



Presented by: Ed Peace, Finance and Loan Analyst

Lender and Partner Activities Branch

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Combination Construction-to-Permanent

(CTP) Loan

Combination Construction to Permanent LoanHB-1-3555, Chapter 12, Section 6Also know as

Also know as "single-closeconstruction loan"

Combines:

- The construction loan (short-term interim loan for financing the cost of construction) <u>and</u>
- The traditional long-term, permanent residential mortgage



Combination Construction to Permanent Loan HB-1-3555, Chapter 12, Section 6



- Lack of affordable housing stock in rural America
- USDA's Loan Note Guarantee issued immediately after loan closing (<u>before</u> <u>house is built</u>)
- Single-Close Construction loans save Applicants money over older "two-time" closed loans because there is only 1 loan closing (& 1 set of loan closing costs)!

Combination Construction to Permanent Loan - Summary



Reduced Risk

Escrow up to 10% of purchase price for cost over-runs, and up to 12-months of loan payments during construction



One Closing

Only one loan closing required, saving borrower from excess closing costs



Loan Note Guarantee at Closing

Issued prior to construction and sellable on secondary market – attractive to Lenders!



Reduced Risk

To both lenders and builders



Two Products Available Securitized and Standard



Realtor Commission

Paid at time of closing – prior to construction

Loan is Guaranteed Immediately After Closing!

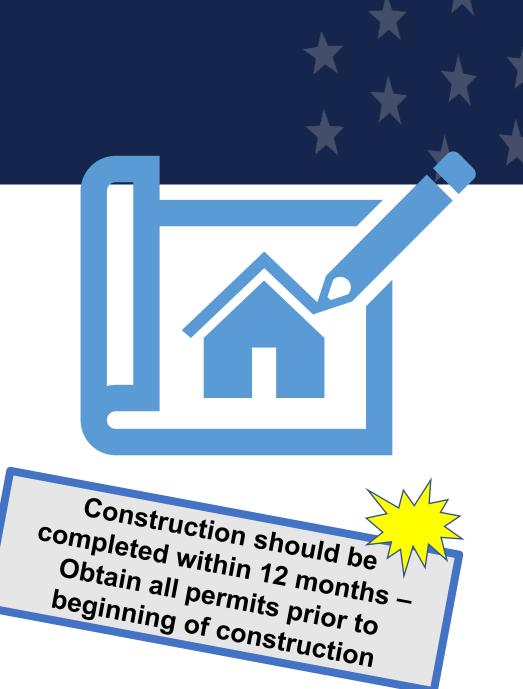
Emphasize:

 USDA's Loan Note Guarantee issued upon Lender's request immediately after loan closing (*before house is built*)



Issuance of Loan Note Guarantee

- ✓ Full amount of the loan is guaranteed (Max payout: 90% of original loan amount)
- \checkmark 30 year, fixed rate loan
- ✓ After closing, funds are disbursed to cover the cost of the land and applicable closing costs



Payments During Construction

Combination Construction to Permanent Loan

Options

- 1) Interest-Only: payments made during construction period –or-
- 2) "Securitized" version: full PITI payments made during construction
- Reserves may be established from loan funds to cover payments due during construction for either option above (<u>up to 12 months</u>)



 \triangleright



Benefits to Lenders:

- Are protected during construction by USDA's guarantee*
- Securitized version:
 - PITI payments made from reserves
 - No Re-amortization required
 - May be sold immediately on secondary market
- Banks receive CRA credits
 - Expand client base by offering no downpayment loan product

 \triangleright



Benefits to Builders:

- Do not have to put up their own capital or use their line of credit for the construction project
- Expand client base by reaching more home-buyers with no downpayment loan program



Benefits to Realtors:

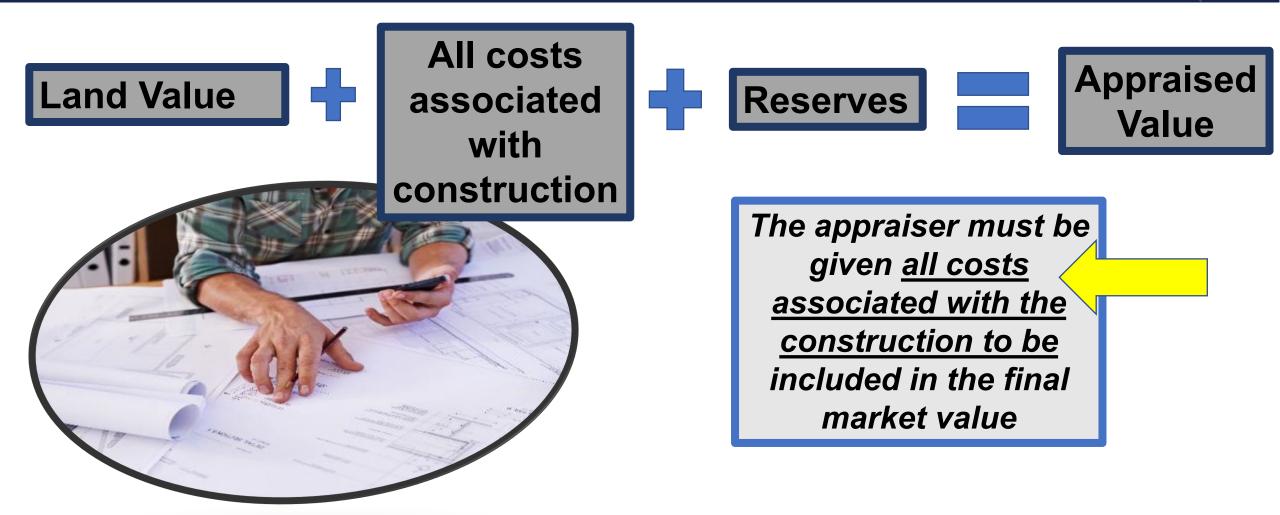
- Get paid BEFORE the house is built (a rare event for Realtors)
- Expand client base by reaching more home-buyers with no downpayment loan program

Benefits to Buyers:



- Only 1 set of loan closing costs (save \$\$)
- Interest or PITI Reserves alleviate need to make payments on new loan and Rent during construction period
- Contingency Reserve protects against cost overrun payments out-of-pocket
- Re-amortization: leftover reserves applied to reduce Principal balance
- Owners of new construction have less maintenance concerns





Lender Responsibilities

Combination Construction to Permanent Loan

Oversee Disbursement of Loan Proceeds

- □ Monitor the construction of subject property
- Obtain documentation confirming construction is complete
- Ensure use of fixed price construction contract (established contingency is ok)



Lender Requirements

Combination Construction to Permanent Loan



Once Lenders have USDA-approval, by submitting the request for Conditional Commitment, they are Selfcertifying staff has <u>two or more years experience</u> making and administering 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 (next slide)

Builder/Contractor Requirements

Combination Construction to Permanent Loan

LENDER verifies (& documents in their files) the Builder has:

2 or more years of building/construction experience (SFH)

□ State-issued construction or contractor license (as state or local law requires)

Commercial general liability insurance (\$500,000 min)

Contractors building their own residence are ineligible



Eligible Loan Costs



- ✓ Land Acquisition or payoff of balance
- Construction Hard Costs costs in contract and detailed in budget; costs outside of the contract paid to others (example well and septic installation, roads/driveways, landscaping, etc...)
- Construction Soft Costs inspection and survey fees, contingency reserves, permits, lender admin fees, etc.

Contingency Reserve



- A contingency reserve is <u>not required</u> but may be utilized to cover eligible expenses associated with unplanned problems with construction or change orders.
- Limited to 10% of the cost of construction (including labor, materials and soft costs).
- Funds must be deposited into the construction reserve account

Loan Closing

- Standard industry closing docs are used
- Lender ensures Promissory Note signed & valid 1st lien obtained at closing
- Term of loan at closing is 30-years
- Interest rate during construction must be fixed rate
- True adjustable rates during construction are not allowed
- Annual Guarantee Fee begins to accrue at loan closing & will be due each year at anniversary date



Interest-Only Payments During Construction Combination Construction to Permanent Loan

From established reserve account





Directly from borrower (lender to document ability to pay)

Securitized -vs- Interest Only

Interest rate, construction contingency, and payment reserves are established at close.

LNG issued at signing and construction begins.

Securitized Version

Interest Only Version

Principal, interest, taxes, insurance (PITI) payments are made during construction from the reserve. Construction complete. No loan mod needed. Excess contingency reserve funds applied as principal curtailment.

Monthly interest is paid from interest payment reserve on construction loan balance. Construction completed and excess reserves applied to principal. Loan modification to re-amortize the remaining balance.

Warehouse Line of Credit



- Warehouse lines may use:
 - Dual disclosures (terms of interim; terms of perm)
 - Single disclosure that blends interim & perm

Interest Only: Re-amortization



- When construction is complete, Re-amortization may be utilized to achieve full repayment for the <u>remaining term of</u> <u>loan</u>
- If Loan Mod cause higher PITI payments than those used to underwrite the loan, USDA <u>does not require</u> a re-underwrite
- Interest rate for permanent loan may be lowered with loan modification
- Lender to provide executed Modification Agreement
- Amortization must begin no later than the 1st of the month, 60 days from <u>final inspection</u>

Securitized After Loan Closing

- PITI payments are made during construction. May lend up to 12-months payments during construction period. Appraised must support this.
- □ Lender manages payments
- No need for loan modification or reamortization
- Borrower resumes payments at end of construction period
- Excess funds will be applied as principal curtailment



Construction Draws – Lender Requirements

Combination Construction to Permanent Loan

- Draws and disbursements are managed and recorded by the lender (or lender's construction management company)
- Borrower and lender are jointly responsible
- Retain documentation to confirm work has been completed for the draws disbursed

When funds are disbursed, the lender is warranting to Rural Development the work was done as specified.

Change Orders and Unplanned Changes

Combination Construction to Permanent Loan

UNPLANNED CHANGES DURING CONSTRUCTION

Should a life change occur with the borrower, such as loss of job or death occurs, the lender remains responsible to work with the builder to complete the home.

- Change orders must be approved by lender
- Borrower is responsible for any costs related to a change order that will exceed available loan funds
- Proposed changes should not affect the "scope of the project" or the <u>appraised value</u>

Construction Close-Out

Combination Construction to Permanent Loan

Once construction is complete, Lender obtains/retains in file:

- ✓ Appraiser's final inspection
- ✓ Certificate of Occupancy
- ✓ Final Title Policy clear of all liens
- Construction phase inspections
- Construction contract
- ✓ Cost breakdown
- Construction ledger
- ✓ Builder's Warranty
- ✓ Complete Lender Loan Closing System



Builders Warranty

Combination Construction to Permanent Loan

Refer to Chapter 12.9, "Evidence of Construction Inspections" for details pertaining to acceptable documentation 1 year builder's warranty + Certificate of Occupancy + 3 construction phase inspections

OR

10 year insured Builders Warranty

Final Inspection

Cash Back to Borrower

- Lenders must apply any excess loan funds as a principal reduction
- Reimbursement of funds for costs paid <u>directly by the borrower is</u> <u>permitted</u>
- Funds remaining in the contingency reserve account may be used for an eligible loan purpose –or- applied as a principal reduction



Certified Plans and Specifications

Combination Construction to Permanent Loan

Acceptable evidence of Plans and Specifications include any one of the following:

- Certification from a qualified individual or organization (RD Form 1924-25, "Plans Certification" is acceptable for this purpose)
- Certificate of Occupancy from local jurisdiction
- Building permit from local jurisdiction

USDA Form RD 1924-25 (Rev. 7-99)	U.S. DEPARTMENT OF AGRICULTURE Form Approved OMB RURAL DEVELOPMENT No. 0575-0042 PARM SERVICE AGENCY No. 0575-0042 PLAN CERTIFICATION
(Property Name'A	pplicants Name and Case Namber) Optional Form (Stase)
(Property Address)	(Carry) PCIONal Fo
(Centry)	
BUILDING	TYPE: Single Family Multi-Family PLANS: Original Modifications
in the State of	(type or press) (Demons architect, angenese, or antibertical building offices, etc.) (benefity certify that I have previoused:
I	the plans and specifications datedpropaged by
l	the thermal performance plans, specifications and calculations dated prepared byfor the abave property
1	the seismic design (plans and specifications) dated
	medifications listed below, that have been clearly indicated on the drawings and specifications dated
	MODIFICATIONS
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Thermal Certification

- Thermal standards must meet or exceed the International Energy Conservation Code (IECC) in effect at the time of construction.
- Typically included in the plans and specs



Manufactured Homes



Expanding Affordable Homeownership

USDA will guarantee loans on Manufactured homes that meet the standards on the following slides (this is available on brand new units in all 50 states).

The MH Pilot allows for existing units (2006 & newer) to be guaranteed only in 23 states (discussed later). Extended until <u>Nov 4, 2024</u>.



Manufactured Homes and CTP



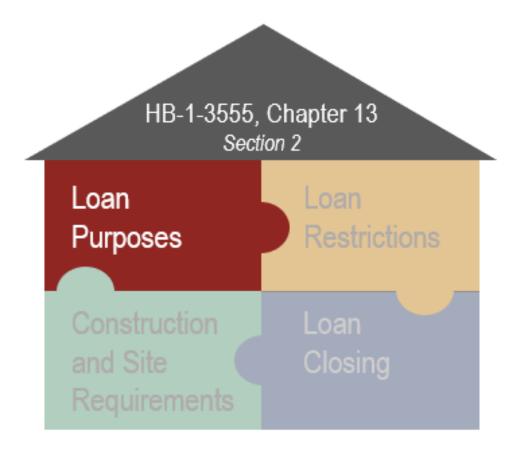
The Single-Close Construction loan feature may certainly be used when financing new Manufactured Homes!

Example of Draw timing:

- 1) Small deposit draw before delivery of unit
- 2) Well/septic installation
- 3) Driveway installation
- 4) Landscaping
- 5) Final draw

Manufactured Homes

Combination Construction to Permanent Loan



Units Must:

- Have a <u>site</u> that conforms to state and local standards.
- Be a <u>new</u> unit in stock that has never been installed or occupied at any other site or location.*
- Have a floor area of not less than <u>400</u> square feet.
- ➢ Be placed on a <u>permanent foundation</u>.
- Meet or exceed the <u>FMHCSS</u> standards for the geographic area the unit will be placed.

Manufactured Homes: Loan Restrictions

7 CRF Part 3555.208, HB-1-3555 Chapter 13.7

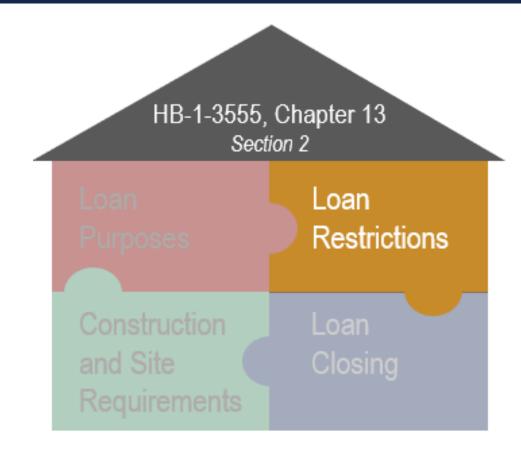


The Agency Will Not Guarantee:

- > The purchase of a unit <u>without</u> an eligible site.
- Repairs associated with a unit not already financed by USDA.
- Furniture or any other movable articles of personal property.
 - Wall to wall carpeting, refrigerators, ovens, washing machines, etc. are allowed.
- Additions or modifications other than structures built to engineered designs.

Manufactured Homes: Loan Restrictions

7 CRF Part 3555.208, HB-1-3555 Chapter 13.7

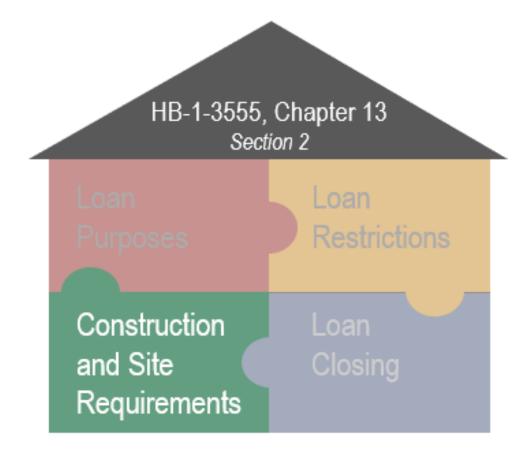


The Agency Will Not Guarantee:

- 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.

Manufactured Homes: Construction & Site Requirements

7 CRF Part 3555.208, HB-1-3555 Chapter 13.8

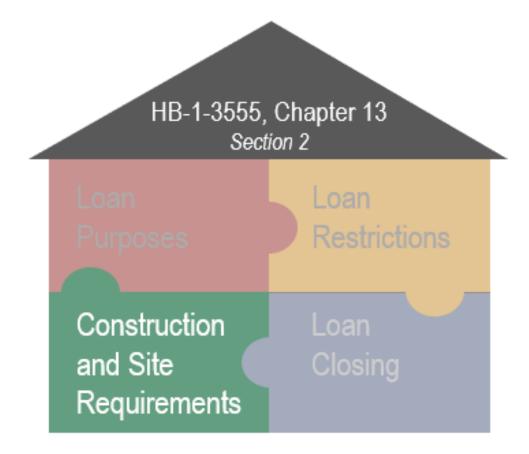


Lender's Permanent File Must Contain:

- An itemized cost breakdown of the total package.
- Dealer certification that no cash back will be paid directly to the applicant.
- Dealer certification that proposed cost is the full price of the unit.

Manufactured Homes: Construction & Site Requirements

7 CRF Part 3555.208, HB-1-3555 Chapter 13.8

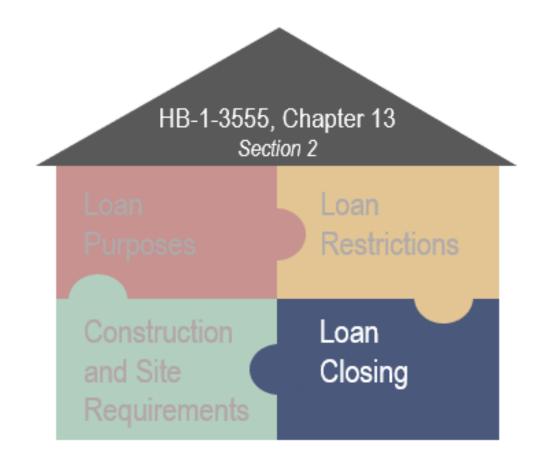


Lender's Permanent File Must Contain:

- Foundation plan that meets HUD Handbook 4960.3 guidelines.
- Plot and site development plans.
- Inspections required per HB-1-3555, Chapter 12.
- Contractor certification that units were properly joined and sealed and sustained no damage during transportation and set up.

Manufactured Homes: Loan Closing

7 CRF Part 3555.208, HB-1-3555 Chapter 13.9



Additional Closing Requirements:

- Warranty: Dealer must provide the borrower with a copy of all manufacturer warranties.
- Certifications: Attachments 13-A and 13-B may be used to document manufactured dealer and contractor certifications.
- Real Estate Tax: Unit and site must be classified, zoned, and taxed as real estate.
- Title and Lien: Both the unit and the site must be evidenced by a recorded mortgage or deed of trust.

Manufactured Homes: Pilot Program

https://www.rd.usda.gov/sites/default/files/rdul-pilots_0.pdf



The 23 states included in the pilot are:

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

Must be processed manually (GUS may be used only to upload documents).

Guidance: Federal Register :: Single Family Housing Section 502 Direct and Guaranteed Manufactured Housing Pilots

Manufactured Housing Pilot has been renewed

Link for Pilot in the Federal Register

Unit must...

- Have been constructed on or after January 1, 2006.
- Not have been previously installed on a different homesite.

- Have no alterations or modifications since construction in the factory except for...
- Have a floor area of not less of than 400 sq. feet.
- Meet all other criteria set forth in 7 CFR Part 3555 and HB-1-3555.

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

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Manual File Submission Job Aid

States included in the pilot are: CO, IA, LA, MI, MS, MT, NV, NH, NY, ND, OH, OR, PA, SD, TN, TX, UT, VT, VA, WA, WV, WI, and WY.

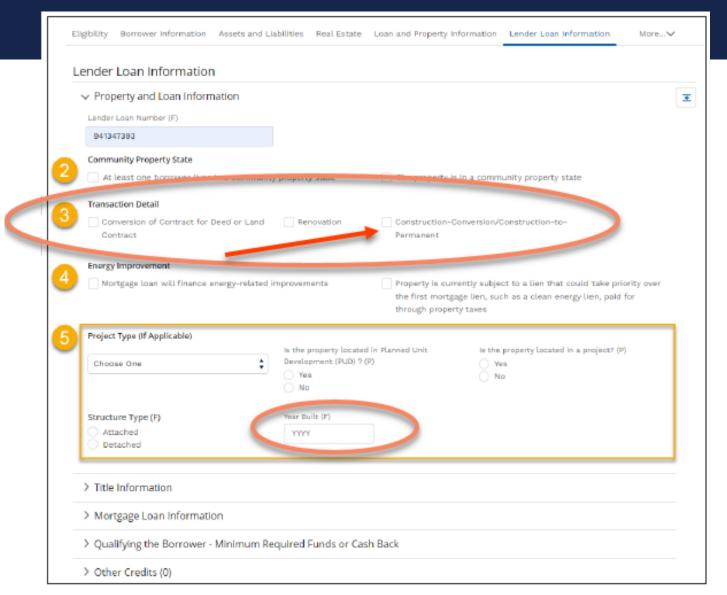
GUS Screens

No Sharing of GUS Logins

Each Lender employee who utilizes GUS is required to have their own individual Login



CTP Coding in GUS



CTP Coding in GUS

Conversion of Contract for Deed or Land Renovation Contract	 Construction-Conversion/Construction-to- Permanent 	 Gingle-Closing (P) Two-Closing (P)
Construction/Improvement Costs (F)	Original Cast of Lot (F)	
\$0.00	\$0.00	
		-

If "Construction-Conversion/ Construction-to-Permanent" is selected, additional fields appear. Choose from the "single-closing" or "two-closing" radio buttons, enter values for "Construction/ Improvement Costs" and "Original Cost of Lot."



After the Issuance of the Loan Note Guarantee

Closing Out the Loan in LLC (Lender Loan Closing System)

HB-1-3555, Chapter 16

Lender Loan Closing System (LLC)

https://usdalinc.sc.egov.usda.gov/RHShome.do



USDA LINC Lender Interactive Network Connection

USDA LINC	FSA LINC	RBS LINC	RHS LINC	RUS LINC	
Home	Home	Home	Home	Home	Hel

Single Family Guaranteed Rural Housing

Electronic Status Reporting (ESR) Electronic Status Reporting Corrections Guaranteed Annual Fee Mortgage Recovery Advance Receivable Payments Mortgage Recovery Advance Receivable History Loss Claim Administration Guaranteed Underwriting System (GUS) Legacy Guaranteed Underwriting Lender Loan Closing/Administration ID Cross Reference Application Authorization Lender PAD Account Maintenance Training and Resource Library



Submitting the Closing Package

- Lenders will access the LLC system
 through the USDA LINC site
- Lenders can submit a loan closing, cross reference borrowers and view documents and payment history
- Lenders will complete all applicable field and upload required documents through this link
- Payment of the guarantee fee and the technology fee will be completed through the pay.gov interchange

Retrieving the Loan Note Guarantee

Lender	ID		Branch		List				
🖲 USDA Borr	rower ID								
O Borrower \$	SSN								
O Name/State	e					All Stat	es		~
O Lender Loa	an Number								
include:									
Lender Type		Originating	~						
Request Typ	e	Loans	~						
Loan Status		All Statuses	~						
				Submit	Reset				
Attor	Dicase Doo	mertis)	×.		USDA		USDA		
Blate	County 55		sorrower mame	Lenser Loan Number	Loan Number	Amount	Lender Branon	613545	
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Loan Note Guarantee

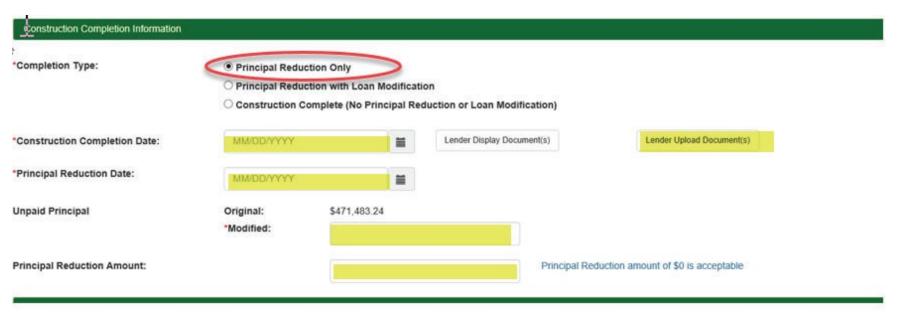
- The LNG for Lender Loan closing may be viewed from the Single Family Housing Lender Administration List OR
- Select Obligation or Loans and "submit"
- To display available documents, select "Display Documents" from the Action Dropdown

ID Cross Reference	Payment History	SFH Gender Administration	List Help					
Search/Include Criter	ia							
Search by:								
Lender ID		382603955	Branch	List				
USDA Borrower ID		545558831						
O Borrower SSN								
O Name/State						All States ·	~	
O Lender Loan Number	6							
Include:								
Lender Type		Originating	~					
Request Type		Loans	~					
Loan Status		All Statuses	*					
				Submit Reset				
Select Action and pr	ess <u>Borrower ID</u> h	yperlink you wish to tak	e action on:					

Action Single Close Construction/Rehab USDA USDA Borrower ID Loan Lender SSN Status State Count Borrower Name Lender Loan Numbe Numbe Amoun Branch MONEY, ASHLEY SINGLECLOSE \$150,000.00 001 CLOSED 006 50

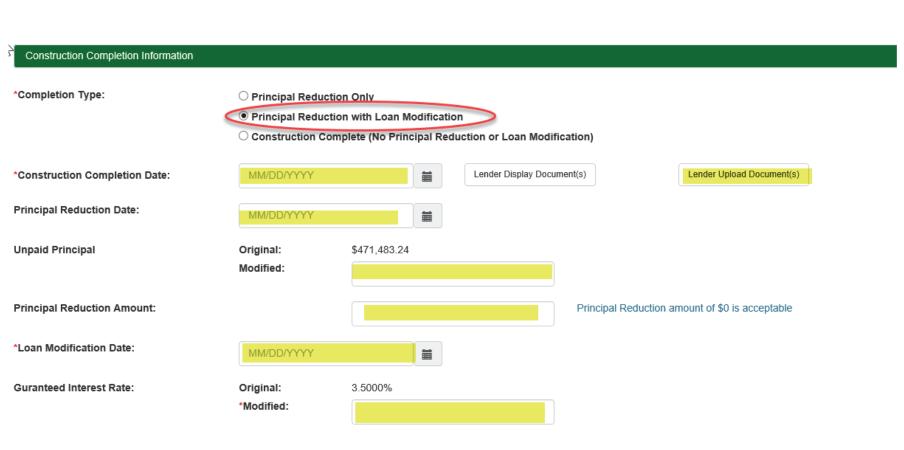
Single Close Construction

- Once construction is complete, the lender will need to go back into the LLC System to select the appropriate "Completion Type"
- Access the loan by inputting Borrower ID, SSN, Name/State, or Lender Loan Number
- Select "Single Close Construction/Rehab" in the Action drop down



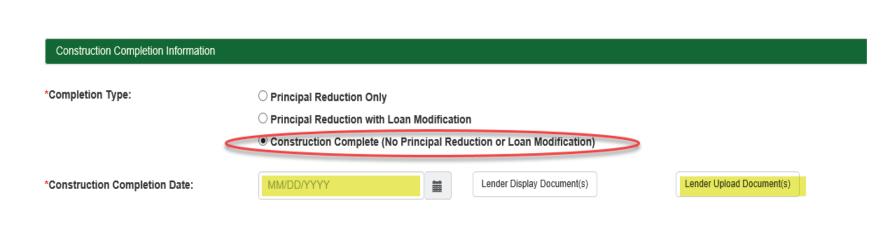
Principal Reduction Only

- Enter the construction complete and principal reduction fields
- Update the modified unpaid principal balance and the amount of the principal reduction
- Upload documentation of evidence of the principal reduction and lender certification



Principal Reduction w/ Loan Modification

- Enter the construction complete and principal reduction fields
- Update the modified unpaid principal balance and the amount of the principal reduction
- Loan Modification Date and lower Interest Rate, when applicable
- Upload documentation of evidence of the principal reduction and lender certification



Construction Complete (No Principal Reduction or Loan Modification)

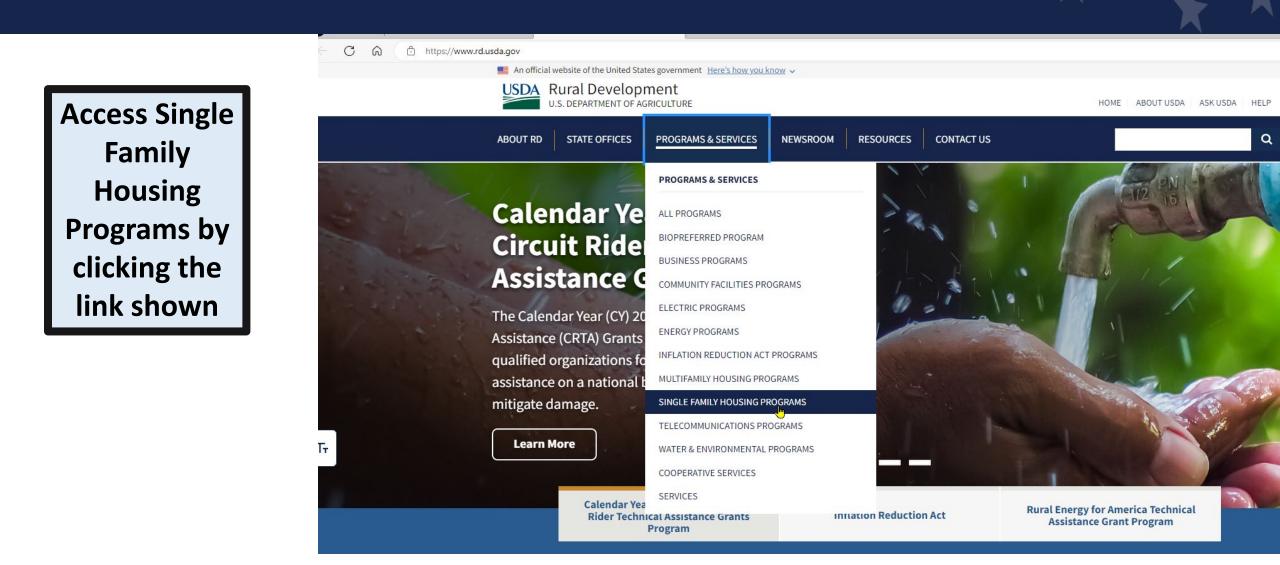
- Enter only the construction completion date
- Upload documentation of evidence of the principal reduction and lender certification

Resources



Rural Development

WEBSITE: USDA Rural Development <u>https://www.rd.usda.gov</u>





USDA Rural Development U.S. DEPARTMENT OF AGRICULTURE

WEBSITE: USDA Rural Development https://www.rd.usda.gov

USDA Rural Development			HOME ABOUTUSDA ASKUSDA HE	LP.	
ABOUT RD STATE OFFICES PROC	RAMS & SERVICES NEWSROOM	RESOURCES CONTACT US		Q.	
	HOME · PROSILAMS & SERVICES				
About RD State Offices Programs & Services All Programs BioProferred Program Business Programs Community Facilities Programs Electric Programs	Well built, affordable housing Family Housing Programs give in rural America. Eligibility for average median income for ea Through the program options to purchase or build a new sin current mortgage under certai	families and individuals the opportunity these loans, loan guarantees, and grants i ch area. below, USDA Rural Development offers qu gle family home with no money down, to in qualifying circumstances. There are also	in rural America, Rural Development's Single to buy, build, or repair affordable homes loca is based on <u>income</u> and varies according to the ualifying individuals and families the opportu- repair their existing home, or to refinance the o programs to assist non-profit entities in the	ated inity sir	4
Energy Programs Multifamily Housing Programs Single Family Housing Programs Direct Home Loans ARPA Homeowner Assistance Fund FAQs Telecommunications Programs Water & Environmental Programs	For Homebu	Single Family House Purchase or build with m Low or Very-Low Income	ing Direct Loans		
Cooperative Services Services Newsroom		Apply directly with <u>Rural</u> Nore information	Development		Click the link
Resources					shown
Contact Us		Program	ance options available		

More Informati



Also: HB-1-3555 SFH Guaranteed Loan Program Technical Handbook

Handbooks

▼ HB-1-3555 SFH Guaranteed Loan Program Technical Handbook

Chapter 12: Property and Appraisal Consolidated version Table of Contents Requirements Chapter 1 Overview **Section 6: Combination Construction** Chapter 2 to Permanent & Rehab Loans Record Retention **{7 CFR 3555.105}** Chapter 3 Lender Approval Chapter 12 Property and Appraisal Requirements Ongination and Onderwriting Overview Chapter 6 Loan Purposes Chapter 7 Loan Terms and Conditions Obester 0

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

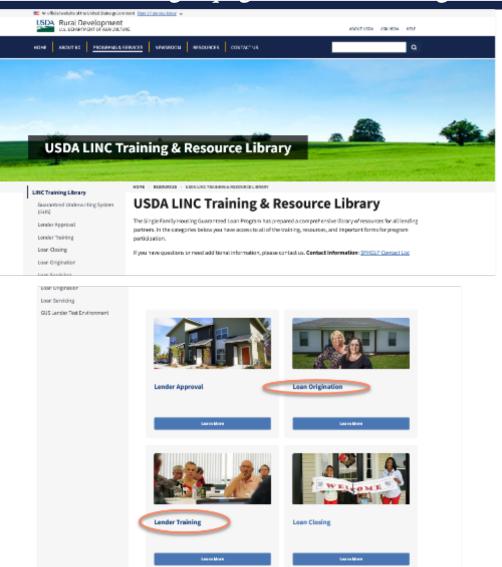


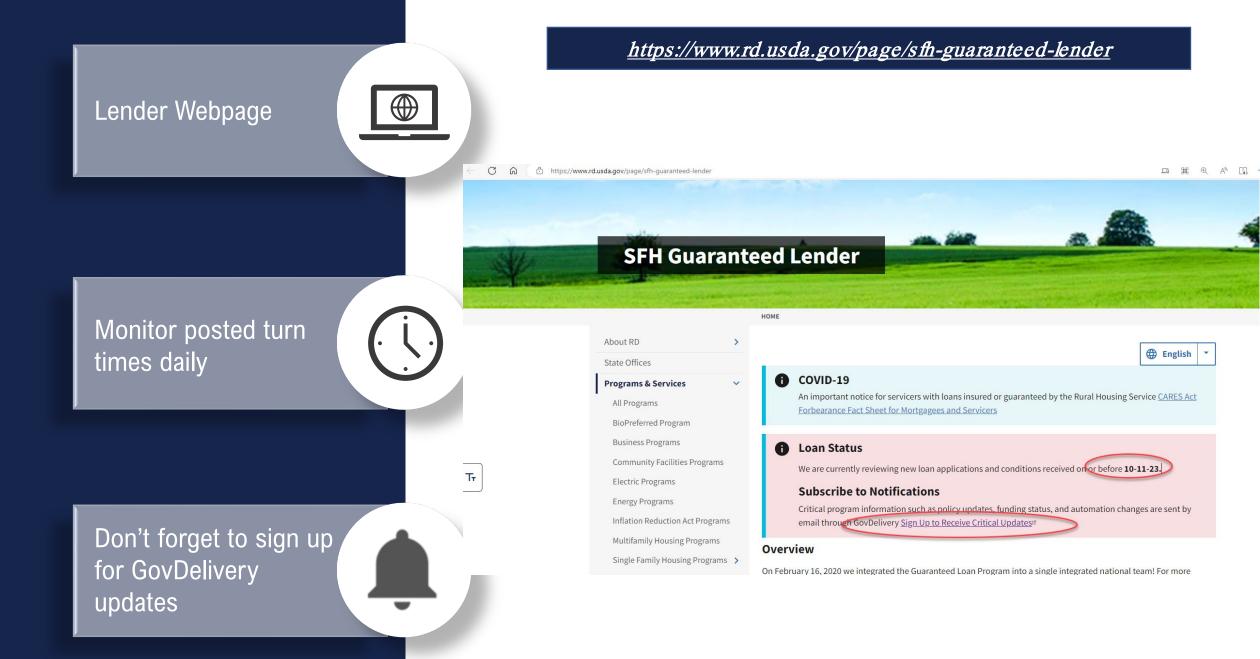
Online training modules include guidance on "Combination Construction to Permanent" loans

Documents and Resources include Handbook updates, forms, and checklists

USDA LINC Training & Resource Library

https://www.rd.usda.gov/page/usda-linc-training-resource-library

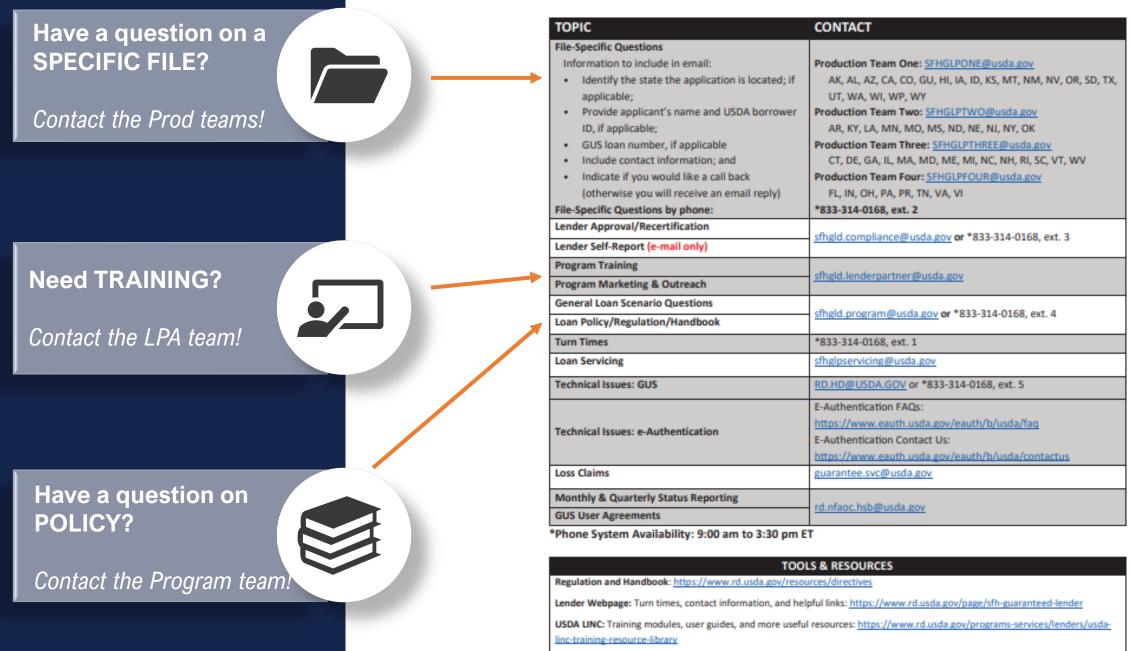






Single Family Housing Guaranteed Loan Program (SFHGLP)

Contacts & Resources



GovDelivery: Receive notifications regarding origination, servicing, and GUS updates: https://public.govdelivery.com/accounts/USDARD/subscriber/new

Live Calls:
CALL USDA
(833)
314-0168

	Option:
Turn Time Updates:	1
Specific File Questions:	2
Lender Recertifications/Approvals:	3
Policy & Scenario Questions:	4
GUS Technical Questions:	5





USDA is an equal opportunity provider, employer, and lender.