

Single Family Housing Guaranteed Loan Program



Where is the topic located?

- 7 CFR Part 3555, paragraph 3555.151,
 Eligibility Requirements
 - 7 CFR Part 3555
- HB-1-3555, Chapter 10,Credit Analysis
 - Handbooks | Rural Development (usda.gov)



Right off the bat.

 If you are unfamiliar with USDA, your burning question is probably:



What is USDA's <u>minimum Credit Score</u>?

- Short Answer:
 - USDA does not have a specific minimum Credit Score



Credit Score for a GUS Accept?



- USDA does not use a single minimum credit score.
- The Guaranteed Underwriting System (GUS) is a sophisticated automated system that analyzes the strengths & weaknesses in each file (including credit history, reserves, job history, etc.).
- Based upon those strengths/weaknesses, and GUS's ability to analyze them, there is no standard credit score minimum.

Prudent Underwriting



- ✓ It is the lender's responsibility to determine the creditworthiness of the applicant.
- ✓ Lenders and investors may have overlays such as minimum credit score requirements.
- ✓ In some cases of adverse credit, the lender's underwriter can grant credit exceptions.

7 CFR Part 3555

- Credit Analysis

7 CFR Part 3555: 3555.151(i)

- Verifiable credit history
- Demonstrate <u>ability</u> and <u>willingness</u> to meet debt obligations
- Acceptable/Verified credit score does not = automatic approval
- Draw <u>logical</u> conclusion regarding commitment to successfully handle financial obligations
- GUS is only a tool to assist lenders to evaluate risk



Update – Mandatory use of GUS



- As of May 9, 2022, use of the GUS system is mandatory.
- Only loans <u>not</u> supported by GUS (Streamlined Assist Refinances, Existing Manufactured Home Pilot Program, etc.) should continue to be submitted as in the past.
- Loans that receive "Refer" or "Refer with Caution"
 GUS recommendation can still be submitted to USDA
 as a "manually underwritten" loan by using GUS final
 submission.
- All other loans must be submitted in GUS.

Credit Requirements and GUS

- Credit Analysis



Credit requirements may vary for loans originated through GUS vs. those few files that will continue to be manually underwritten.

Repeat:

Credit requirements may vary for loans originated through GUS vs. those few files that will continue to be manually underwritten.

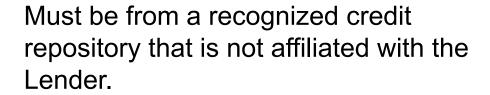
Non-Starters



- Presently delinquent on non-tax Federal debt
- Presently delinquent court ordered child support unless:
 - Approved repayment agreement in place with 3 timely payments made prior to loan closing –or-
 - Arrearage is paid in full prior to loan closing –or-
 - Release of Liability is (verified) and documented
- Applicant does not have a clear "A" CAIVRS number
- SAM check shows suspended from Federal programs



Credit Report Requirements



- Automated Merged Reports:
 - MMCR & TRMCR and
 - RMCR
- GUS will not accept Experian "Boost" reports/scores.



Credit Report Requirements



- No more than 120 days old at loan closing
- Accurate and complete
- Provide an account of the credit history and public record information for each applicant who is a party to the note;



Credit Report Requirements (cont'd)

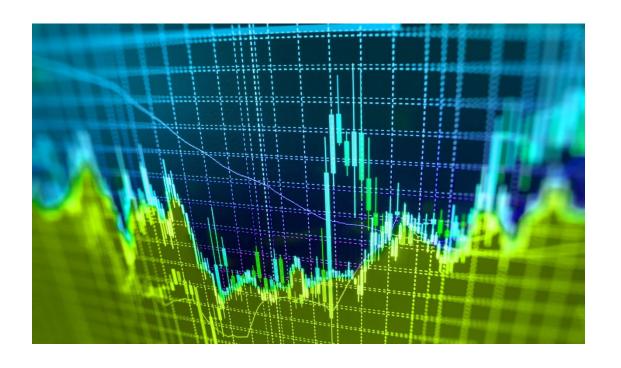
- Credit Analysis

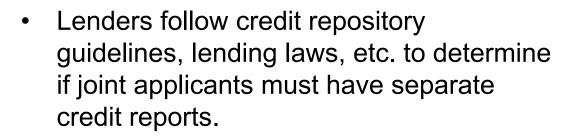
Credit reports must also:

- Be an original document
- Have no whiteouts or alterations
- Have name/address of reporting agency
- Give primary repository from where info was pulled for each account
- Give name of who ordered report



Credit Report Requirements

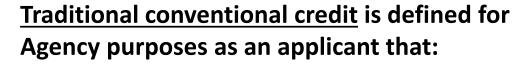




- USDA does not require unmarried applicants to be on one credit report, loan application, Form RD 3555-21, etc.
- Applicants must ensure credit data frozen at any credit repository is made available.

Unable to Secure Conventional Credit The "Test for Other Credit"

USDA requires that applicants must be unable to obtain traditional conventional mortgage credit, as defined by the Agency, for the subject loan.



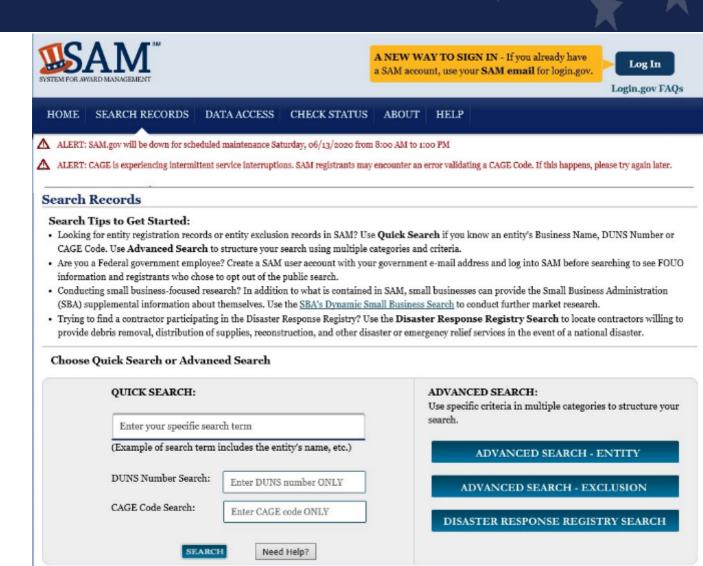
- Has personal non-retirement liquid asset funds of at least 20% (including equity from sale of current residence); and
- Can pay all closing costs (plus the 20% down)
 associated with the loan; and
- Meets qualifying ratios of no more than 28%
 PITI and 36% TD; and



- Demonstrates qualifying credit for such a loan;
 AND
- Conventional loan is 30-year fixed rate loan without PMI
- Lender and applicant certify applicant is not eligible for conventional credit by signing the 3555-21

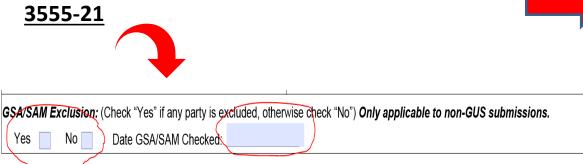
Check SAM for Suspension or Debarment

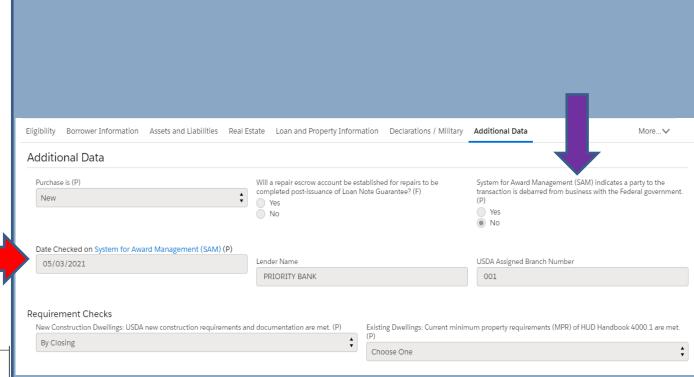
- Individuals who have been suspended or debarred from participation in Federal programs are not eligible for a guaranteed loan.
- The approved lender or their agent must screen the applicant and parties to the transaction on the <u>SAM website</u>: (www.SAM.gov)





- Once the lender has screened the applicant you must:
 - Record date verified on 3555-21
 - SAM must be checked within 30 days of loan closing



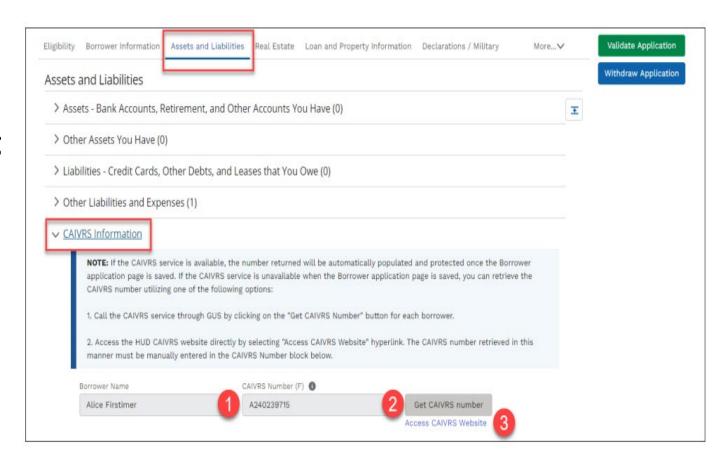




Credit Eligibility Requirements CAIVRS



- Verify applicant is <u>not presently</u> <u>delinquent</u> on a Federal debt
 - Lender must verify through the Credit Alert Verification Reporting System (CAIVRS)
 - Access to CAIVRS provided on the "Additional Data" screen in GUS
 - The presence of delinquent nontax Federal debt, child support, or previous USDA loss cannot be waived by the lender





GUS "Accept" Files

No credit score validation required

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

- One applicant must have at least <u>two</u>
 historical trade line references to validate
 score
 - Accounts may be open, closed, or paid in full
 - 12 month history (previous history ok)

- If there are no eligible tradelines on the credit report, non-traditional credit must be verified
- Eligible tradelines can include: revolving accounts, installment loans, credit cards, collections, and charge off accounts
- Ineligible tradelines include: Child support, alimony court ordered debt, and deferredpayment loans



* * * * *

GUS "Accept" File

No verification of rent or mortgage required

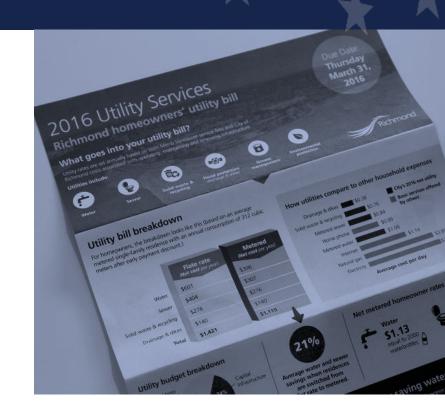
GUS "Refer", "Refer with Caution", or Manually Underwritten Loan

- May require a verification of rent or mortgage
 - Refer to GUS Underwriting Findings Report
- If a full 12-month verification is not available, the lender may utilize the time period that is available.

One rent 30 or more days
late in the past 12 months
is considered a significant
derogatory credit and will
require a credit exception
from the lender's
approval official.

Obtaining Non-Traditional Credit History

- The lender may develop a Non-Traditional Mortgage Credit Report (NTMCR)
- Two trade lines required for applicants with present housing expense (rent + 1)
- Three trade lines required for applicants without present housing expense
- When using Non-Traditional Credit, those
 Applicants are not eligible for Debt Ration Waiver.





An applicant's decision not to use traditional credit will not be used as a basis for rejection

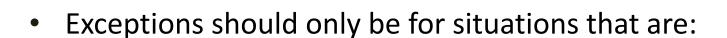


- To be valid, each tradeline must have
 12 months of repayment history
- Traditional trade lines with a 12 month history can be combined with eligible non-traditional trade lines
- Trade lines may be open, recently closed (6 months or less) and/or paid in full by the applicant

Acceptable NTMCR forms of documentation:

- Cancelled checks
- 3rd party verification
- Non-traditional credit report

Credit Exceptions



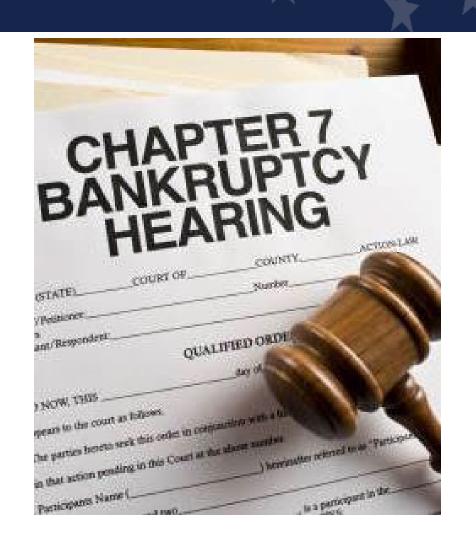
- Temporary in nature, beyond the applicant's control, and due to the current employment/financial/health of the household are unlikely to reoccur. (i.e. temporary loss of job, illness, etc.)
- Lenders <u>cannot</u> grant exceptions for:
 - Delinquent court ordered child support
 - Delinquent federal non-tax debt
 - Previous USDA loss
 - Ineligible CAIVRS/SAM results

If the lender believes the applicant is creditworthy, then an exception may be made

Credit Exceptions



- Credit exceptions **NOT** required
- ➤ GUS "Refer", "Refer w/Caution", and Manually Underwritten Files
 - Credit exceptions required for:
 - Foreclosures, Bankruptcies, Deeds-in-Lieu, and Short Sales that occurred within the past 36 months
 - One rent or mortgage payment that was 30 or more days late in the past 12 months







A credit exception is no longer required for collection accounts regardless of the GUS underwriting recommendation.

Collection Accounts

A credit exception is no longer required for collection accounts regardless of the GUS underwriting recommendation.

But what about Repayment Ratios?

- All open collections must be listed on the Asset and Liabilities GUS page, noted and marked accordingly.
- If the cumulative total of all <u>non-medical collections</u> exceeds \$2000, the lender must:
 - Require payment in full of these accounts prior to closing, or
 - Use an existing repayment agreement amount, or
 - Include 5% of the outstanding balance

Chapter 10, Credit Analysis



Attachment 10-A, Credit Matrix



Provides guidance regarding agency's requirements for credit documentation



HB-1-3555 Attachment 10-A Page 1 of 17

ATTACHMENT 10-A

CREDIT MATRIX

Credit guidance: 3555.151(i)

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 result for an applicant to be eligible for a guaranteed loan.

CAIVRS in GUS:

GUS will automatically retrieve the CATVRS response for each applicant when the Borrower

Chapter 10: Attachment 10-A,

Credit Matrix



Credit Matrix - Pages 1-6 address:

- Pulling CAIVRS,
- Credit Score Validation,
- Credit Inquiry/Recent Debts/Undisclosed Debts,
- Credit Exceptions,
- Non-Traditional Credit, and
- What to do after USDA's Conditional Commitment is issued for: new or undisclosed debts or increased payments on existing debts.

HB-1-3555

Chapter 10: Attachment 10-A,

Credit Matrix



Pages 7-17 address:

- Authorized User Accounts
- Bankruptcies
- Charge-Offs
- Collections
- Debt Management Plans
- Delinquent Court-Ordered
 Child Support
- Delinquent Federal Non-Tax Debt
- Owed Federal Taxes

- Disputed Accounts
- Garnishments
- Non-Federal Judgments
- Non-Purchasing Spouse Debt
- Deeds-in-Lieu
- Foreclosures
- Short Sales
- Previous USDA Loss
- Rent/Mortgage Pmt History

HB-1-3555 - Chapter 10:

Attachment 10-A, Credit Matrix

CREDIT INQUIRIES/RECENT DEBTS/UNDISCLOSED DEBTS

A credit inquiry is a request by an institution for credit report information. A hard inquiry is requested when an applicant is seeking credit and completes a credit application. Hard inquiries are typically listed on the credit report and factored into the credit score. A soft inquiry is not included on the credit report and does not result in a new credit/debt. Soft inquiries may include a free annual credit report, companies developing marketing lists, prequalification offers, etc.

Inquiries for credit made by the applicant(s) 90 days before the date of the credit report must be investigated to determine if new credit accounts were opened. Lenders must retain documentation in their permanent loan file to support newly identified debts.

GUS Accept/Accept with Full Documentation files:

New installment or revolving accounts that are not reflected on the credit report in GUS must be manually entered on the GUS Assets and Liabilities page under the Liabilities – Credit, Cards, Other Debts and Leases that You Owe section. No downgrade is required.

GUS Refer, Refer with Caution, and Manually underwritten files:

New installment or revolving accounts that are not reflected on the credit report in GUS must be manually entered on the GUS Assets and Liabilities page under the Liabilities – Credit, Cards, Other Debts and Leases that You Owe section or on the loan application for non-GUS loans.

HB-1-3555 - Chapter 10:

Attachment 10-A, Credit Matrix

CHAPTER 7 BANKRUPTCY (BK)

Chapter 7 of Title 11 of the U.S. bankruptcy code controls the process of asset liquidation. A trustee is appointed to liquidate nonexempt assets to pay creditors. After the proceeds are exhausted, the remaining debt is discharged.

A Chapter 7 BK discharged or dismissed more than 36 months at the time of loan application is not considered adverse credit.

GUS Accept/Accept with Full Documentation files:

GUS may render an Accept underwriting recommendation for loan files that have been discharged from Chapter 7 BK less than 36 months. No credit exception is required.

GUS Refer, Refer with Caution, and manually underwritten files:

The approved lender may determine the applicant(s) is creditworthy when their Chapter 7 BK has been discharged less than 36 months. A credit exception must be documented and submitted with the loan file. Refer to the Credit Exception section for guidance.

Chapter 7 BK that includes a mortgage:

If the Chapter 7 BK absolved a mortgage debt, the applicant is not legally liable to repay unless the debt was reaffirmed. Foreclosure action post BK discharge is against the property, not the applicant, to allow the lender to obtain title. However, until the property is fully littled to the lender, the applicant remains responsible for real estate taxes, home insurance premiums, HOA fees, special assessments, and similar debts.

Include applicable items in the debt ratio unless evidence confirms the applicant is no longer in ownership. Lenders must retain documentation in their permanent loan file.

HB-1-3555 - Chapter 10:

Attachment 10-A, Credit Matrix

CHAPTER 11, 12 OR 13 BANKRUPTCY (BK)

Chapter 11, 12 and 13 U.S. bankruptcy proceedings allow the debtor to reorganize their finances and debt payments under the supervision and approval of the court. An impartial trustee consolidates the debt and distributes money to each creditor.

Plan in Progress - GUS Accept/Accept with Full Documentation files:

Confirm all payments for the Chapter 11, 12 or 13 BK are included on the Asset and Liabilities application page. GUS may render an Accept underwriting recommendation. No downgrade is required due to the manual entry of the monthly BK payment. No credit exception is required.

Plan in Progress - GUS Refer, Refer with Caution, and manually underwritten files:

An applicant with a Chapter 11, 12 or 13 BK in progress must meet the following:

- Lender must document 12 months of debt restructure plan has elapsed;
- All required payments have been made on time; and
- The applicant has written permission from the bankruptcy court/trustee to enter into a
 mortgage transaction. If the bankruptcy court/trustee does not review or issue
 permissions, the creditor may determine if the applicant is an acceptable credit risk.

Confirm all payment amounts for the Chapter 11, 12 or 13 BK are included on the Asset and Liabilities application page in GUS or on the loan application. No credit exception is required.

Completed Plan - GUS Accept/Accept with Full Documentation files:

No credit exception is required.

Completed Plan - GUS Refer, Refer with Caution, and manually underwritten file:

Plans completed 12 months prior to loan application require no further documentation. No credit exception is required.



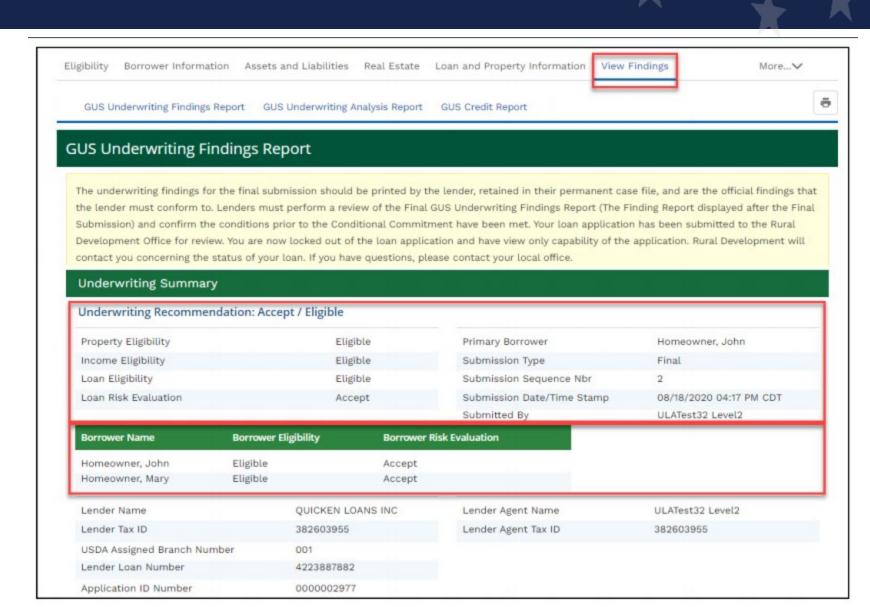
GUS Underwriting Finding Report



Review the

"GUS Underwriting
Findings Report"

at the "View
Findings" Tab





Lender's Required Conditions

Prior to Final Submission Findings

Underwriting Summary	
Underwriting Recommendation: Accept With Full Docu	ımentation / Eligible
Property Eligibility	Eligible
Income Eligibility	Eligible
Loan Eligibility	Eligible
Loan Risk Evaluation	Accept

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

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

e omitted from repayment consideration in the application. Lender must document the reason the account(s) was omitted in the (for each tradeline omitted) and retain documentation surrounding the omission in their permanent case file. Refer to HB-1-3555 arked as Omitted. Wright, Joshua Clyde has liability with an account type of CollectionJudgements, balance of \$25.00, monthly

ne lender's permanent case file. Gift funds from any source may not be included in the cash reserve calculation.

remain in the applicant's account after loan closing and must be supported with proper documentation per HB-1-3555 Chapter

payment of \$25.00 owed to Collection which has been designated as No. Omit (Note: collection)

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 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 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.

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private mortgage insurance (PMI). HB-1-3555 Chapter 8.2B defines qualifying credit and liquid non-retirement assets.

- 8 60022 Collection Accounts: Collection accounts are reported on a credit report associated with this application. Lenders must confirm all unpaid collection accounts are considered in the 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 exceed \$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 in the 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 expenses.
- 9. 6002 Interested Party Contribution Cap: Seller or other interested party contributions towards closing costs in excess of six percentage points are prohibited in accordance with HB-1-3555 Capter 6.3 (some exclusions may apply).
- 10. 60052 Iff Funds: Gift 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 on the funds of the property (seller, builder, real estate agent, etc.). A gift letter must evidence the funds on the funds were deposited into the applicant's account (if noted as 'deposited' on the Loan and Property Information page).
- 11. 60061 Loan discount Points: Loan discount points, other than to reduce the effective interest rate, cannot be financed as part of the loan. Discount points must be reasonable and customary for the area 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.

Prior to Conditional Commitment Findings

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- 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.



GUS Underwriting Findings Report



Refer and Refer with Caution Determination:

- Loan RiskFindings
- 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 mortgage loan application reveals the following: has a credit score of 631. Loan must be manually underwritten by the lender and submitted to RD for review. A credit exception listed in HB-1-3555 Chapter 10 must be recorded by the lender 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 lender's permanent casefule (if applicable).

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 086-0-32 (SFHDF). Submit form to Rural Development when requesting a conditional commitment for loan note guarantee. If an existing dwelling is in a 100-yr, floodplain the lender must ensure flood insurance through FEMA's National Flood Insurance Program (NFIP) is available for the community and flood insurance whether NFIP, '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 12.10B, including requirements for new construction properties.
- 3. 622 Lender Due Diligence: Lenders must apply due diligence when reviewing the loan file to determine if there is any potentially 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. If the lender is aware of any contradictory, derogatory, or erroneous information, lenders are obligated to take action. For example if the lender is aware of debts, late 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 REFER on the Credit Underwriting page in GUS. The file must be manually underwritten by the lender.
- 4. 2002 Risk Analysis: The request has received a REFER 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 loan file to Rural Development as noted in HB-1-3555 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 omitted) 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. has ilability with an account type of Installment, balance of \$5,993.00, monthly payment of \$0.00 owed to ________ CREDIT UNION which has been designated as No, Omit. (Note: Paid Off). has liability with an account type of Installment, balance of \$67,109.00, monthly payment of \$749.00 owed to USDA RUR 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 Retirement Assets: Retirement 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 brokerage 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 asset with an account type of Retirement and accou
- 8. 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: 1) 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 listed 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 lender must certify the applicant(s) does not qualify for a conventional credit loan. The conventional credit test for RD purposes includes all of the following: 1) The applicant(s) has available non-retirement 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-retirement liquid assets, 3) After applying the downpayment and closing costs the applicant(s) would not exceed a 28% PITI ratio and 36% TD



https://www.rd.usda.gov/resources/usda-linc-training-resource-library/loan-origination

Loan Origination

LINC Training Library

Guaranteed Underwriting System (GUS)

Lender Approval

Lender Training

Loan Closing

Loan Origination

Loan Servicing

GUS Lender Test Environment

HOME >> RESOURCES >> USDA LINC TRAINING & RESOURCE LIBRARY >> LOAN ORIGINATIO

New**

- COVID-19 FAQs
- Capital Financial Requirements for Non-Regulated Lenders

Documents & Resources

- 3555 Handbook (PDF)
- 2. 3555 Regulation 7 CFR 3555 (PDF)
- 3. FAQ Loan Origination (PDF)
- 4. Form RD 3555-21 Request for Loan Guarantee (PDF)
- 5. GRH Loan Checklist -- Attachment 15-A (PDF)
- 6. Manual Submission Job Aid (PDF)
- 7. GRH Income Worksheet -- Attachment 9-B (PDF)
- 8. Guaranteed and Annual Fee Calculation Guidance (PDF)
- 9. Income Matrix (PDF)
- 10. Refinance Matrix (PDF)
- 11. Sample Worksheet for Calculating Maximum Loan (PDF)



Together, America Prospers

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 lenders to submit files via the Guaranteed Underwriting System (GUS), manual file submissions are necessary for loan types not supported in GUS, such as the Streamlined Assist Refinance product and certain Pilot programs.

What Do I Need to Do?

To expedite manual file submissions, please follow the 2-step instructions below to upload documents directly into GUS, even though the file will not be a final submission in GUS.

STEP 1: Required GUS Entries

In GUS, the lender will enter, at a minimum, the following items:

- a. "Eligibility" Page Enter the following data points:
 - Subject Property Address (Street)
 - Subject Property Address (City)
 - Subject Property Address (State)
 - Subject Property Address (County)
 - Subject Property Address (MSA)
 - Subject Property Address (Zip Code)
 - Household Income
- b. "Borrower" Page Enter the following data points for at least one applicant:
 - Borrower First Name
 - Borrower Last Name
 - Borrower Social Security Number
- "Application Documents" Page Upload all required documents as indicated on Attachment 15-A: https://www.rd.usda.gov/sites/default/files/rd-sfh-attachment15achecklist.pdf
 - Additional guidance on uploading documents is found in the GUS user guide, located in the USDA Linc Training & Resource Library https://www.rd.usda.gov/resources/usda-linc-training-resource-library
- Lenders should <u>not</u> order or reissue credit reports in GUS or run SAVE for manual file submissions using this process.

Manual File Submissions



Input data into GUS



Email Production Team



<u>Production Teams</u>	<u>States</u>
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	CT, DE, GA, IL, MA, MD, ME, MI, NC, NH, RI, SC, VT, WV
Production Team Four SFHGLPFOUR@usda.gov	FL, IN, OH, PA, PR, TN, VA, VI





Jage 1

- GUS "Accept"
 - Purchase
 - Non-Streamlined Refinance
 - Streamlined Refinance

HB 1-3555 Attachment 15-A Page 1 of 3

ATTACHMENT 15-A

Guaranteed Rural Housing



Loan Origination Checklist

Lender Instructions: Submit the identified documents for the applicable loan type. To expedite loan review, please submit only the identified documents. Documents must not exceed the maximum allowable age set forth in the 7 CFR 3355 and Handbook 1-3555. Rural Development will consider all documents submitted as the certified and true copies of the original documents retained in the lender's permanent file. Electronic delivery to Rural Development is the preferred method. See electronic delivery information in the SFHGLP Lending Partner Webpage: https://www.rd.usda.gov/page/sfh-guaranteed-lender. In the subject line include the following: Loan Origination: Borrower Last Name, First Name

	General Information						
Applicant(s): Lender: Date:				:			
	Loan Origination Checklist Guaranteed Underwriting System (GUS)- Purchase and Non-Streamlined and Streamlined Refinance Transactions Underwriting Recommendation: ACCEPT						
When	When submitting documents in GUS, the appraisal report must be upleaded separately.						
	Form RD 3555-21, Request for Single Family Housing Loan Guarantee Include all pages from the current published version Executed by applicant(s) and lender						
	FEMA Form 086-0-32, Standard Flood Determination Form New construction properties located in 100-year flood plains require additional documentation, including confirmation the base flood elevation (BFE) is below lowest habitable floor						
	Mortgage Payoff Statement: If refinance transaction						
	Evidence of qualified alien: If applice For Non-Streamlined and Streamlined not a U.S. Citizen.			en adding a new borrower who is			
	Credit Report for Non-Purchasing Sp Applies to applicant or property locat		erty state: AZ, CA, ID, L/	A, NV, NM, TX, WA, WI			
	Uniform Residential Appraisal Repor FNMA 1004/FHLMC 70 or applicable	t (URAR)					





Page 2

- GUS "Refer" and "Refer with Caution"
- GUS "Accept" with "Full Documentation" Message
- Loans Underwritten Without the Assistance of the GUS
- Manufactured Housing Pilot Loans

HB 1-3555 Attachment 15-A Page 2 of 3

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

	Form DD 2555-24 Beauty for Single Semily Housing Long Companies
	Form RD 3555-21, Request for Single Family Housing Loan Guarantee
1	Include all pages from current published version
1	Executed by applicant(s) and lender
<u> </u>	
	Underwriting Analysis: FNMA 1008/FHLMC 1077, or similar form
1-	Executed by the approved lender's underwriter
1	Documentation of annual and repayment income calculations
1	Credit waiver explanations, debt ratio waiver compensating factors, and overall loan file comments may be documented
1	on this form
-	
	Uniform Residential Loan Application: FNMA 1003/FHLMC 65
1	Not required to be signed by applicant(s) or lender
1	Loan amount is not required to match the loan request in GUS or on Form RD 3555-21
<u> </u>	-
	Income Verification Documentation: Applicable methods
1	Streamlined: Non self-employed:
1	Written/Electronic VOE + 1 earning statement with YTD figures
1	Full Documentation: Non self-employed:
1	2 years W-2s + 4 weeks of earning statements with YTD figures
1	Self-Employed:
1	2 years personal and business filed income tax returns or IRS transcripts with all schedules + YTD profit and loss
1	statement
1	
1	Additional Income Types: SSI, VA Benefits, Pension, Retirement, etc.
1	Refer to Chapter 9 for acceptable verification documents
⊢	
	Asset Documentation:
1	Documentation for all applicable household members per 3555.152(d)
1	VOD's, bank or investment statements, gift letters, etc. Refer to Chapter 9 for acceptable verification documents.
	Credit Report: (as applicable)
1-	Credit Report: For loans submitted outside of GUS. GUS loans will have the credit report uploaded.
1	Non-Traditional credit tradelines, as applicable
1	Credit supplements, if utilized to support data adjusted from credit report
П	Credit Report for Non-Purchasing Spouse (as applicable)
	Applies to applicant or property located in a community property state: AZ, CA, ID, LA, NV, NM, TX, WA, WI
	Verification of Rent:
	NOT APPLICABLE FOR GUS ACCEPT FULL DOCUMENTATION
	May be applicable for manually underwritten loans with credit scores less than 680
	Mortgage Payoff Statement: If refinance transaction
	FEMA Form 086-0-32, Standard Flood Determination Form:
1	New construction properties located in 100 year flood plains require additional documentation, including confirmation
1	base flood elevation (BFE) is below lowest habitable floor
<u> </u>	1 /
	Evidence of qualified alien: If applicant(s) is not a U.S. Citizen
	For Non-Streamlined and Streamlined Refinance transactions evidence is required when adding a new borrower who is
	not a U.S. Citizen.
	Uniform Residential Appraisal Report (URAR)
1	NOT APPLICABLE TO MOST STREAMLINED OR STREAMLINED-ASSIST REFINANCES
1	FNMA 1004/FHLMC 70 or applicable report as determined by appraiser





Page 3

- Streamlined-Assist Refinance
 - Enter application into GUS
 - Upload documents into GUS
 - Email Production Team notifying them application is ready

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Loan Origination Checklist Streamlined Assist Refinance Manual Underwrite Review

	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		
-	Executed by the approved lender's underwriter		
	Documentation of annual and repayment income calculations		
	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 amount on Form RD 3555-21		
<u> </u>			
	Income Verification Documentation: Required for Annual Income Calculations		
	Streamlined Documentation: Non self-employed:		
	Written/Electronic VOE + 1 earning statement with YTD figures		
	Full Documentation: Non self-employed:		
	2 years W-2's + 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: Annual Income Calculations		
_	Documentation for all applicable household members per 3555.152(d)		
	VOD's, bank or investment statements, gift letters, etc. Refer to Chapter 9 for acceptable verification documents.		
	Mortgage Payment History for previous 12 month period		
-	Credit Report or Verification of Mortgage		
	Mortgage Payoff Statement		
_			
	Evidence of qualified alien status is required when adding a new borrower who is not a U.S. Citizen.		
	Uniform Residential Appraisal Report (URAR)		
	Only applicable to current Direct Loan borrowers for the purpose of calculating subsidy recapture.		

One Quick Note on Income Documentation

Do we have to document Household Income still?



Q:

Since USDA's Form 3555-21 no longer has space for income calculations, that means we no longer have to document this, correct?

A:

Incorrect. Lenders must still document Household Income on either Attachment 9-B, 1008/1077, or the equivalent & retain in your permanent case file.

SECTION 1: ELIGIBILITY INCOME

9.2 OVERVIEW

The SFHGLP assists very-low, low, and moderate-income households. Therefore, the lender must certify that any household that requests a loan guarantee does not exceed the adjusted annual income threshold for the applicable state and county where the dwelling is located. The Agency provides income eligibility information in Appendix 5 of this Handbook to lenders and updates the limits as they are revised.

This section assists lenders to analyze income types, complete income calculations (annual, adjusted, and repayment), and document the income with acceptable verifications. Documentation of income calculations should be provided on Attachment 9-B, or the Uniform Transmittal Summary, (FNMA FORM 1008/FREDDIE MAC FORM 1077), or equivalent. Attachment 9-C provides a case study to illustrate how to properly complete the income worksheet. A public website is available to assist in the calculation of annual and adjusted annual income at: http://eligibility.sc.egov.usda.gov/eligibility/.

9.3 ANNUAL INCOME [7 CFR 3555.152(B)]

Annual income will include all eligible income sources from all adult household members, not just parties to the loan note. The annual income for the household will be

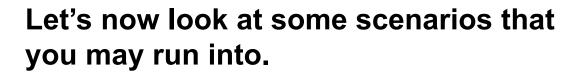
Scenarios





SCENARIOS

Credit Analysis





SCENARIO 1 – Underwriter must approve GUS Accept? Credit Analysis

You're the underwriter. And the file currently being reviewed receives a GUS "Accept" recommendation. But you notice some risks and weaknesses in the file that really give you heartburn.

Do you HAVE to approve the loan just because it got an Accept recommendation?



ANSWER 1 - Underwriter must approve GUS Accept? *Credit Analysis*

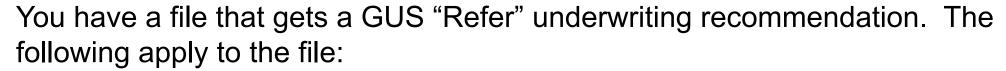


NO - You don't.

- GUS does not issue loan approvals.
- GUS only makes recommendations to Underwriters based on the data entered
- Lenders are responsible for all final loan decisions
- A GUS "Accept" underwriting recommendation does not indicate loan approval
- 3555.107(b)(3), HB 5.3

SCENARIO 2 – Validate Credit Score

Credit Analysis



- Auto Loan with 24 months reviewed (account closed 12 months ago)
- Visa: 13 months reviewed (account closed 24 months ago)
- MasterCard: 16 months reviewed (open)
- No rent verification
- Credit score = 650

Do you have to obtain Non-Traditional tradelines because 2 of the 3 above are closed accounts?



ANSWER 2 – Validate Credit Score Credit Analysis



- Since there is no rental history to verify, at least 2 tradelines must be obtained. Check!
- All of them have at least a 12 month history. Check!
- Bottom line: the accounts used may be open, closed, and/or paid in full.

• 3555.151(i)(3), HB Attachment 10-A: Credit Scores and Validation

SCENARIO 3 – Non-Traditional Credit

Credit Analysis



You have a Non-traditional credit borrower.

- The only VOR: 12 months duration, lease ended 8 months ago. Living with family now.
- Electric Bill: 18 month history
- Cable Max Bill: 16 month history

Have USDA's Non-traditional credit requirements been met?



ANSWER 3 – Non-Traditional Credit *Credit Analysis*



No. They have not been met.

- VOR was closed more than 6 months at time of loan application
- Three non-traditional tradelines required, applicant needs one more (assuming electric bill and cable continue to be eligible)

3555.151(i)(6), HB Attachment 10-A: Non-Traditional Credit

SCENARIO 4 - Judgment Credit Analysis



You are the Loan Officer with a file that has a non-federal judgment of \$1,850. There is a documented repayment agreement of \$100/month with 5 months of repayment verified and documented.

May the underwriter approve the loan without requiring this debt to be paid in full & still meet USDA guidelines?





Yes. This would be acceptable.

- It is Non-federal judgment
- It has a repayment plan in place
- The minimum of 3 months payments met (5 made prior to date of loan application)

NOTE: Caution should be used when dealing with Judgments due to the possibility of them becoming Prior/First Liens. The lender is still responsible for perfecting and maintaining a first lien position. Also, confirm that the Declarations in GUS and on the application reflect the presence of a judgment.

SCENARIO 5 – Undisclosed Debt Found

Credit Analysis



The Underwriter is wrapping up a file that received a GUS "Accept" underwriting recommendation.

- Middle Credit Score = 700
- An undisclosed debt has been found of \$200/month that was not previously reported by the Applicant.
- Conditional Commitment not yet issued

Does the Underwriter have to downgrade the file to a "Refer" because of the new debt?



ANSWER 5 – Undisclosed Debt Found *Credit Analysis*



No. They do not have to downgrade the file.

- Lender must manually enter the debt on the Asset and Liabilities page
- No automatic downgrade is required
- GUS must be re-run to consider the new debt payment, which may change the underwriting recommendation.

3555.151(i)(2), HB Attachment 10-A:
 Credit Inquiries/Recent Debts/Undisclosed Debts

SCENARIO 6 – Short Sale after Divorce Credit Analysis



The Applicant's divorce was final 10/2018. And:

- Applicant's ex-spouse was awarded home, no refinance complete, late payments began 12/2019
- Short Sale completed 6/2020
- Applicant is now applying for a guaranteed loan

Is the Short Sale adverse credit for the Applicant?



ANSWER 6 – Short Sale after Divorce *Credit Analysis*



No. It is not adverse credit.

- Because the Mortgage was current at the time of divorce
 - Documentation must be retained for support
 - No credit exception is required
 - Even though technically the Applicant was not release from liability by the creditor, this is acceptable in this type of situation.

• 3555.151(i), HB Attachment 10-A: Short Sale

SCENARIO 7 – Credit Exception

Credit Analysis



Your next file receives a GUS "Refer" underwriting recommendation. And:

- Chapter 7 bankruptcy discharged 30 months ago
- Applicant filed due to loss of job and major medical issues
- Current job time: 2 years, 4 months
- Rent: \$1,100 for 2 years New PITI: \$1,150
- Ratios are low: 17/30 w/Reserves: 2 months

Could the Underwriter justify meeting USDA guidelines if they granted a credit waiver to the bankruptcy?



Credit Analysis

*

YES. A credit waiver could be warranted in this case.

- BK is less than 36 months discharged, but there are mitigating circumstances that meet HB
 requirements. A loss of job and medical issues are certainly cited as temporary in nature
 and beyond the control of the applicant.
- There are also compensating factors to support the probable repayment of the mortgage, such as good current job time, reserves, new PITI is similar to current rent, etc.
- Credit waiver would meet HB Attachment 10-A: Credit Exceptions
- 3555.151(i)(3) and (4), HB Attachment 10-A: Credit Exceptions

Policy Updates

Policy Updates – June 2022



- ➤ Mandatory use of GUS (except for loan types not supported by GUS)
- ➤ Homeowner Assistance Fund FAQ's
 - Questions regarding the HAF program can be directed to USDA at <u>guarantee.svc@usda.gov</u> or (866) 550-5887.
- Eligibility updates for non-US citizens
 - ➤ Began May 2nd: For a 12-month period, non-U.S. citizens with valid SSN and work authorization (ex: Form I-766-Employment Authorization Document) are temporarily eligible for assistance. When needed, there is a "Non U.S. Citizen Waiver Processing Guide" on the LINC Library under the "Loan Origination" tab.

Lender Resources





7 CFR Part 3555



Bookmark It!



Use Ctrl-F to find answers quickly!



https://www.rd.usda.gov/resources/regulations/program-regulations

PART 3555—GUARANTEED RURAL HOUSING PROGRAM

Contents

Subpart A—General

- §3555.1 Applicability.
- §3555.2 Purpose.
- §3555.3 Civil rights.
- §3555.4 Mediation and appeals.
- §3555.5 Environmental requirements.
- §3555.6 State and local law.
- §3555.7 Exception authority.
- §3555.8 Conflict of interest.
- §3555.9 Enforcement.
- §3555.10 Definitions and abbreviations.
- §§3555.11-3555.49 [Reserved]
- §3555.50 OMB control number.

Subpart B—Lender Participation

- §3555.51 Lender eligibility.
- §3555.52 Lender approval.
- §3555.53 Contracting for loan origination.
- §3555.54 Sale of loans to approved lenders.
- §§3555.55-3555.99 [Reserved]
- §3555.100 OMB control number.



HB-1-3555 SFH Guaranteed Loan Program Handbook



HB-1-3555 SFH GUARANTEED LOAN PROGRAM TECHNICAL HANDBOOK

A consolidated version of the handbook is available. HB-1-3555 is a large document and may take sometime 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 Requirements
- **Chapter 13** Special Property Types
- **Chapter 14** Funding Priorities
- Chapter 15 Submitting the Application Package
- Chapter 16 Closing the Loan and Requesting the Guarantee
- Chapter 17 Regular Servicing-Performing Loans
- Chapter 18 Servicing Non-Performing Loans Accounts with Repayment Problems
- Chapter 19 Custodial and Real Estate Owned Property
- Chapter 20 Loss Claims Collecting on the Guarantee

<u>Acronyms</u>

Glossary

- Appendix 1 7 CFR part 3555
- Appendix 2 Forms and Instructions
- Appendix 3 Review and Appeals
- Appendix 4 Agency and Employee Addresses
- Appendix 5 Income Limits
- Appendix 6 Interest Assistance
- Appendix 7 Caivrs Access Instructions
- Appendix 8 EDI Documentation
- Appendix 9 Penalties
- Appendix 10 Unnumbered Letter and State Supplements

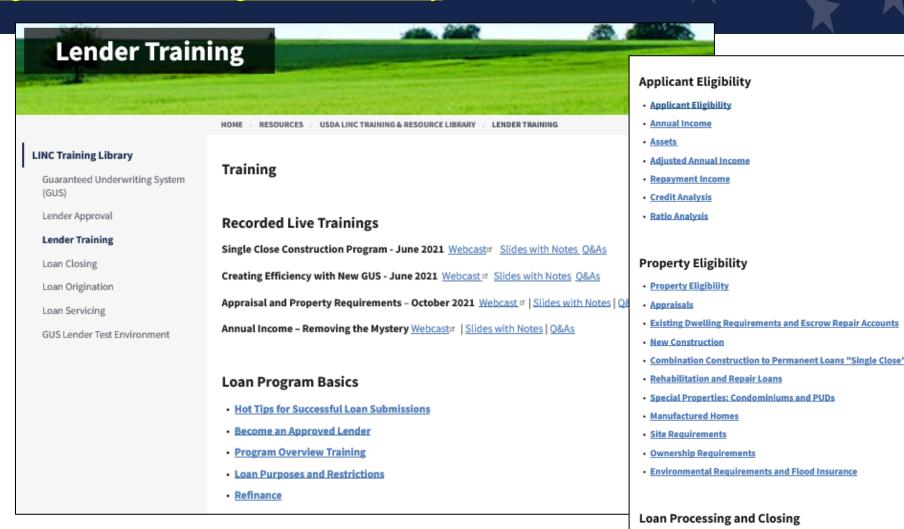
https://www.rd.usda.gov/resources/directives/handbooks

Online Training Modules LINC Training and Resources

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

- Lender Training modules are available online for a variety of program topics
- Training includes

 audio webcast
 and training
 slides that can be downloaded



Submit a Complete Loan Application

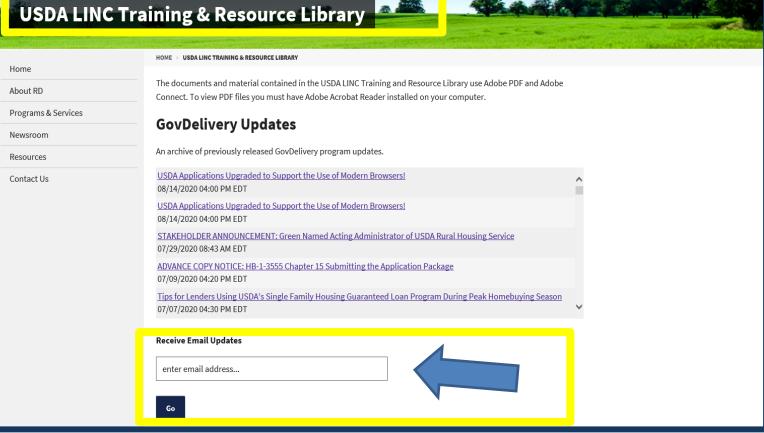
Conditional Commitment

GovDelivery Updates

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







Contact Us



General Program/Scenario Questions: sfhgld.program@usda.gov

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Technical Support (e-Authentication): <u>eAuthHelpDesk@ftc.usda.gov</u>

Loss Claims: guarantee.svc@stl.usda.gov

Monthly & Quarterly Status Reporting: rd.nfaoc.hsb@stl.usda.gov





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