up-front guarantee fee and include: • Principal & interest balance • Eligible closing costs • Subsidy recapture	May include: • Princip balar • Eli • U f				
Net Tangible Benefit	No		SCAN ME			

#### Only loans financed or guaranteed by USDA are eligible.

Existing loan must have closed 12 months prior to the request for Conditional Commitment.

Fixed interest rate and 30-year term.

Borrower must meet applicable adjusted annual household income.

No cash out from collateral equity. Only reimbursement of borrower prepaid eligible closing costs and/or refund from escrow overage.

Borrowers must occupy the property.

Properties located in areas now deemed ineligible remain eligible for refinance.

Existing leveraged loans or subordinate liens must be paid in full or be subordinated.

# **REFINANCE** Options

HB-1-3555, Chapter 6, Attachment 6-A Streamlined-Assist is the most favored and effective choice!

#### **Manual File Submission Process**

To be used for loan types not supported by GUS

The following guidance provides a process for <u>manual file submissions</u> that will assist Rural Development in expediting loan application requests, while also protecting applicants' personal information.

Manual file submissions take a significant amount of Agency time to process. As a result, we feel it is important to collaborate with lenders to ensure applications are reviewed, and Conditional

Commitments issued, as quickly as possible. While we encourage le-Guaranteed Underwriting System (GUS), manual file submission supported in GUS, such as the Streamlined Assist Refinance

#### What Do I Need to Do?

To expedite manual file submissions, please follow t' directly into GUS, even though the file will <u>not</u> be a

#### STEP 1: Required GUS Entries

In GUS, the lender will enter, at a minimum, the fo

- a. "Eligibility" Page Enter the following data ).
  - Subject Property Address (Street)
  - Subject Property Address (City)
  - Subject Property Address (State)
  - Subject Property Address (County)



**Appraisal:** Streamlined-assist does not require a new appraisal unless the borrower has a USDA Direct loan with recapture subsidy due.

**Removing Borrowers:** Streamlined-assist only allows deceased borrowers to be removed. If a living borrower is looking to be removed from the loan, the remaining borrower must choose between the streamlined or non-streamlined options.

**Credit Review:** Streamlined-assist only requires verification there have been no defaults in the past 12 months. Streamlined and non-streamlined require no defaults in the previous 180 days <u>plus</u> a full credit review per Chapter 10 guidelines.

**Loan Amount:** All options allow refinancing of the principal and interest balance, eligible closing costs, and up front guarantee fee. If the borrower is looking to include subsidy recapture, the non-streamlined option would be required.

Loan Submission: All refinance loans are entered into GUS; however, a streamlined-assist is ineligible for a 'final' submission; follow the "Manual File Submission Job Aid" for step by step guidance.



# Applicant Eligibility Overview

## Retaining a Dwelling

1

Only <u>1</u> RD Loan

Not financially responsible for another Agency guaranteed or direct home loan



#### Financially Qualified

The applicant is financially qualified to own more than one house



#### Primary Residence

The applicant will occupy the home financed with the guaranteed loan as their primary residence



#### **No Longer Meets Needs**

The current home owned, whether adequate or inadequate, no longer meets the applicants' needs

#### **Examples:**

- Relocation due to a new job opportunity.
- Requires a larger home to provide for a growing family.
- Obtaining a divorce and the ex-spouse will retain the dwelling.
- Is a non-occupying co-owner or co-borrower on another mortgage loan and wants to purchase their own dwelling.

## Unable to Secure Conventional Credit



#### Assets

Has personal non-retirement liquid asset funds of at least 20%



#### Resources

Can pay all closing costs (plus the 20% down) associated with the loan



#### Ratios

Meets qualifying ratios of no more than 28% PITI and 36% TD when applying the 20% down payment



#### Credit

Demonstrates qualifying credit for such a loan



#### Loan Terms

Conventional loan is 30-year fixed rate loan without PMI

## UPDATE

#### Business Owner Applicants

Lender should closely review asset accounts to verify assets are <u>not transferred</u> between a *personal account* and a *business account* and vice versa.

## Not Having a Suspension or Debarment



**Suspended or Debarred** = *Not eligible* 



7 CFR 3555.151(g) and HB-1-3555, 8.2E



Lender must screen the applicant and parties to the transaction on the "System for Award Management" (SAM) website



Must be within 30 days of loan closing

Excluded by Non-Housing Federal Program

UPDATE

Applicants that have been <u>excluded</u> from a <u>non-housing</u> federal program continue to be eligible to participate in the SFHGLP, unless the individual <u>becomes suspended</u> <u>or debarred</u>.

	SAM, GOV					
	Home S	earch Data Bank Data Services Help				
		Exclusions An exclusion record identifies parties excluded from subcontracts, and certain types of Federal financia Exclusions are also referred to as suspensions and	l and non Financial assistance and benefits.	Federal Users Getting started for federal exclusions managers. Sign in to get started		
Sam.gov		Search Exclusions e.g. Smith, 123456789	Advanced Search	Go to Exclu	sions Federal home	
		Show active only				
		Get started searching exclusions		$\oplus$		
		Use exclusions advanced search			۲	
	Eligibility	Borrower Information Asset	ts and Liabilities Real Estate	Additional D	ata	More 🗸
	Additio	nal Data				
GUS "Additional Data"	Purchase is (P) Existing		Will a repair escrow account be established for repairs to be completed post-issuance of Loan Note Guarantee? (F) Yes No		System for Award Management (SAM) indicates a party to the transaction is debarred from business with the Feder government. (P) Yes No	
	Manage	ecked on System for Award ment (SAM) (P) 5/2021	Lender Name		USDA Assigned Brand	h Number

# Having Acceptable Citizenship or Immigration Status



The applicants must be a U.S. citizen, a U.S. non-citizen national, or a qualified alien.



Applicants are required to have a valid social security number and evidence of continued residency and income.



The <u>lender</u> is responsible for documenting the applicants' legal residency for all file submissions.



By submitting the request for a Conditional Commitment to the Agency, the lender represents and warrants that the applicant is legally present in the United States and meets the eligibility requirements. UPDATE

*Effective until* May 2, 2025

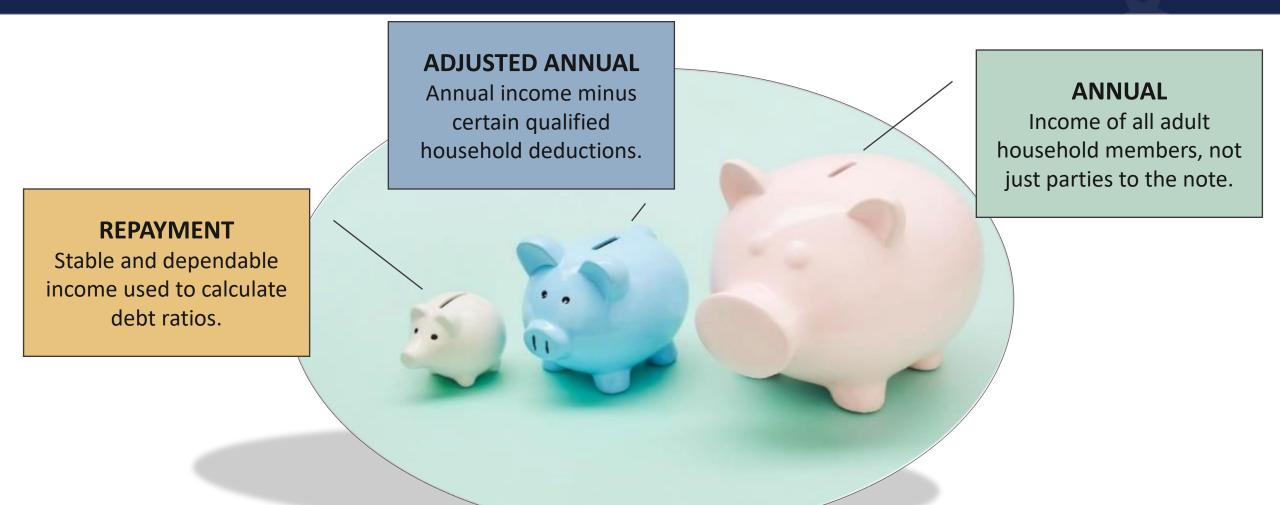
Non-US citizens with a valid SSN and valid Employment Authorization Document are eligible.

Utilization of SAVE is no longer required!



# Income Eligibility Overview

# Types of Income



## Income Limits USDA Eligibility Site https://eligibility.sc.egov.usda.gov/eligibility/welcomeAction.do



Fage 1 of 334

HB - 1 - 3555, Appendix	5								
		GUARANTEE	D HOUSING	PROGRAM IN	COME LINIT	s			
STATE : ALABAMA		ADJUSTED INCOME LIMITS							
	PROGRAM	1 PERSON	2 PERSON	3 PERSON	4 PERSON	5 PERSON	6 PERSON	7 PERSON	8 PERSON*
Anniston-Oxford-Jacksonv	Anniston-Oxford-Jacksonville, AL MSA								
	VERY LOW INCOME	34400	34400	34400	34400	45450	45450	45450	45450
	LOW INCOME	55050	55050	55050	55050	72650	72650	72650	72650
	MOD. INC-GUAR. LOAN	103500	103500	103500	103500	136600	136600	136600	136600
Auburn-Opelika, AL MSA									
	VERY LOW INCOME	43600	43600	43600	43600	57600	57600	57600	57600
	LOW INCOME	69750	69750	69750	69750	92050	92050	92050	92050
	MOD. INC-GUAR. LOAN	103500	103500	103500	103500	136600	136600	136600	136600
Birmingham-Hoover, AL MSA									
Birmingham-Hoover, AL HUD Metro FMR Area									
-	VERY LOW INCOME	42400	42400	42400	42400	56000	56000	56000	56000
	LOW INCOME	67850	67850	67850	67850	89550	89550	89550	89550
	MOD. INC-GUAR, LOAN	103500	103500	103500	103500	136600	136600	136600	136600
Chilton County M. MID									



Annual Income Overview

## **ANNUAL** Income





#### **Adult Full-Time Students**

(not the applicant, co-applicant, or spouse of an applicant)

Include first \$480 of earned income



#### **Applicant's Spouse**

 Include unless living apart for at least <u>3</u> months (*for reasons other than military or work assignment*), or court proceedings for divorce or legal separation have been commenced.

## Whose income is included?

All adult household members (including benefits received on behalf of minors).



#### **Currently Unemployed Adults**

• Include previous earnings <u>IF</u> seeking new employment.

## **ANNUAL** Income



## What income is included?

#### Anticipated income for next 12 months.

(This list is NOT inclusive. Refer to HB-1-3555, Chapter 9, Attachment 9-A for additional guidance.)

#### **Employee Pay**

 <u>GROSS</u> amount of base wages and salaries, OT pay, commissions, fee, tips, bonuses, housing allowances, & other compensations for personal services.

#### Self-Employed Income & Rental Income

- Self employed = 25% or greater ownership interest in a business.
- Use \$0 if there is a business or rental loss.

#### **Court Ordered Payments**

• Child support, alimony, & guardianship.

#### **Retirement & Pension**

• Include recurring payments.

#### **Government Benefits & Long Term Disability**

#### **Asset Income**

• Income from cumulative household nonretirement assets of \$50,000 or greater.

## **ANNUAL** Income



## What income is NOT included?

(This list is NOT inclusive. Refer to HB-1-3555, Chapter 9, Attachment 9-A for additional guidance.)

#### **Foster Income**

#### Live In Aides

Lump Sum or Sporadic Payments

**Medical Reimbursement** 

Mortgage Credit Certificate (MCC)

**Section 8 Housing Vouchers** 

**SNAP Benefits** 

Student Loans/GI Bill

**Unreimbursed Employee Expenses** 

# Adjusted Annual Income Overview

# ADJUSTED ANNUAL Income



## What are the allowable deductions?

(This list is NOT inclusive. Refer to HB-1-3555, Chapter 9, Attachment 9-A for additional guidance.)

#### **Dependent Deduction**

- \$480 per eligible dependent (at time of application).
- May include when there is shared custody.

#### **Verified Childcare Expenses**

- For children 12 & under.
- Anticipated amount for next 12 months.

#### **Disability Expenses**

• Amount that exceeds 3% of annual income.

#### **Elderly Deduction**

- Applicant or co-applicant is 62 or older.
- <u>1</u> \$400 deduction per household.

#### **Unreimbursed Medical Expenses**

- For elderly or disabled households only.
- Amount that exceed 3% of annual income.

Repayment Income Overview

## **REPAYMENT** Income



## Whose income is included?

Include stable and dependable income of parties to the note only.

#### Must be documented.

Must be evidence to support the historical receipt of earnings.

Must continue for at least 3 years into the mortgage.

Use caution when there is a sharp (20% or greater) variance in income.

May gross up non-taxable income by 25%.

## **REPAYMENT** Income



## What is the required history?

(This list is NOT inclusive. Refer to HB-1-3555, Chapter 9, Attachment 9-A for additional guidance.)

#### 6 Months:

 Court Ordered Child Support, Separate Maintenance/Alimony, Trust Income, & Worker's Comp

#### **1 Year History:**

Base Wages, Bonus, Commission, Employee
 Fringe Benefits, Military, Overtime, Secondary
 Employment, Tips, & Voluntary Child Support

#### 2 Year History:

 Auto Allowance, Capital Gains, Depreciation/Depletion, Dividends, Expense Allowance, Interest, Rental Income, Schedule K-1, Seasonal, Self-Employment, Unemployment

#### Ineligible:

 Boarder Income, Foster Income, GI Bill, Live In Aides, Medical Reimbursements, Non-Occupant Borrower, SNAP Benefits, & Student Loans.

## **REPAYMENT** Income



## What income is NOT included?

(This list is NOT inclusive. Refer to HB-1-3555, Chapter 9, Attachment 9-A for additional guidance.)

#### **Foster Care**

• Payments for the care of foster children or adults.

#### **Lump Sum Payments**

 Such as inheritances, capital gains, insurance payments and personal or property settlements.

#### **Reimbursement of Medical Expenses**

 Amounts received specifically for, or in reimbursement of the cost of medical expenses for any family member.

#### **SNAP Benefits**

#### **Student Financial Aid**

 Any aid received by household members for tuition, fees, books, equipment, materials, and transportation.

#### **Unreliable Income**

 Temporary, nonrecurring, or sporadic income (including gifts).

# Income Verification & Documentation Requirements

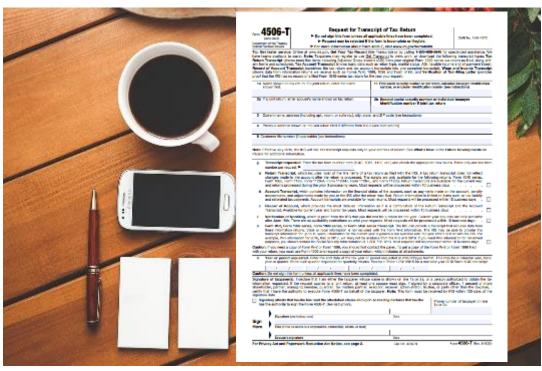


Since the income calculation pages were removed from Form RD 3555-21, lenders are no longer required to document adjusted annual income, annual income, and repayment income calculations.



- Lenders are still required to document adjusted, annual and repayment income calculations in their permanent loan file.
- Lenders may utilize Attachment 9-B, Form 1008, or an equivalent.
- Submission of the lender's calculations is only required on manual submissions, and GUS Refer, Refer with Caution, and Accept with Full Documentation recommendations.

## **IRS** Transcripts



### Who are they required for?

All adult household members (except full-time students).

#### Purpose

Provide a quality control measure to ensure all income and asset earnings reported to the IRS have been disclosed to the lender.

#### **Documentation Requirements**

- Lenders must obtain and review the transcripts prior to loan closing and retain them in their permanent loan file.
- Tax transcripts not received prior to closing will not delay the loan closing, but are still required to be obtained and retained in the lender's permanent loan file.

#### **Undisclosed Income**

 Previously unknown/undisclosed income or asset sources that are identified by the transcripts will require additional review by the lender and may render a loan file ineligible.

## **INCOME** Review

HB-1-3555, Chapter 9, Attachment 9-A Double check your income calculations, avoid processing delays!

Refer to applicable column for income type.

GUS does not determine stable and dependable income. The underwriter does.

Incorrect data entries will render the underwriting recommendation as invalid.

Income an	d Documentation Matrix						
Income guidance	: 7 CFR 3555, Sections 3555.152(a) and (b)						
to use sound judgment to make an accurate a may apply under 7 CFR 3555.152(b)(5) and							
	rations for Income Calculations						
Lenders must verify the income for each adult household member for the previous 2 years. Annual and adjusted annual income calculations must include all eligible income sources from all adult household members, not just parties to the loan note.							
Annual income is calculated for the ensuing 12 months, based on income verifications, documentation, and household composition.							
Include only the first \$480 of earned income from adult full-time students who are not the applicants, or a spouse of an applicants in annual and adjusted annual income.							
Income from assets that meet the criteria of Section 9.4 must be included in annual and adjusted annual income.							
Repayment income calculations include the income sources of the applicants who will be parties to the note that meet the minimum required history identified in this matrix <u>and</u> have been determined to be stable and dependable income by the approved lender.							
	sed in repayment income calculations must be confirmed to continue a minimum of three years into						
	rossed up 25 percent for repayment income. digible documentation. Every item listed is not required unless						
otherwise stated. Lenders must obtain a income calculations.	nd maintain document et a supporting the lender's						
otherwise stated. Lenders must obtain a income calculations. Income Type Annual Inc Adoption Assistance If the income	nd maintain document et supporting the lender's						
otherwise stated. Lenders must obtain a income calculations. Income Type Annual Inc	nd maintain document supporting the lender's ome will' 27						

HR-1-3554

## **INCOME** Calculations

Attachment 9-B, Underwriting Transmittal Summary, or Similar Form

REMINDER: Income worksheet was removed from the 3555-21 but calculations are still required.

Lender must document and retain income calculations for all adult household members.

Do <u>not</u> submit to USDA for GUS "Accept" loans but retain in case file.

ender Instructions: Determine eligib ocumenting all sources/types of incon table and dependable, utilized to repay	ble househol ne for all ho y the loan.	ld income for the S usehold members.	Single-Family Housi Qualify the loan by	ing Guaranteed Loan Pr documenting all source	rogram (SFHGLP) by so/types of income that is
Identify all Household Members	Age	Full-time Student Y/N?	Disabled Y/N?	Receive Income Y/N?	Source of Income
NNUAL INCOME CALCULATIO nd HB-1-3555, Chapter 9. Website for instruc				ll adult household members	as described in 7 CFR 3555.152(b)
trust income, etc.). Calculate and record ha Co-Applicant (Wages, salary, self-employee disability, trust income, etc.) Calculate and	w the calculat d, commission,	ion of each income sou	urce/type was determined	on/retirement, social security; l in the space below.	, disability,
. Co-Applicant (Wages, salary, self-employee disability, trust income, etc.) Calculate and	w the calculat d, commission, i record how th Automobile Alli	overtime, bonus, tips, a e calculation of each i	urce/type was determined		, disability,
<ol> <li>Co-Applicant (Wages, salary, self-employee disability, trust income, etc.) Calculate and</li> <li>Additional Income to Primary Income ()</li> </ol>	w the calculat d, commission, i record how th Automobile All te and record h	overtime, bonus, tips, e calculation of each it owance, Mr ow the cal	urce/type was determined		

HB-1-3555 Attachment 9-B Page 1 of 3

## Show Me the Math!

•

# Annual Income based on Hrly Rate at 40hr/wk + YTD OT Avg

Annual Income: \$32.50 x 40 hrs = \$1,300 x 52 = \$67,500 YTD OT 7500/5.4 mos = \$1,388.88 x 12 = \$16,666.67 + hrly \$67,500 = \$84,166.67 .

Co Applicant:

WORKSHEET FOR DOCUMENTING ELIGIBLE HOUSEHOLD AND REPAYMENT INCOME

Lender Instructions: Determine eligible household income for the Single-Family Housing Guaranteed Loan Program (SFHGLP) by documenting all sources/types of income for all household members. Qualify the loan by documenting all sources/types of income that is stable and dependable, utilized to repay the loan.

Identify all Household Members	Age	Full-time Student Y/N?	Disabled Y/N?	Receive Income Y/N?	Source of Income
		[			
	+		+	+	
	<u> </u>				
	+	<u> </u>	+		
	$\square$				
ANNUAL INCOME CALCULATIO	N (Consid	ler anticipated income for	the next 12 months for a	all adult household members	as described in 7 CFR 3555.152(b)
and HB-1-3555, Chapter 9. Website for instruct	tions: <u>https</u>	://www.rd.usda.gov/resour	rces/directives)		
<ol> <li>Applicant (Wages, salary, self-employed, con- trust income, etc.). Calculate and record how</li> </ol>					v, disability,
<ol> <li>Co-Applicant (Wages, salary, self-employed disability, trust income, etc.) Calculate and</li> </ol>					
<ol> <li>Additional Income to Primary Income (A Employment, Unemployment, etc.). Calculate</li> </ol>					
<ol> <li>Additional Adult Household Member (s) Additional Income to Primary Employment, ( determined in the space below.</li> </ol>					
5. Income from Assets (Income from househo income source/type was determined in the spo		described in HB-1-3555,	Chapter 9). Calculate an	nd record how the calculation	n of each
			<ol> <li>Annual Hous (Total I through)</li> </ol>	sehold Income 5)	

(03-09-16) SPECIAL PN Revised (01-09-23) PN 573

Assets Overview



If an applicant does not need funds to close, assets must still be verified.



- Assets must be verified whether they are required for funds to close or not.
- Assets may affect income eligibility (Chapter 9) and applicant eligibility (Chapter 8).

## **ASSET** Income

=



### When do you calculate asset income?

Include income from cumulative household *nonretirement* assets of \$50,000 or greater.

#### **Assets with Actual Earnings**

• Use the stated rate of interest.

#### Assets with <u>NO</u> Actual Earnings

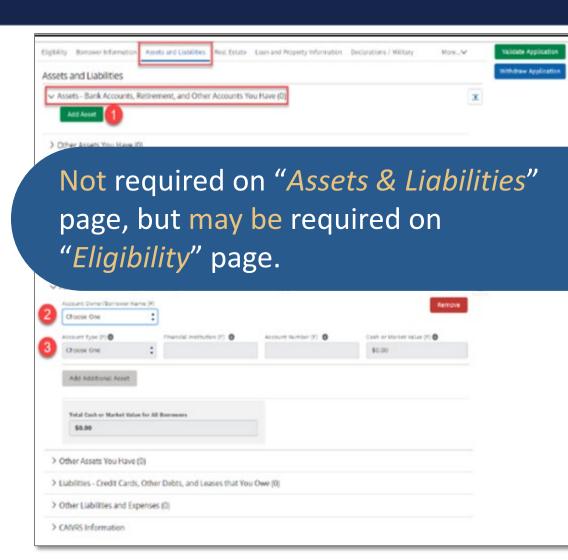


#### Prior to Calculating Income from Assets

- Deduct any funds utilized for down payment, closing costs, pre-paids, etc. in the home purchase transaction.
- If total is now less than \$50,000, asset income is not required to be included.

### Asset Verification

You may not have to enter them...but you have to verify them!



WORKSHEET FOR DO	CUME	NTING ELIGIBI	LE HOUSEHO	LD AND REPAYN	IENT INCOME
Lender Instructions: Determine elig documenting all sources/hepes of inci- stable and dependable utilized to rep:	ible house	shold income for the a	Single-Family Hous Oualify the loan b	ing Guaranteed Loan P. documenting all source	rogram (SFHGLP) by es/type of income that
stable and dependable utilized to repo	y the loar	L	denni in unite		
Identify all Household Members	Age	Full-time Student Y/N?	Disabled Y/N?	Receive Income Y/N?	Source of Incom
	-				
	-				
ANNUAL INCOME CALCULATH and HB-1-3335 Chapter 9, Website for instru					ar described in 7 CFR 35

**Always required to verify**. Calculation required if cumulative household total exceeds \$50,000.

<ol> <li>Income from Assets theore from boundwid assets as described in HB-1-2233. Chapter 59. Calculate and record how the calculation of each because source/type new determined to the space below.</li> </ol>	
6. Annual Household Income (Tetal Litrospi.5)	

## Asset Inflation

#### Accuracy matters!

Invalid GUS underwriting recommendations

Inaccurate annual income calculation

Potential fraud



## Calculating Income from Assets - Example



Checking account (non-interest bearing): \$17,000 Savings account (.25% interest): \$24,000 Certificate of Deposit (3% interest): \$15,000 Total Assets: \$56,000 <u>less</u> \$5,000 from checking used to purchase the home Remaining Assets = \$51,000

### Calculating Interest on Assets - Example



Checking:  $$17,000 - $5,000 = $12,000 \times .25\% = $30$ Savings:  $$25,000 \times .25\% = $62.50$ CD:  $$15,000 \times 3\% = $450$ Asset Calculation: 30 + 62.50 + 450 = \$542.50Include \$542.50 in annual income calculation

### Assets...Which do I use?



December Ending Balance: \$4,354.53 January Current Balance: \$4,534.32

Use this amount

**REMINDER**: Transaction Histories are <u>not</u> a substitute for Bank Statements in order to verify assets.



# Credit Eligibility Overview

## Credit Eligibility Requirements



### Underwriting Recommendation

Credit requirements vary for loans underwritten with the assistance of the GUS compared to those that are manually underwritten.



#### Lender Overlays

Lenders and investors may impose overlays such as minimum credit score requirements.



### Lender Responsibility

It is the lender's responsibility to determine the creditworthiness of their applicant. USDA does not underwrite loans.



### Adverse Credit

In some cases of adverse credit, the lender's underwriter can grant credit exceptions.

### Credit Exceptions Lender Cannot Waive

**Delinquent Court Ordered Child Support:** <u>Subject to</u> the collection by an administrative offset.

 Ineligible unless payments are brought current or released of liability. **Delinquent Court Ordered Child Support:** <u>Not subject</u> <u>to</u> the collection by an administrative offset.

Ineligible unless 3 timely payments of repayment agreement have been made, arrearage is PIF, or released of liability.



 Applicants with delinquent Federal nontax debt are ineligible until the debt is paid in full or a release of liability is documented.



#### **Previous USDA Loss**

 Only a Rural Development official may grant this exception. The applicant and lender must provide a letter of explanation and supporting documentation as required in Attachment 10-A.

## **CREDIT SCORE** Validation



### When is it required?

=

Refer to your GUS Underwriting Recommendation & GUS Findings Report

#### GUS "Accept":

• No credit score validation required

#### GUS "Refer", "Refer w/Caution", and Manually Underwritten Files:

 At least one applicant whose income or assets are used for qualification must have at least 2 historical trade line references

# No eligible tradelines on the credit report:

Non-traditional credit must be verified.

## **COLLECTION** Accounts

=



### When must a payment be included?

Refer to your GUS Underwriting Recommendation & GUS Findings Report

If the cumulative total of all nonmedical collections <u>exceeds \$2000</u>, the lender must:

Require payment in full of these accounts prior to closing;

Use an existing repayment agreement amount; **OR** 

Include 5% of the outstanding balance.

All <u>open collection accounts</u> must be listed on the GUS 'Liabilities' page.

Not required to be paid in full: Select 'Omit'; provide explanation.

Repayment agreement: Include ACTUAL specified monthly payment.

## **RENT** History

F



### When must it be obtained?

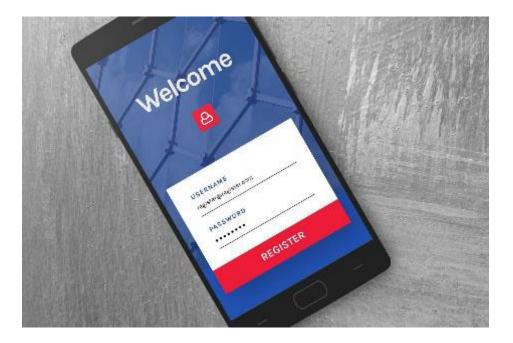
Refer to your GUS Underwriting Recommendation & GUS Findings Report

## GUS "Accept" File:No verification of rent or mortgage required.

#### GUS "Refer", "Refer with Caution", or Manually Underwritten:

May require a verification of rent or mortgage.
 Refer to GUS Underwriting Findings Report.

## **NON-TRADITIONAL** Credit



### How many tradelines are required?

Refer to your GUS Underwriting Recommendation & GUS Findings Report

#### **No Present Housing Expense:**

• 3 tradelines

#### **Present Housing Expense:**

• 2 tradelines (VOR or housing payment verification plus 1 additional trade line)

#### **Tradeline History:**

- May be open, recently closed and/or paid in full (recent = 6 months)
- Must have 12-month history

#### **UPDATE**

 Monthly subscription services, gym memberships, etc. may now be considered as an eligible source.

## **CREDIT** Review

HB-1-3555, Chapter 10, Attachment 10-A

#### Refer to GUS Findings Report.

Ensure documentation supports underwriting decision.

Incorrect data entries will render the underwriting recommendation as invalid.

#### HB-1-3555 Attachment 10-A Page 1 of 20 **ATTACHMENT 10-A** CREDIT MATRIX Credit guidance: 3555.151(i) CONSIDERATIONS FOR CREDIT ANALYSIS ALL GUARANTEED LOANS: If the lender is aware of any potential derogatory or contradictory information that is not part of the data submitted to GUS, or if there is any erroneous information in the data submitted to GUS, the loan must be manually downgraded. CREDIT ALERT VERIFICATION REPORTING SYSTEM (CAIVRS) CAIVRS is a Federal government wide repository to file and report delinquent and/or defaulted claims on individuals that were paid on their behalf. CAIVRS may return the following results: • A: Approved by CAIVRS (no issues exist) B: Multiple cases from one or more Federal agencies • C: Claim filed • D: Default on loan • F: Foreclosure of loan • J: Judgment filed An "A" response is the only acceptable resv n. CAIVRS in GUS: GUS will automatically retrieve the Information application page is sav "A" response, the lender must obta This documentation must be upload GUS application to USDA. The CA USDA will retrieve and confirm an Agency's internal Guaranteed Loan S • If the CAIVRS system is unavailable a Information Application page, the user 1. SCAN ME accessing the GUS Assets and Liabilities enders can select the HUD CAIVRS hyperlink to ac **VRS** number retrieved in this manner must be manual. **AS** Number block.



# Ratio Analysis Overview



Applicants are considered to have repayment ability if their proposed monthly housing expense does not exceed <u>29%</u> of their repayment income.



As of August 5, applicants are considered to have repayment ability if their proposed monthly housing expense does not exceed **34%** of their repayment income.



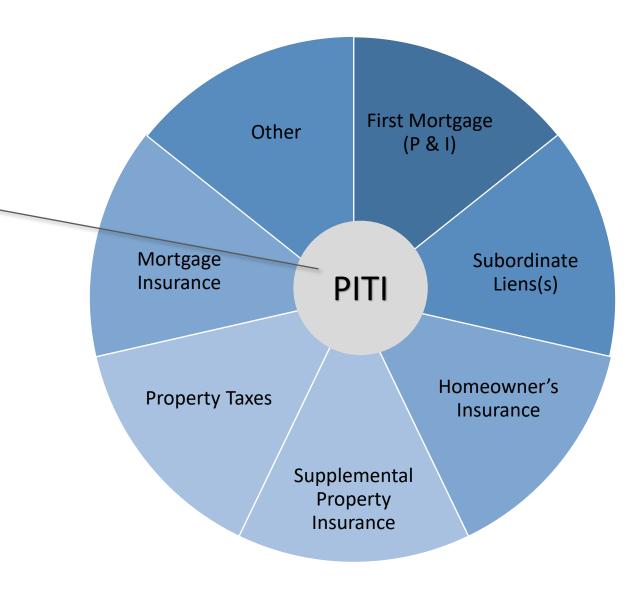
Afterpay accounts should be treated like an installment debt.



- These accounts are growing in popularity and USDA is seeing an increase in Afterpay accounts on the bank statements received.
- Afterpay accounts should be treated like an installment debt.
- Documentation for the debt should be obtained, it should be entered in GUS as an installment liability and omitted if it meets the requirements of Handbook 3555, Chapter 11.

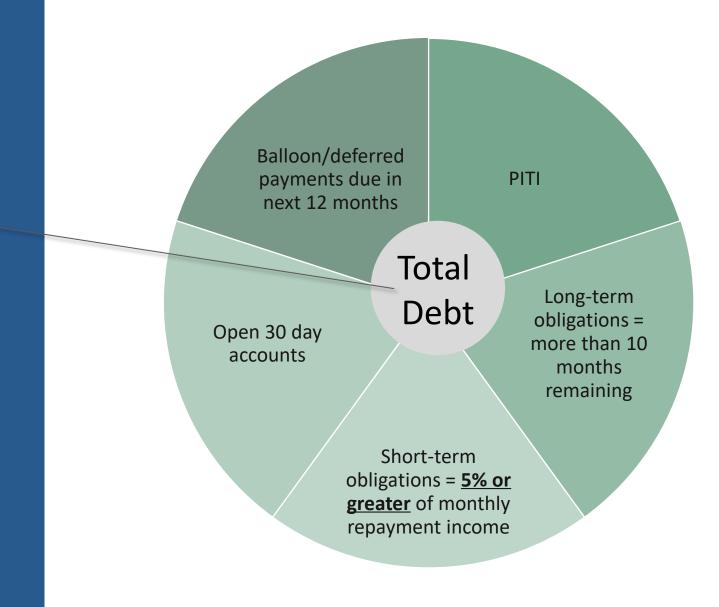
## PITI











### Liability Considerations

### Omitting Liabilities

If omitting a liability, make sure you double check and verify that it <u>doesn't exceed 5%</u> of the applicant's repayment income.

### Court Ordered Debts

Must include a payment unless applicant has been <u>released of liability.</u>

#### OR

10 or less months remaining <u>IF</u> payment does not exceed 5% of monthly repayment income.

### Student Loans

Regardless of payment status...

**Payment amount is above 0** = Use the payment amount reported on the credit report or the actual documented payment.

**Payment amount is 0** = Use One half percent of the outstanding loan balance documented on the credit report or creditor verification.

### NPS Debts

The debts of a nonpurchasing spouse must be included unless excluded by state law.

The lender must cite the specific state statute in the permanent case file and confirm state laws are met.

# Debt Ratio Waivers

Purchase Transactions – Ratios

### TOTAL DEBT RATIO

May exceed

Strong compensating factors to support higher repayment ability.

### PITI RATIO

May NOT exceed 34%

No waivers are permitted to increase the PITI ratio above 34% for purchase transactions.



### Debt Ratio Waivers Purchase Transactions – File Types

GUS "Accept" and "Accept Full Documentation"

Do <u>NOT</u> require debt ratio waivers. File Type

GUS "Refer", "Refer with Caution" and Loans not supported by GUS Lender must document eligible compensating factors to support a debt ratio waiver.

### Debt Ratio Waivers Purchase Transactions – Required Conditions



PITI ratio cannot exceed 34% 2

Total debt ratio cannot exceed <u>44%</u> <u>Validated</u> credit score of ALL applicants must be **680 or greater** 



1 acceptable compensating factor must be present

### Debt Ratio Waivers Purchase Transactions – Compensating Factors

Accumulated Savings or Cash Reserves Available Post Loan Closing • Equal to or greater than <u>3</u> months of PITI payments. Cash on hand is not eligible.

Employment

• <u>ALL</u> applicants have been continuously employed with their current primary employer for a minimum of <u>2</u> years. Social Security benefits or retirement income may be considered. Self-employment is not eligible.

**Proposed PITI** 

 Does not exceed the applicant's current verified housing expense by more than <u>\$100</u> or <u>5%</u>, whichever is less, for the 12-month period preceding loan application. No more than one 30 day late allowed.

**Energy Efficient Home** 

 Subject property is an energy efficient home based on the International Energy Conservation Code (IECC) standards. Lender is responsible for verifying and documenting evidence in permanent loan file.

### Debt Ratio Waivers Refinance Transactions – File Types

GUS "Accept" and "Accept Full Documentation"

Do <u>NOT</u> require debt ratio waivers. Supporting documentation must be submitted to the

agency.

GUS "Refer", "Refer with Caution" and Loans not supported by GUS "Streamlined-Assist"

Do not require debt ratio calculations, therefore, no debt ratio waiver is required.

### Debt Ratio Waivers Refinance Transactions – Compensating Factors

Credit Score	<ul> <li>Validated credit score of 680 or higher for all applicants.</li> </ul>
Accumulated Savings or Cash Reserves Available Post Loan Closing	<ul> <li>Equal to or greater than <u>3</u> months of PITI payments. Cash on hand is not eligible.</li> </ul>
Employment	<ul> <li>Continuous employment with the current primary employer.</li> </ul>
Proposed PITI	<ul> <li>Does not exceed the borrower's current verified mortgage payment by more than <u>\$100</u> or <u>5%</u>, whichever is less, for the 12-month period preceding loan application.</li> </ul>
Energy Efficient Home	<ul> <li>Subject property is an energy efficient home based on the International Energy Conservation Code (IECC) standards. Lender is responsible for verifying and documenting evidence in permanent loan file. (<i>HB-1-3555, Chapter 11</i>)</li> </ul>

## RATIO ANALYSIS Review

HB-1-3555, Chapter 11

#### Refer to GUS Findings Report.

Ensure documentation supports underwriting decision.

Incorrect data entries will render the underwriting recommendation as invalid.

HB-1-3555

#### **CHAPTER 11: RATIO ANALYSIS**

#### 11.1 INTRODUCTION

Ratio calculations are used to determine if the applicants' repayment income can reasonably be expected to meet the anticipated monthly housing expense and total monthly obligations involved in homeownership. The Agency has established standards for principal, interest, taxes, and insurance (PITI) and total debt (TD) ratios; however in some instances, there is flexibility to apply these standards when valid compensating factors are present.

#### 11.2 THE RATIOS [7 CFR 3555.151(h)(1)(i)]

Ratios are calculated by utilizing the repayment income, as determined by the lender in Chapter 9, Section 2 of this Handbook. To qualify for a guarantee, borrowers must meet the Agency's standards for both the PITI and TD ratios.

#### A. The PITI Ratio





## Property Requirements Overview

### Expand Your Market



### More than

92%

US Landmass is Eligible!

## Property Eligibility: USDA Eligibility Site

https://eligibility.sc.egov.usda.gov/eligibility/welcomeAction.do

United States Department of Agrica Rural Development	liture				
Home Tutorials					
Single Family Housing Guaranteed	Single Family Housing Direct	Multi-Family Housing	Rural Business	OneRD Guarantee Loan	Water and Environmental Guarante (Part of the OneRd Guarantee Loan
Community Facilities Guaranteed (Part of the OneRd Guarantee Loan	Initiative)				
Property Eligibility Previous Elig	ibility Areas Income Eligibility	Income Limits Loa	an Basics		
Find Your Address	G0!	<b>S</b>			
on	Wahpeton Fergus Falls	INESOTA			Forest
Ellendale	isseton I.R.	Little Falls	( John	Hayward Lac Courte Oreilles	Iron Mountai
Aberdeen		St Cloud	4.	Ladysmith	Rhinelander
Gett;=urg	Benson Wil	Imar Minnenglie	dis	y 🔽	Sur Mar
Redfield Clark	Watertown Municipation	Minneapolis	St Paul Menomonie	- thirden	Wausau Menominee I.R.

## Property Eligibility: USDA Eligibility Site

https://eligibility.sc.egov.usda.gov/eligibility/welcomeAction.do

USDA United States Department of Agriculture Rural Development	United States Department of Agriculture Rural Development
Home Tutorials	Home Tutorials
Single Family Housing Guaranteed Single Family Housing Direct Multi-Family Ho	Single Family Housing Guaranteed Single Family Housing Direct Multi-Family House
Property Eligibility Previous Eligibility Areas Income Eligibility Income Limits	Property Eligibility Previous Eligibility Areas Income Eligibility Income Limits
S417 Clems Way Stevens Point WI 54482 GO!	Q 390 Red Cedar Street Menomonie WI 54751 GO!
66	B Rusk Rusk
Dint M in St Park Ridge Old Highway 10 E US Highway:	Menomonie Municipal Airport 390 Red Cedar St Menomodie
Rose Rase County Road HH HH	SCAN ME (e 2) Stout Rd (in an eligible area.

## Property Eligibility



### Property and Site Requirements



Site Size

 No specific limitation to size/acreage of site



Income Producing Buildings

 Income producing buildings are prohibited



Accessory Dwelling Unit

 Does not automatically render property ineligible



Income Producing Land

 Income producing land is prohibited



#### **Multiple Parcels**

 Allowable if contiguous, covered by lien in entirety, and only 1 dwelling

Residential in use, character, and design. Typical for the area.

### Required Inspections

HUD Handbook 4000.1 MPR and MPS

## **<u>1</u>** Inspection...That's it!

No additional inspections required by USDA unless required by the lender, appraiser, inspector, or state law.

NOTE: A safe water test is always required for properties with a private well.

## **PROPERTY** Review

HB-1-3555, Chapter 12

#### Refer to GUS Findings Report.

Ensure documentation supports underwriting decision.

Incorrect data entries will render the underwriting recommendation as invalid. HB-1-3555

#### **CHAPTER 12: PROPERTY AND APPRAISAL** REQUIREMENTS

#### **12.1 INTRODUCTION**

Lenders must ensure the property to be purchased is eligible for the Single Family Housing Guaranteed Loan Program (SFHGLP). The Agency's minimum property requirements serve to protect the borrower's interest, minimize the lender's loss, and reduce the potential risk to the government in the event of liquidation. It is the lender's responsibility to ensure that the property meets the Agency's standards.

#### SECTION 1: UNDERWRITING THE PROPERTY [7 CFR 3555.201]

#### 12.2 OVERVIEW

The lender must ensure the subject property meets the Agency's site guidelines. In particular, sites must be located in eligible rural areas; meet community standards regarding utilities, including water and wastewater <sup>4</sup> road access and maintenance requirements; and contain o" nued marketability of the home. This section ad

#### **RURAL AREA DESIGNATION [7** 12.3

Only loans secured by propert are eligible to receive a loan guar how lenders are notified of chan in which loans for properties in guarantee.

#### A. Rural Area Definition

An area's rural designation is result of periodic review or after the conducts reviews every five years to SCAN ME experiencing rapid growth, and in eligi-Areas (MSAs), reviews take place every u. least 30 days before the date of the final deter an adequate chance to comment. Refer to section ... ... HB-1-3550 Chapter 5, for additional information regarding rural area usignations.

parties



# Guaranteed Underwriting System (GUS) & Loan Submission Process Overview

### FACT OR FICTION



I want to make sure USDA has all the documentation we used in making our underwriting decision so it's ok to upload our entire case file in GUS.

## FACT OR FICTION



# Upload what we need and set aside what we can do without!

Lenders sometimes upload an entire file to USDA, even if the documents are not listed in the Attachment 15-A Checklist. This makes our review slower because we have to go through extra papers to find what we need. We also notice that some documents needed for Attachment 15-A are missing.

Please check the GUS findings report carefully and send the necessary documents according to the 15-A Checklist.

When you finish a GUS Final Submit, <u>be ready to upload</u> the required documents to prevent delays in USDA's review.

### Utilizing GUS Guaranteed Underwriting System

All qualifying loans must go through GUS!

Developed to automate process of credit risk evaluation of the SFHGLP.

GUS compliments but does not replace the judgement of experienced underwriters.

Incorporates a modified version of the Federal Housing Administration TOTAL score card.

GUS is not designed to evaluate the dependability of repayment income.



## Understanding Submission Types

#### ACCEPT

- Review "GUS Findings Report".
- Refer to "Loan Origination Checklist" (Attachment 15-A) for Accept Loans.
- Upload documents via the GUS in stacking order.
- Find the checklist in the LINC Library.

## ACCEPT with FULL DOCUMENTATION

- Review "GUS Findings Report".
- Refer to "Loan Origination Checklist" for Manually Underwritten Loans. Not all documents will be applicable.
- Upload documents via the GUS in stacking order.

#### REFER and REFER with CAUTION

- Review "GUS Findings Report".
- Not a reason to deny the loan, it needs further review.
- Refer to "Loan Origination Checklist" for Manually Underwritten Loans.
- Upload documents via the GUS in stacking order. No need to email anything!

## **ACCEPT** Recommendation

### Upload the following:

- Uniform Residential Appraisal Report (URAR)
- Standard Flood Hazard Determination
- Form RD 3555-21, "Request for Single Family Housing Loan Guarantee" (filled out completely and accurately)
- Non-Purchasing Spouse Credit Report (as applicable)
- Mortgage Payoff Statement for a Refinance (as applicable)

	ATTACHM	ENT 15-A		
		Gua	ranteed Rural Housing	USDA
		Lo	an Origination Checklist	
Lender Instructions: Submit the id identified documents. Documents i Rural Development will consider al lender's permanent file. Lenders sh SFHGLP Lending Partner Webpage: Loan Origination: Borrower Last N	nust not exceed the maximum allo documents submitted as the certif ould submit loan files electronically https://www.rd.usda.gov/page/sfi	wable age set forth ied and true copies o to Rural Developme	in the 7 CFR 3555 and Handbook 3 of the original documents retained int. See electronic delivery inform	1-3555. I in the ation in the
	General Info	ormation		
Applicant(s):	Lender:		Date:	
New construction properti	116, Standard Flood Hazard Dete es located in 100-year flood pl <sup>-</sup> FE) is below lowest habita <sup>+</sup> ht: If refinance transa <sup>-</sup> chasing Spouse (as perty located in a hisal Report (UR/			<sup>R</sup> rmation

## GUS Accept with "Full Documentation" Message

#### Lender's Required Conditions

#### **Prior to Final Submission Findings**

**Determination** is listed under "Prior to Conditional Commitment Findings" of the "Lender's Required Conditions"

Underwriting Summary	
Underwriting Recommendation: Accep	at With Full Documentation / Eligible
Property Eligibility	Eligible
Income Eligibility	Eligible
Loan Eligibility	Eligible
Loan Risk Evaluation	Accept

): Obtain FEMA Form 086-0-32 (SFHDF). Submit form to Rural Development when requesting a conditional commitment for floodplain the lender must ensure flood insurance through FEMA's National Flood Insurance Program (NFIP) is available for the own', or private flood insurance, as approved by the lender, is purchased. Additional requirements for flood insurance are listed new construction properties.

ince when reviewing the loan file to determine if there is any potentially derogatory or contradictory information that is not part nformation in the data submitted to GUS. If the lender is aware of any contradictory, derogatory, or erroneous information, ider is aware of debts, late payments or derogatory information that has not been made available to the data submitted to GUS CEPT may be required to be manually downgraded by the lender to REFER on the Credit Underwriting page in GUS. The file

main in the applicant's account after loan closing and must be supported with proper documentation per HB-1-3555 Chapter lender's permanent case file. Gift funds from any source may not be included in the cash reserve calculation witted from repayment consideration in the application. Lender must document the reason the account(s) was omitted in the each tradeline omitted) and retain documentation surrounding the omission in their permanent case file. Refer to HB-1-3555 id as Omitted. Wright, Joshua Clyde has ilability with an account type of CollectionJudgements, balance of \$25.00, monthly

nt for an AL

05, 45 nay be

ro dolla

ies all of the

ant(s) can

DT 4666 bn

int to carri

#### Prior to Conditional Commitment Findings

1. 2001 - Required Documentation: ACCEPT recommendation is contingent on submission of the following to Rural Development: 1) Completed Form RD 3555-21, 'Request for Single Family Housing Loan Guarantee', which includes the 'Worksheet for Documenting Eligible Household and Repayment Income', 2) Completed 'Uniform Residential Appraisal Report' or its ed on the ce on the equivalent (excluding streamline refinance transactions), 3) Completed FEMA Form 086-0-32, 'Standard Flood Hazard Determination Form', and 4) A copy of the final GUS Underwriting ts for the Findings Report. Certain transactions may require additional documentation be submitted (e.g. qualified alien documentation, non-purchasing spouse credit report, etc.).

31063 - FULL DOCUMENTATION REVIEW: This application has been randomly selected for a data integrity review by the Agency prior to issuance of conditional commitment. Lende must provide a fully documented loan file to Rural Development in support of all data entered into the automated application

> 10022 - Collection Accounts: Collection accounts are reported on a credit report associated with this application. Lenders must confirm all unpaid collection accounts are considered in he repayment analysis and determine if the applicant(s) is an acceptable credit risk regardless of GUS underwriting recommendation. Cumulative totals of non-medical collections that sed \$2,000 must meet one of the following: 1) Require payment in full prior to loan closing, 2) Include the payment from an existing or new repayment agreement with the creditor e total debt ratio, or 3) Include 5% of the outstanding balance in the total debt ratio. Refer to HB-1-3555 Chapter 10 for additional assistance with GUS data entry and credit

> Interested Party Contribution Cap. Setter or other interested party contributions towards closing costs in excess of six percentage points are prohibited in accordance with HB-1 3355 pter 6.3 (some exclusions may apply).

> 10.60052-Runds: Off funds may not be contributed from any source that has an interest in the sale of the property (seller, builder, real estate agent, etc.). A gift letter must evidence the funds not have to be repaid, evidence of funds from the party providing the gift, and evidence the funds were deposited into the applicant's account (if noted as 'deposited' on monerty information page). the Loan an

11.60061 - Loan count Points: Loan discount points, other than to reduce the effective interest rate, cannot be financed as part of the ioan. Discount points must be reasonable and customary for tharea and cannot be more than those charged other applicants for comparable transactions. Refer to HB-1-3555 Chapter 6 for additional information related to discount points.

1 2001 - Required Documentation: ACCEPT recommendation is contingent on submission of the following to Rural Development: 1) Completed Form RD 3555-21, 'Request for Single Family Housing Loan Guarantee', which includes the 'Worksheet for Documenting Eligible Household and Repayment Income', 2) Completed 'Uniform Residential Appraisal Report' or Its equivalent (excluding streamline refinance transactions), 3) Completed FEMA Form 086-0-32, "Standard Plood Hazard Determination Form", and 4) A copy of the final GUS Underwriting Findings Report, Certain transactions may require additional documentation be submitted (e.g. qualified alien documentation, non-purchasing spouse credit report, etc.).

2. 31063 - FULL DOCUMENTATION REVIEW. This application has been randomly selected for a data integrity review by the Agency prior to issuance of conditional commitment. Lender must provide a fully documented loan file to Rural Development in support of all data entered into the automated application

### **ACCEPT FULL DOCUMENTATION** Recommendation

### Upload the following:

F

- Form RD 3555-21, "Request for Single Family Housing Loan Guarantee"
- Underwriting Analysis, "FNMA 1008/FHLMC 1077" or Similar Form
- Uniform Residential Loan Application
- Income Verification Documentation
- Asset Documentation
- Credit Report
- Credit Report for Non-Purchasing Spouse (as applicable)
- Mortgage Payoff Statement for a Refinance (as applicable)
- Standard Flood Hazard Determination
- Uniform Residential Appraisal Report (URAR) (not applicable for most streamlined or streamlined-assist refinances)

	Loan Origination Checklist
	Manual Underwriting, GUS Refer/Refer with Caution Underwriting Recommendation, or
	GUS Accept with Full Documentation Message on GUS Underwriting Findings and Analysis Report
When	submitting documents in GUS, the appraisal report must be uploaded separately in color.
	Form RD 3555-21, Request for Single Family Housing Loan Guarantee
	Include all pages from current published version
	Executed by applicant(s) and lender
	Underwriting Analysis: FNMA 1008/FHLMC 1077, or similar form
	Documentation of annual and repayment income calculations
	Credit waiver explanations, debt ratio waiver compensating factors, and overall loan file comments may be
	documented on this form
	Uniform Residential Loan Application: FNMA 1003/FHLMC 65
	Not required to be signed by applicant(s) or lender
	Loan amount is not required to match the loan request in GUS or on Form RD 3555-21
	Income Verification Documentation: Applicable methods
	Alternative Documentation: Non self-employed:
	Written/Electronic VOE + 1 earning statement with YTD figures
	Full Documentation: Non self-employed: 2 years W-2s + 4 weeks of earning statements with YTD figures
	Self-Employed:
	2 years personal and business filed income tax returns or IRS transcripts with all schedules + YTD profit and loss
	statement
	Additional Income Types: SSI, VA Benefits, Pension, Retirement, etc.
	Refer to Chapter 9 for acceptable verification documents
	Asset Documentation:
	Documentation for all applicable household members per <sup>97</sup>
	VOD's, bank or investment statements, gift letters, etc.
	Credit Report: (as applicable)
_	Credit Report: For loans submitted outside of GUF
	Non-Traditional credit tradelines, as applicable
	Credit supplements, if utilized to support data
	Credit Report for Non-Purchasing Spouse (as
	Applies to applicant or property located in a
	Verification of Rent:
	NOT APPLICABLE FOR GUS ACCEPT FULL DO
	Applicable for manually underwritten loans
	Refer to Chapter 10 for guidance on docum available.
	Mortgage Payoff Statement: If refinance tra
	FEMA Form FF-206-FY-21-116, Standard Flood
	New construction properties located in 100-year
	confirmation base flood elevation (BFE) is below Ic. SCAN ME
	Uniform Residential Appraisal Report (URAR)
	NOT ADDUCADLE TO MOST STREAMULIED OD STREAMUL
	NOT APPLICABLE TO MOST STREAMLINED OR STREAMLIN. FNMA 1004/FHLMC 70 or applicable report as determined by

## GUS "Refer or Refer with Caution"

Risk factors have been identified based on data entered into GUS.

The credit risk evaluation represented by a "Refer with Caution" is greater than a "Refer".

Loans should not be denied solely based on a risk evaluation generated by the GUS.

Loan must be manually underwritten and full documentation package submitted to USDA.



## GUS "Refer or Refer with Caution"

### Refer and Refer with Caution Determination

Loan Risk
 Findings

 Lender's Required Conditions

#### Loan/Applicant Risk Loan Risk Finding(s) There were no loan risk findings issued. Risk Finding(s) for 1. 30860 - Low Credit Score: A review of the montpage loan application reveals the following: has a credit score of 631. Loan must be manually underwritten by the tender and submitted to BD for review. A credit exception listed in HB-1-3535 Chapter 10 must be recorded by the tender on the underwriting analysis if any instances of significant derogatory credit are present on the credit report. Documentation provided by the applicant to support an approved credit exception must be retained in the tender's permanent carsetties (if accordingtion) **Lender's Required Conditions** Prior to Final Submission Findings 1 539 - Home Sold. Obtain a final Closing Disclosure or equivalent to evidence the cash sale proceeds realized by the applicant. Ensure net equity (proceeds) from disposition of real property supports the asset amount entered into GUS. 2 601 - Standard Flood Hazard Determination Form (SFHDF): Obtain FEMA form 086-G-32 (SFHDF): Submit form to Rural Development when requesting a conditional commitment for ican note guarantee. If an existing dwelling is in a 100-yr. foodplain the lender must ensure food insurance through PEMA's National Flood Insurance Program (NPIP) is available for the community and flood insurance whether NFIR, write your own, or private flood insurance, as approved by the lender, is purchased. Additional requirements for flood insurance are listed In HB-1-3555 Chapter 12 108, including requirements for new construction properties. 3.622 - Lender Due Difigence. Lenders must apply due difigence when reviewing the loan file to determine if there is any potentiality derogatory or contradictory information that is not part. of the data submitted to GUS or if there is any empneous information in the data submitted to GUS. If the lender is aware of any contradictory, derogatory, or empneous information, tenders are obligated to take action. For example if the tender is aware of debts, take payments or derogatory information that has not been made available to the data submitted to GUS (not all inclusive) an underwriting recommendation of ACCEPT may be required to be manually downgraded by the lender to REPER on the Credit Underwriting page in GUS. The Remust be manually underwritten by the lender. 4. 2002 - Bits Analysis. The request has received a BEFER or REFER WITH CAUTION underwriting recommendation. The credit risk represented by either of these recommendations is statistically greater than the credit risk of loans that receive an ACCEPT recommendation. The lender must manually underwrite the loan and determine if the applicant is creditworthy in accordance with program guidelines. Lenders must submit a fully documented ioan file to Rural Development as noted in HB-3-3555 Attachment 15-A. 5. 30585 - Omitted Liabilities: One or more liabilities were omitted from repayment consideration in the application. Lender must document the reason the account(s) was omitted in the Notes section of the Assets and Liabilities page in GUS (for each tradeline om/Ited) and retain documentation surrounding the omission in their permanent case file. Refer to HB-1-3555 Chapter 11 to determine if a liability is eligible to be marked as Omitted at has liability with an account type of Installment, balance of \$5,993.00, monthly payment of which has been designated as No. Omit. (Note: Paid Off) has liability with an account type of Instatment, balance of 567,109.00, monthly payment of \$749.00 owed to USDA IRUR DEV which has been designated as No. Omit. (Note: Sold). 6. 30680 - Other Credits: Ensure any amount entered as an "Other Credit" on the Lender Loan Information page is not duplicated in an 'Asset' account on the Assets and Liabilities page. 7 30900 - Betrement Assets. Betrement funds were included as an asset type on the application. Lender must retain the following documentation for each account(s): 1) Verification through a recent depository or brokenage account statement to evidence the vested balance, 2) 60% or less of the vested balance was entered on the application (to account for withdrawal penalties and taxes), and 3) Funds may be withdrawn absent retirement or job termination. has an asset with an account type of Retirement and an amount of \$5,536.00. 6.60000 - Authorized User Accounts: Authorized User (AU) accounts are not the legal responsibility of an authorized user. Lenders are not required to include a monthly payment for an AU account in the total debt ratio but may do so at their discretion. Lenders may include an AU account to validate the credit score for GUS REFER and REFER WITH CAUTION files, as applicable, per HB-1-3555 Chapter 10. AU accounts that are closed or terminated do not require further analysis 9.60005 - Disputed Account Non-Derogatory: When an applicant's credit report indicates a tradeline or public record is in dispute, an ACCEPT underwriting recommendation may be required to be downgraded to a REFER. A downgrade is not required if any of the following are met regarding the non-derogatory disputed account: 13 The tradeline has a zero dollar balance, 2) The tradeline states' paid in full or resolved, 3) The tradeline is 24 months of age or greater, 4) The tradeline is current and paid as agreed, 5) The payment inted on the credit report is included in the monthly debts, 6) A documented payment from the creditor is included in the monthly debts, or 7) Five percent of the stated account balance on the credit report is included in the monthly debts. If none of these options can be met, the lender must downgrade the loan file to a REFER and include monthly debt payments for the

disputed items per HB-1-3555 Chapter 10.
10. 60011 - Conventional Credit Test. The tender must certify the applicant(s) does not qualify for a conventional credit toan. The conventional credit test for RD purposes includes all of the following: 1) The applicant(s) has available non-netimement liquid assets of at least 20% of the purchase price for downpayment, 2) In addition to the downpayment, applicant(s) can pay all closing costs from available non-netimement liquid assets, 3) After applying the downpayment and closing costs the applicant(s) wester not sets and 30% TD.

### **REFER OR REFER W/CAUTION** Recommendation

### Upload the following:

F

- Form RD 3555-21, "Request for Single Family Housing Loan Guarantee"
- Underwriting Analysis, "FNMA 1008/FHLMC 1077" or Similar Form
- Uniform Residential Loan Application
- Income Verification Documentation
- Asset Documentation
- Credit Report
- Credit Report for Non-Purchasing Spouse (as applicable)
- Verification of Rent
- Mortgage Payoff Statement for a Refinance (as applicable)
- Standard Flood Hazard Determination
- Uniform Residential Appraisal Report (URAR) (not applicable for most streamlined or streamlined-assist refinances)

-	Loan Origination Checklist
	Manual Underwriting, GUS Refer/Refer with Caution Underwriting Recommendation, or
	GUS Accept with Full Documentation Message on GUS Underwriting Findings and Analysis Report
When	submitting documents in GUS, the appraisal report must be uploaded separately in color.
	Form RD 3555-21, Request for Single Family Housing Loan Guarantee
	Include all pages from current published version
	Executed by applicant(s) and lender
	Underwriting Analysis: FNMA 1008/FHLMC 1077, or similar form
	Documentation of annual and repayment income calculations
	Credit waiver explanations, debt ratio waiver compensating factors, and overall loan file comments may be
	documented on this form
	Uniform Residential Loan Application: FNMA 1003/FHLMC 65
	Not required to be signed by applicant(s) or lender
	Loan amount is not required to match the loan request in GUS or on Form RD 3555-21
	Income Verification Documentation: Applicable methods
	Alternative Documentation: Non self-employed:
	Written/Electronic VOE + 1 earning statement with YTD figures
	Full Documentation: Non self-employed:
	2 years W-2s + 4 weeks of earning statements with YTD figures
	Self-Employed: 2 years personal and business filed income tax returns or IRS transcripter and the second se
	2 years personal and business filed income tax returns of iks transcripter
	Additional Income Types: SSI, VA Benefits, Pension, Re <sup>3</sup>
	Refer to Chapter 9 for acceptable verification docume
	Asset Documentation:
	Documentation for all applicable household me
	VOD's, bank or investment statements, gift le'
Π	Credit Report: (as applicable)
	Credit Report: For loans submitted outsidr
	Non-Traditional credit tradelines, as appli
	Credit supplements, if utilized to support
	Credit Report for Non-Purchasing Spous
	Applies to applicant or property located
	Verification of Rent:
	NOT APPLICABLE FOR GUS ACCEPT FULL
	Applicable for manually underwritten loa
	Refer to Chapter 10 for guidance on docu
_	available.
	Mortgage Payoff Statement: If refinance tra
	FEMA Form FF-206-FY-21-116, Standard Flood A SCAN ME
_	New construction properties located in 100-year flu
	confirmation base flood elevation (BFE) is below lowes.
	Uniform Residential Appraisal Report (URAR)
	NOT APPLICABLE TO MOST STREAMLINED OR STREAMLINED-ASSIST
	FNMA 1004/FHLMC 70 or applicable report as determined by appraiser

## GUS "Ineligible" Finding

Property not located in a rural area

Adjusted annual income exceeds Rural Development guidelines

Non-owner-occupied transaction

Unacceptable SAM or CAIVRS

Ratios exceed limits and borrower does not qualify for a ratio waiver

Last Modified	State/County	Submission Status/Date	Underwriting Recommendation	Final Submission Ct	App Status	
03/03/2021	West Virginia / Berkeley County	Preliminary - 03/03/2021	INELIGIBLE	0	Pending	¥
	writing Summary	dation: Ineligi	hle / Ineligible			
	ty Eligibility		NABLE TO DETERMIN	IE		
	e Eligibility	E	ligible			
Loan E	ligibility	Ir	neligible			
Loan R	isk Evaluation	R	efer			

## **GUS** Resources

USDA LINC Training & Resource Library

**GUS Lender User Guide** 

Lender Request for Branch Addition/Modificatoin

Adding/Removing Security Administrators

#### **GUS Training Modules**

#### **Guaranteed Underwriting System (GUS)** RESOURCES USDA LINC TRAINING & RESOURCE LIBRARY HOME LINC Training Library **Guaranteed Underwriting** System (GUS) **Documentation and Resources** Lender Approval 1. GUS Lender User Guide Single Family Housing GLP Policy 2. Pop-Up Information (PDF) 3. Gaining Access to GUS Lender Training 4. GUS User Agreement & Training Cert Loan Closing 5. Lender Agent Access to GUS Loan Origination 6. SFHGLP System Access and Security Guide Loan Servicing 7. Lender Request for Branch Addition/Modification GUS Lender Test Environment 8. Single Close Rehab User Guide Training SFHGLP System Access and Security Guide 1. How to Becom Lender Training Schedule How to P Loan Processing 2. GUS O LINC Contact and Resources GU 3. GU • G 4. GUS GUS 5. Loan Ap. SCAN ME Loan Applix 6. Eligibility Page # <u>Eligibility Page</u> (PDF Training Inc.)

Desk

(LTE)

## Contacting the GUS Helpdesk



#### **Technical Issues: GUS**

• RD.HD@USDA.GOV or (800) 457-3642 option 2, option 2

### **Technical Issues: e-Authentication or Login.gov**

- Login.gov/E-Authentication FAQs: htps://www.eauth.usda.gov/eauth/b/usda/faq
- Login.gov/E-Authentication Contact Us: htps://www.eauth.usda.gov/eauth/b/usda/contactus

### **USDA LINC Training & Resource Library**

 https://www.rd.usda.gov/resources/usda-linc-training-resourcelibrary/guaranteed-underwriting-system

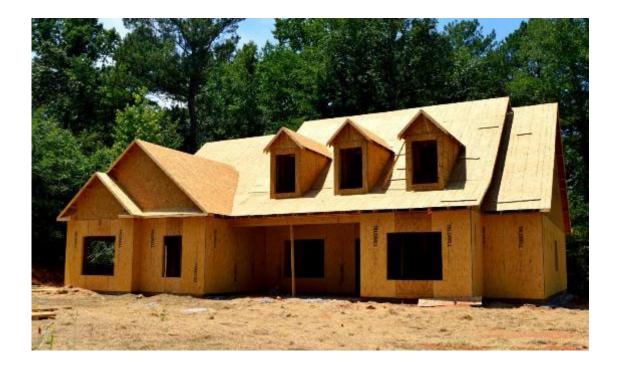


## Special Initiatives and Pilot Programs

Combination Construction to Permanent Loans (aka 'Single Close Construction')

### Combination Construction to Permanent Loan

aka 'Single Close Construction'



#### Homebuyer...Makes Building Affordable

 Escrow up to 10% of purchase price, and up to 12-months of loan payments during construction.

#### Lender...Assumes Less Risk

• Loan Note Guarantee is issued prior to construction and sellable on secondary market.

#### **Realtor...Receives Timely Commission**

• Paid at time of closing – prior to construction.

#### **Builder...Keeps Their Capital**

• It's not tied up in the project.

## **EVERYONE** Benefits!

Local Economy...Everyone Benefits!

# Combination Construction to Permanent Loan

aka 'Single Close Construction'



### What are the Lender requirements?

### After Obtaining USDA Approval

- Lenders can submit a request for Conditional Commitment, which allows them to self-certify that their staff has at least <u>two years</u> of experience in handling construction loans.
- In lieu of the above, a Lender may employ a construction loan management company with two or more years of experience. Lender confirms eligibility of the company employed.
- Confirm the eligibility of contractors/builders.

### Combination Construction to Permanent Loan

aka 'Single Close Construction'



What are the Lender responsibilities?

#### **Approve builders**

Oversee disbursement of loan proceeds

Monitor the construction of subject property

Obtain documentation confirming construction is complete

Ensure use of fixed price construction contract

## Single Close Rehab and Repair Benefits



**100% Financing** up to 100% of "as improved" appraised value.



**Loan Note Guarantee** is issued after closing – before repairs begin.



**Purchase Existing** while able to customize improvements.



**Reduced Risk to Lenders as l**oans may be sold immediately on secondary market once the LNG is issued.



**One Loan Closing** with funding for both purchase and eligible rehabilitation.



**Real Estate Agent Commission** is paid at time of closing – prior to repairs.

Non-Structural	TYPE	Structural
Finance <u>up to</u> \$35,000 in repairs	COST	Finance <u>over</u> \$35,000 in repairs
Subject to repair type		Qualified inspector is required
Allowed Utilities <b>ON</b> : 10% Utilities <b>OFF</b> : 15%	% CONTINGENCY	Allowed Utilities <b>ON</b> : 10% Utilities <b>OFF</b> : 15%
Optional	RESERVES	PITI reserves up to 6 mos when dwelling is uninhabitable
TXX///		

ev.

### Combination Construction to Permanent Loan aka 'Single Close Construction'



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### **READY TO LEARN MORE?**

#### USDA Rural Development

#### Together, America Prospers

#### Combination Construction-to-Permanent (Single Close) Loan Program

#### Single Family Housing Guaranteed Loan

Single-close loans are another tool Rural Development offers to increase financing opportunities for low- to moderate-income applicants searching for affordable rural housing. Approved lenders and homebuilders participating in the <u>Single Family Housing</u> <u>Guaranteed Loan Program</u> can use the combination constructionto-permanent loan to close with one signing and receive a loan note guarantee before construction begins.

#### What are some of the benefits of single close loans?

- Reduced risk for lenders: By issuing a loan note guarantee before construction begins, USDA allows lenders the opportunity to immediately package the loan in a mortgage-backed security, or sell it to a participating investor. This decreases new construction lending risks and can lead to quicker revenues.
- Reduced risk for builders: Because the loan is guaranteed by USDA and fully funded at closing, homebuilders are not at risk when investing capital in a home construction project.
- Increased economic activity: New home construction generates local and regional business for subcontractors, hardware stores, landscapers, utility companies, inspectors, appraisers, and other housing industry suppliers.

#### How do we get started?

- Lenders: To be eligible to participate in the combination construction-topermanent loan program, a USDA Rural Development approved lender must have two years of experience in originating and administering construction loans.
- Homebuilders: USDA approved lenders review homebuilders' qualifications, and determine their eligibility to participate in the singleclose program.

#### Where are these loans available?

 Single-Close Lenders and Builders financing is available in eligible rural areas with populations up to 35,000. A map of eligible areas is available at this link:

#### https://eligibility.sc.egov.usda. gov/eligibility/welcomeAction. do?pageAction=sfp

#### How can loan funds be used?

Funds can be used to build and purchase single family homes, including eligible manufactured homes and condominiums. This includes purchasing a lot, reasonable construction administrative costs, contingency reserves, inspection fees, builder's risk insurance, landscaping costs, and other authorized items.

#### What are the loan terms?

Interest rates are fixed at loan closing and before construction begins. The appraised value determines the maximum loan amount. This program allows for two product options:

- Standard, with interest-only payments made during construction
- Securitizable, in which full principle, interest, tax, and insurance (PITI) payments are made.

The securitized version does not require a loan modification once the build is completed. This allows the loan to be packaged or sold prior to construction, without a warehouse line of credit provided to the loan originator. Both options allow for payments made during construction to be escrowed from loan funds, and both receive Rural Development's loan note guarantee at signing, before a shovel ever goes into the ground.

## New and Existing Manufactured Homes

## **MANUFACTURED** Homes

### Brand New



### What are the **Eligible** loan purposes?

Have a site that conforms to state and local standards.

Be a new unit in stock that has never been installed or occupied at any other site or location.

Have a floor area of not less than 400 square feet.

Be placed on a permanent foundation.

Meet or exceed the FMHCSS standards for the geographic area the unit will be placed.

## **MANUFACTURED** Homes

### Brand New



What are the <u>Ineligible</u> loan purposes?

The purchase of a unit moved from a site other than a dealer's lot.

Units older than 12 months from date of purchase agreement.

A unit with a tow hitch or running gear remaining.

## **EXISTING** Manufactured

### Pilot Program

https://www.govinfo.gov/content/pkg/FR-2022-11-02/pdf/2022-23754.pdf



### States Included in the Pilot

CO, IA, LA, MI, MS, MT, NV, NH, NY, ND, OH, OR, PA, SD, TN, TX, UT, VT, VA, WA, WV, WI, and WY.

### Age of Unit

Must have been constructed on or after January 1, 2006.

### No Alterations or Modifications Except

Porches, decks, or other structures which were built to engineered designs or were approved and inspected by local code officials are acceptable.

Meet all other criteria set forth in 7 CFR Part 3555 and HB-1-3555.

Tribal Land Pilot Programs

## **TRIBAL LAND**

### Pilot Programs

https://www.govinfo.gov/content/pkg/FR-2023-07-26/pdf/2023-15759.pdf



### Appraisals

Making accommodations for the lack of availability of appraisers with knowledge and experience of trust land property.

### Repair/Rehab

Making allowance for properties currently owned without liens to be treated as "purchases" for the sake of utilizing the program.



## Lender Toolkit

# **USDA LINC** Training & Resource Library

Your One Stop Shop!

https://www.rd.usda.gov/resources/usda-linctraining-resource-library

Save it as a favorite.

Access HB-1-3555, policy resources, GUS user guides and training, loan closing user guide, loan servicing resources, and more.

**USDA LINC Training & Resource Library** HOME RESOURCES LINC Training Library English Guaranteed Underwriting System 8 Loan Status Single Family Housing GLP Policy We are currently reviewing new loan applications and conditions received on or before 11-06-24. Desk Loan Closing Lender Training Lender Approval and Recertificatio Loan Origination Loan Servicing Loan Origination Loan Processing **GUS Lender Test Environment** Loan Servicing Loan Closin SFHGLP System Access and Security Guide Policy Desi eed Underwriting System (GL Lender Training Schedule Loan Processing LINC Contact and Resources Contact Us Find contact information and resources to help you with Single Family Housing Guaranteed Loan Program questions. View Contact Informat GovDelivery Upda<sup>\*</sup> archive of previously the latest information The Policy Desk: Pr 11/12/2024 07:27 SCAN ME

Sign up for GovDelivery notifications.

## HB-1-3555 Resource

We're here to help.

https://www.rd.usda.gov/resources/directives /handbooks#hb13555

Save it as a favorite.

Use Ctrl-F to find answers quickly.

Check back for updates.

HB-1-3555 SFH Guaranteed Loan Program Technical Handbook

Consolidated version	on (large document may take long to load)
Table of Contents	
Chapter 1	Overview
Chapter 2	Record Retention
Chapter 3	Lender Approval
Chapter 4	Lender Responsibilities
Chapter 5	Origination and Underwriting Overview
Chapter 6	Loan Purposes
Chapter 7	Loan Terms and Conditions
Chapter 8	Applicant Characteristics
Chapter 9	Income Analysis
Chapter 10	Credit Analysis
Chapter 11	Ratio Analysis
Chapter 12	Property and Appraisal P
Chapter 13	Special Property T
Chapter 14	Funding Prior*
Chapter 15	Submitting
Chapter 16	Closing /
Chapter 17	Regular
Chapter 18	Servicir Problem
Chapter 19	Loss Cla.

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## FAQ Resource

We're here to help.

https://www.rd.usda.gov/media/file/downloa d/rd-sfh-faqloanorigination.pdf

Save it as a favorite.

Use Ctrl-F to find answers quickly.

Check back for updates.

USDA Rural Development US DEPARTMENT OF AGRICULTURE

Together, America Prospers

#### **Frequently Asked Questions (FAQ)**

This document consists of answers to commonly asked questions on the Rural Development Single Family Housing Guaranteed Loan Program Technical Handbook (HB-1-355). The policy information contained in this guide is based on the applicable Regulations and Technical Handbook, and all lending decisions should adhere to the guidance contained within. You can find a complete copy of the Regulation, 7 CFR Part 3555, and the Technical Handbook on the Rural Development Directives Website, located at <u>https://www.rd.usda.gov/sites/default/files/hb-1-3555\_0.pdf</u>.

General loan scenario or policy questions may be sent to the Guaranteed Policy, Analysis and Communications Branch at sfhgld.program@usda.gov.

Additional lender resources, including up to date information on file turn times and a full listing of contacts based on topic, can be found on the Guaranteed Lender Website located at <a href="https://www.rd.usda.gov/page/sfh-guaranteed-lender">https://www.rd.usda.gov/page/sfh-guaranteed-lender</a>.

Lenders can also utilize USDA's Customer Access Lender Line (CALL), which is available to provide turn time updates, as well as access to specialists and analysts who are available to answer your questions on specific files, lender recertifications and approvals, policies and scenarios, and GUS technical questions. The toll-free number for CALL USDA is (833) 314-0168, which is available from 9:00 am to 3:30 pm

Critical program information such as policy changes are sent by email through Gov<sup>*r*</sup> GovDelivery notices at: https://public.govdelivery.com/acc/

Thank you for supporting the Sir

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## **HELP** Contacts

### We're here to help.

https://www.rd.usda.gov/resources/usda-linctraining-resource-library/linc-contact-andresources

Have a question on POLICY? Contact the PAC team!

**Need TRAINING?** Contact the LPA team!

Have a question on a SPECIFIC FILE? Contact the OPD!

Торіс	Information
File-Specific Questions	<ul> <li>Information to include in email: <ul> <li>Identify the state the application is located; if applicable;</li> <li>Provide applicant's name and USDA borrower ID, if applicable;</li> <li>GUS loan number, if applicable</li> <li>Include contact information; and</li> <li>Indicate if you would like a call back (otherwise you will receive an email reply)</li> </ul> </li> <li>File-Specific Questions by phone: 833-314-0168, ext. 2 Phone System Availability: 9:00 am to 3:30 pm ET</li> <li>Production Team One: SFHGLPONE@usda.gov AK, AL, AZ, CA, CO, GU, HI, IA, ID, KS, MT, NM, NV, OR, SD, TX, UT, WA, WI, WP, WY Production Team Two: SFHGLPTWO@usda.gov AR, KY, LA, MN, MO, MS, ND, NE, NJ, NY, OK Production Team Three: SFHGLPTHREE@usda.gov</li> <li>CT, DE, GA, IL, MA, MD, ME, MI, NC, NH, RI, SC, VT, WV</li> <li>Production Team Four: SFHGLPFOUR@usda.gov</li> <li>FL, IN, OH, PA, PR, TN, VA, VI</li> </ul>
Lender Self-Report	sfhgld.qualityassurance@usda.gov
Program Training Program Marketing and Outreach	sfhgld.lenderpartner
General Loan Scenario Questions Loan Policy/Regulation/Handbook	sfngld.progra
Turn Times	833-314-016 Phone Syste
Lender Approval/Recertification Loan Servicing	sfhglpservi
Technical Issues: GUS	RD.HD@USDA
Technical Issues: eAuth or Login.gov	https://www.eauth.
Loss Claims	guarantee.svc@usda.gov





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