

Manufactured Homes with USDA SFHGLP



Presented by: Ed Peace, Finance and Loan Analyst Lender and Partner Activities Branch <u>Ed.Peace@usda.gov</u> May 16, 2024

Today, we will cover:

- 1) Manufactured Homes Eligibility
- 2) Using the 1xClose Construction Feature
- 3) Existing Manufactured Home Pilot Program
- 4) Program Updates

Property Eligibility – Single Family Dwellings

Existing

New Construction

Townhomes

Condominiums (limitations apply)

New Manufactured (all states) Existing Manufactured after 2006 in 23 states under a pilot program New or existing Modular (treated same as sitebuilt)

Duplex – 1 unit

Expanding Affordable Homeownership

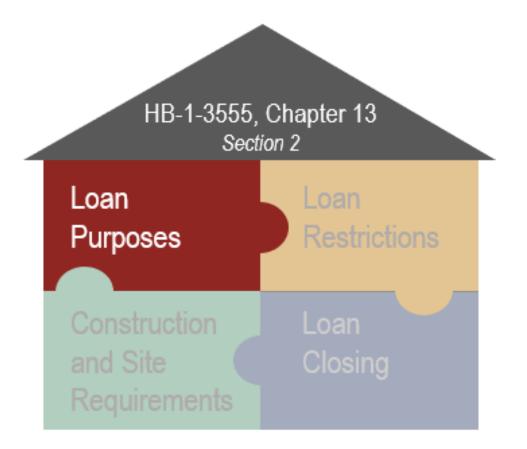
USDA will guarantee loans on Manufactured homes that meet the standards on the following slides (this is available on brand new units in all 50 states).

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

Combination Construction to Permanent Loan

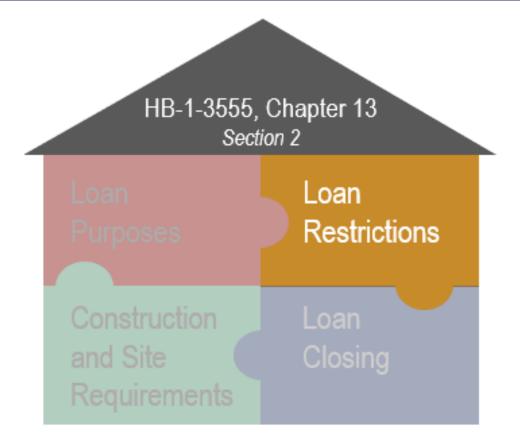


Units Must:

- 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

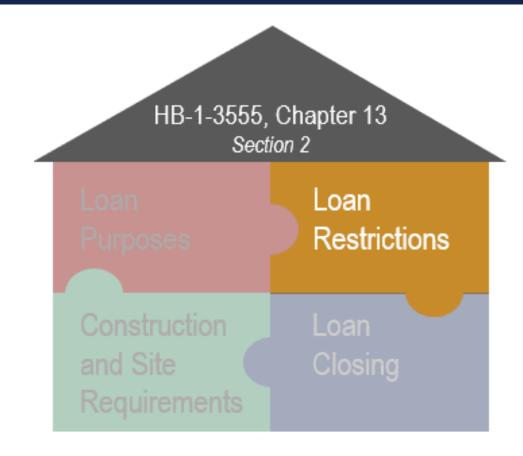


The Agency Will Not Guarantee:

- > 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

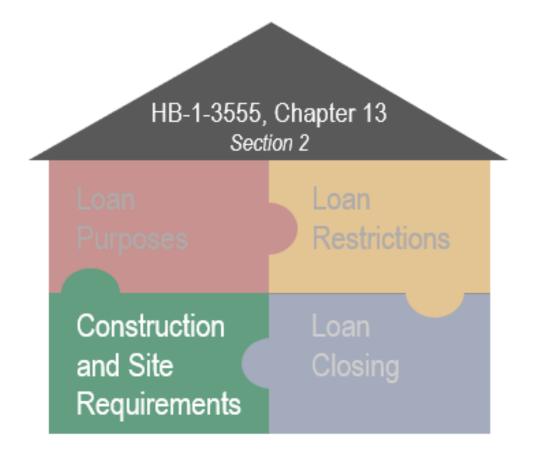


The Agency Will Not Guarantee:

- The purchase of a unit moved from a site other than a dealer's lot.
- Units manufactured more than 12 months from date of purchase agreement.
- \succ A unit with a tow hitch or running gear remaining.
- Rehabilitation on an Existing Manufactured Home or Condominium with the 1xClose Repair/Rehab feature

Manufactured Homes: Construction & Site Requirements

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

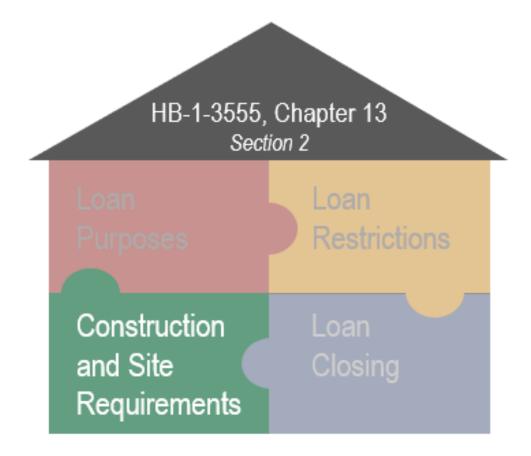


Lender's Permanent File Must Contain:

- 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

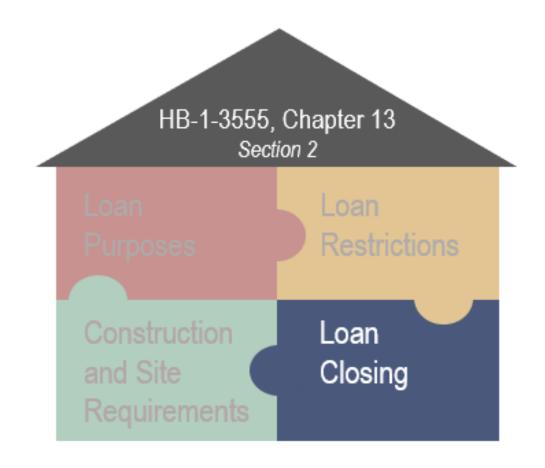


Lender's Permanent File Must Contain:

- Foundation plan that meets HUD Handbook 4960.3G guidelines.
- Plot and site development plans.
- Inspections required per HB-1-3555, Chapter 12 [for Manuf'd Homes, this is the 1) Footing and 2) Final inspections].
- 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: HB-1-3555, Attachments 13-A and 13-B may be used to document manufactured dealer/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.

Single-Close Construction – Save Time & Money 1) Securitized Version vs 2) Interest Only Version

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.

Lender Responsibilities

Combination Construction to Permanent Loan

Oversees 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)**
- □ (Acceptable credit history/criminal background check NO LONGER required as of Nov '22)

Contractors building their own residence are ineligible



Contingency Reserve

Combination Construction to Permanent Loan



- 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

Combination Construction to Permanent Loan

- 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
- Adjustable rates during construction are not allowed
 - But, rate during construction may be higher than permanent rate (our Reg reads the perm rate may be reduced at Ream)
- Annual Guarantee Fee begins to accrue at loan closing & will be due each year at anniversary date



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



Manufactured Housing Pilot has been renewed Expected to permanent in the near future – stay tuned

<u>Link for Pilot in the Federal Register</u>

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.

0.0

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.

Program Updates

New Construction Dwellings: USDA new construction requirements and o met. (P)	documentation are Existing Dwellings: Current minimum property requirements (MPR) of HUD Handbo 4000.1 are met. (P)
Choose One	↓ Yes
Additional Borrower Information	
Borrower's Name	Do you have a relationship with any Rural Development employee? (P) Ves No
Immigration/Naturalization Check	
(The automated Immigration/Naturalization verification is no longer availab	le. Approved USDA lenders are required to secure/document a non-U.S. citizen's legal residency, outside of rmanent casefile. This verification must occur prior to a final submission. Current information pertaining to a 555.)

NEW!! "SAVE" Changes

citizenship or immigration status is available in Chapter 8 of Handbook-1-3555.)

Additional second s

Login.gov

UDGIN.GOV

What is Login.gov? Who uses Login.gov? Create an account Help center

The public's one account for government.

Use one account and password for secure, private access to participating government agencies.

https://content.govdelivery.com/bulletins/gd/USDARD-38d4479?wgt_ref=USDARD_WIDGET_1 USDA Rural Development

SFH Guaranteed Origination

March 18, 2024

Make the Switch to Login.gov

Switch to Login.gov Today!

Don't wait -- sign up and make the switch to Login.gov today! Login.gov provides added security benefits of multi-factor authentication to protect your personal information.

What you need to know:

The second phase of transitioning USDA customers from eAuth to Login.gov will begin the evening of Monday, March 25, 2024. The target goal for the final phase of transitioning customers with existing eAuth accounts to Login.gov for access to USDA is the end of September 2024. Once implemented, Login.gov will be the mandatory method for accessing all USDA eAuth protected applications.

How it will work:

Login.gov will continue to be optional during this second phase; however, it is highly recommended transitioning to Login.gov for the added security benefits.

- Customers who log in with eAuth accounts will be prompted at every login to link their account with Login.gov.
 - Select the "Link with Login.gov" option to create a Login.gov account and link with eAuth for access to USDA sites.
 - · Select the "Not Now" option to go to the application.

Recent Policy Adjustments

- Created "Policy Desk" similar to FHA's "Drafting Table" to receive stakeholder feedback on potential changes to our policy Handbook.*
- Reduced documentation requirements such as no longer requiring a signed copy of the 1008 Underwriting Transmittal Summary.
- Eliminated need for verifying non-recurring deposits under \$1K
- Eliminated the need to obtain documentation for a previous Agency loss older than 7 years.
- Exemption (issued May 9) says: Real Estate commission fees paid by Sellers are exempt from the 6% cap on seller concessions.



Policy Updates

Handbook Revisions Published – PN 613 on May 6, 2024

- Chapter 9
 - Clarified that tax transcripts not received prior to closing for any reason will not delay closing. As long as the applicant filed their taxes, they may proceed without the transcripts if they are unavailable (even when the taxes are filed late).
 - Clarified that written and email verifications are options for the VVOE within 10 days of closing.
 - Removed part-time income from the matrix and included under base wages.
 - Clarified lenders can use a lesser amount for reserves than the verified amount, at their discretion.
 - Simplified the gift sourcing guidance to now only require a gift letter and either evidence of the applicant's deposit, a copy of the donor's funds by check or transfer to the closing agent, or a copy of the closing disclosure showing receipt of the donor's funds.
 - Updated the list of Federally Mandated Exclusions from Income in Attachment 9-D.



Policy Updates

Handbook Revisions Published – PN 613 on May 6, 2024

- Chapter 10
 - Updated the guidance for non-traditional credit to allow monthly subscription services and gym memberships to be considered as sources of non-traditional credit.
- Chapter 16
 - Updated the maximum insurance deductible requirements to 5% of the total coverage amount for hazard insurance and \$10,000 for flood insurance.



Policy Updates

Handbook Revisions Pending Publication

- Chapter 11 Posted to The Policy Desk through June 7, 2024
 - Increased the maximum PITI Ratio to 34% (applicable to non-GUS Accept files).
 - Clarified that when omitting a debt on an applicant's personal credit report because it is paid by a business, it should also be verifiable within the businesses' cash flow analysis and/or profit and loss statements.
 - Clarified that waivers are not permitted to increase the PITI ratio above 34% for purchase transactions (applicable to non-GUS Accept files).
 - Clarified that the 680 credit score requirement for a debt ratio waiver must be a validated credit score to be eligible.
 - Updated the list of compensating factors to include instances where there is a minimal housing payment increase and the financing of an energy efficient home.
 - Removed the requirement for the debt ratio waiver underwriting analysis documentation to be signed when submitted to the Agency for review.



The Policy Desk

Located on the LINC Training and Resource Website

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

- Provides stakeholders an opportunity to provide feedback on proposed policy revisions, prior to implementation
- Chapter 11 is currently available for review and comment (changes in Ratio Analysis)

Single Family Housing GLP Policy Desk

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

LINC Training Library

Guaranteed Underwriting System (GUS)

Lender Approval

Single Family Housing GLP Policy Desk

Lender Training

Loan Closing

Loan Origination

Loan Servicing

GUS Lender Test Environment (LTE)

SFHGLP System Access and Security Guide

New Lender Training Schedule

Welcome to The Policy Desk! Rural Development recognizes the importance of obtaining input from our stakeholders on proposed policy revisions, prior to those updates becoming effective. The Policy Desk was created with that goal in mind. Here, you will find proposed policy revisions, as well as a mechanism to provide comments to Rural Development on these proposals. We encourage all stakeholders to review these proposals and provide your comments using the link below, or by emailing the Policy Desk at <u>sfhgld,policydesk@usda.gov</u>. Thank you for your continued support of Rural Development's Single-Family Housing Guaranteed Loan Program!

English

Announcements

Rural Development's Single-Family Housing Guaranteed Loan Program is currently seeking comments on proposed revisions to Chapter 11 of Handbook 1-3555. Feedback can be provided through June 7, 2024 using the Stakeholder Comment Form, or by emailing the Policy Desk at <u>sfhgld.policydesk@usda.gov</u>. Thank you for providing your important feedback on this proposal!

Proposed Policy Revisions Open for Comment

- <u>Chapter 11 Ratio Analysis Draft Advance</u>
- <u>Chapter 11 Ratio Analysis Markup</u>

Stakeholder Comment Form

Policy Adjustments Under Consideration

- Simplifying annual income calculation requirements
- Relaxing debt ratio waiver requirements
- Updating/upgrading the GUS mortgage scorecard for "accept" and "refer" results
- Expanding opportunities for financing manufactured homes
- Reducing the seasoning period for refinance transactions
- Lenders to have online access to the lender scorecard (PRMT)
- Loan Servicing: Payment Supplement Account
 - Partial claim will provide loan payment supplements
 - Distressed borrowers will be able to keep their low-rate
 mortgage instead of a loan modification at higher interest rates



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

Manufactured Homes (HB-1-3555, Chapter 13)

> Does USDA allow the financing of existing Manufactured homes?

Existing manufactured homes are ineligible unless it is a purchase of an existing Rural Development Section 502 Direct or Guaranteed financed home. However, select states have been included in an Existing Manufactured Housing Pilot program where existing manufactured homes built after January 1, 2006, may be eligible for financing. Please see the <u>Federal Register Notice</u> on this topic for additional information.

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

An applicant is purchasing a manufactured home that was constructed 3 years ago but was never sold by the manufacturer. It is being purchased directly from the manufacturer and will be moved from the manufacturer to the site. Does this constitute a "new" manufactured home?

New manufactured homes are defined as a new unit in stock that is less than 12 months from manufactured date, which has never been installed or occupied at any other site or location. Since the manufactured date is over 12 months, it does not meet the definition of a "new" manufactured home.

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

> Is there a list of approved manufactured dealers?

No, the Single Family Housing Guaranteed Loan Program does not approve manufactured home dealers.

How do we complete GUS when using the Existing Manufactured Housing Pilot program?

GUS does not support loan applications submitted under the pilot program. Lenders should submit applications following the guidance provided in the <u>Manual File Submission Job Aid</u>, available in the <u>Linc Training and Resource</u> <u>Library</u>.

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

What are the benefits of using the single-close feature?

Both options in the single-close feature reduce the cost for the applicant, as there is only one closing. An optional interest reserve, contingency reserve, and PITI reserve can be financed as part of the loan, depending on the type of single-close transaction utilized. In addition, lenders are provided the protection of the Loan Note Guarantee throughout the construction period.

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

An applicant already owns land and wants to build a home on the property. Is this considered a purchase or a refinance?

Even though the land is already owned by the applicant, lenders should select "Purchase" in GUS for this type of transaction.

> If there is no building inspector for the local jurisdiction, who can complete the final inspection?

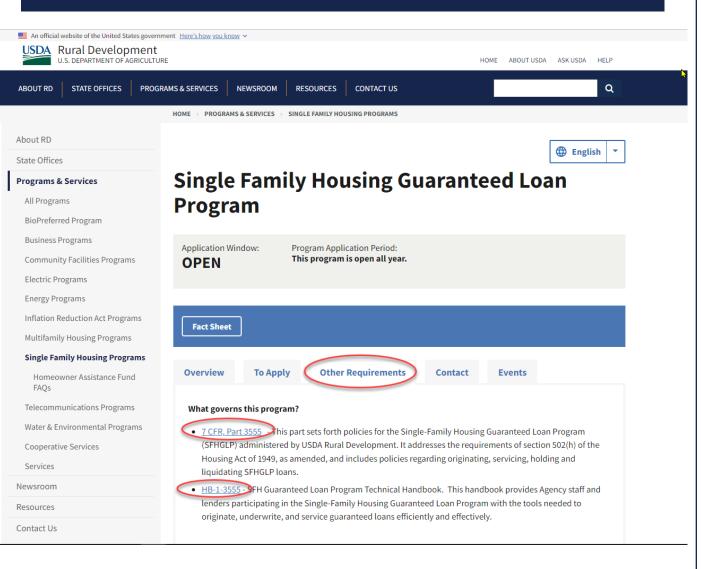
It is the lender's responsibility to find an alternative, qualified inspector when the local jurisdiction does not perform construction inspections.

Lender Toolkit



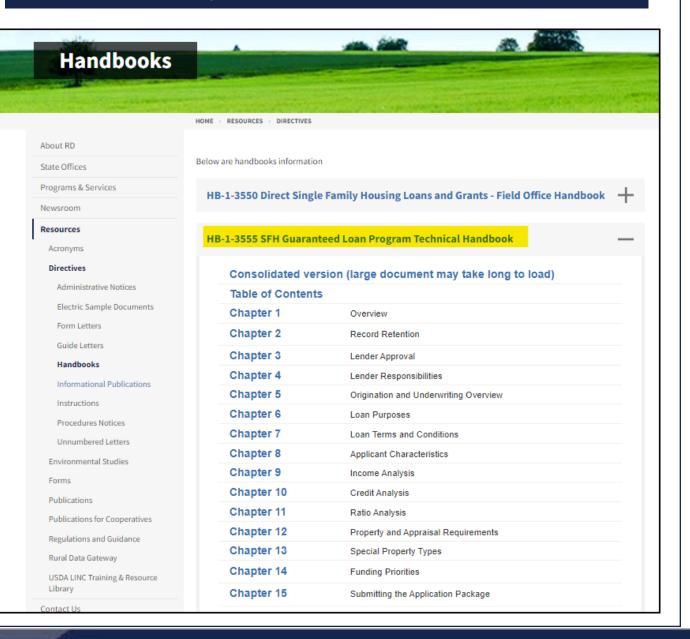


https://www.rd.usda.gov/programs-services/single-family-housingprograms/single-family-housing-guaranteed-loan-program#otherrequirements





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



Origination FAQs

Bookmark It!

Use Ctrl-F to find answers quickly!

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

FAQ Frequently Asked Questions

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Training & Resources

Check back for

updates



Desk

Lender Training

Loan Closing

Loan Origination

Loan Servicing

GUS Lender Test Environment (LTE)

SFHGLP System Access and Security Guide

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

LINC Training Library

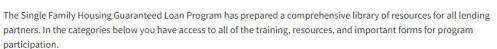
Guaranteed Underwriting System (GUS)

Lender Approval

Single Family Housing GLP Policy

New Lender Training Schedule

USDA LINC Training & Resource Library



If you have guestions or need additional information, please contact us. Contact Information: SFHGLP Contact List





Learn More

English

-

Loan Origination

Learn More



Single Family Housing GLP Policy Desk



Lender Training

Learn More

Don't forget to sign up for GovDelivery updates





NEW Training Schedule



Check back for open registration

Registration announcements sent via GovDelivery



Lender Training Schedule | Rural Development (usda.gov)

LINC Training Library

Guaranteed Underwriting System (GUS)

Lender Approval

Single Family Housing GLP Policy Desk

Lender Training Loan Closing

Loan Origination

Loan Servicing

GUS Lender Test Environment (LTE)

SFHGLP System Access and Security Guide

New Lender Training Schedule

Training Schedule

Due to the growing response rate to our training opportunities, we have expanded our offerings to include both virtual and in-person options more often throughout the year. All trainings, both virtual and in-person, are free and open to anyone to attend. Registration will typically open 30 days prior to the event. Most virtual events will take place at 2 p.m. Eastern time, but final determinations will be made clear on registration. Please ensure you are signed up for GovDelivery notices as all trainings are announced by email through that system. Please contact the lender and Partner Activities branch with any questions, at <u>sfhgld.lenderpartner@usda.gov</u>

🌐 English

- December 14, 2023: Hot Topics Register Here
- January 10, 2024: Single Close Construction and Rehab Repair loans | Register Here
- January 18, 2024: Income | <u>Register Here</u>[™]
- March 6, 2024: Program Overview 101- Register Here
 □
- April 24-26, 2024: In-Person Loan Origination & Servicing Training, Glenn Allen, VA Register Here
- May 8, 2024: GUS
- May 13-17, 2024: In-Person USDA Lender Default Servicing Training, St. Louis, MO (Note: This is a servicing lender training only.) – <u>Register Here</u>^d
- May 16, 2024: Manufactured Housing
- June 11, 2024: Lender Awards
- June 13, 2024: Appraisals & Property
- July 10, 2024: Tribal Lending
- July 18, 2024: Assets
- August 7, 2024: Ratios
- September 12, 2024: Hot Topics

https://www.rd.usda.gov/page/sfh-guaranteed-lender Lender Webpage

SFH Guaranteed Lender

Monitor posted turn times daily





		HOME
About RD	>	(A) English
State Offices		English T
Programs & Services	~	COVID-19
Programs	>	An important notice for servicers with loans insured or guaranteed by the Rural Housing Service <u>CARES Act</u> Forbearance Fact Sheet for Mortgagees and Servicers
Services	~	
For Engineers		Loan Status
For Water & Environmental Engineers		We are currently reviewing new loan applications and conditions received on or by fore 05-13-24.
RUS Interest Rates		Subscribe to Notifications
RD Apply		Critical program information such as policy updates, funding status, and automation changes are sent by email through GovDelivery Sign Up to Receive Critical Updates
Rural Development Disaste	r	
Assistance		Overview
RUS Program Borrowers		USDA Rural Development's Guaranteed Loan Program assists approved lenders in providing up to 100% financing for

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!

https://www.rd.usda.gov/media/file/download/sfhglpcontactlist.pdf

USDA Rural Development

Single Family Housing Guaranteed Loan Program (SFHGLP)

Contacts and Resources

TOPIC	CONTACT
File-Specific Questions	
Information to include in email:	Production Team One: SFHGLPONE@usda.gov
 Identify the state the application is located; if 	AK, AL, AZ, CA, CO, GU, HI, IA, ID, KS, MT, NM, NV, OR,
applicable;	SD, TX, UT, WA, WI, WP, WY
 Provide applicant's name and USDA borrower 	Production Team Two: SFHGLPTWO@usda.gov
ID, if applicable;	AR, KY, LA, MN, MO, MS, ND, NE, NJ, NY, OK
 GUS loan number, if applicable 	Production Team Three: SFHGLPTHREE@usda.gov
 Include contact information; and 	CT, DE, GA, IL, MA, MD, ME, MI, NC, NH, RI, SC, VT, WV
 Indicate if you would like a call back 	Production Team Four: SFHGLPFOUR@usda.gov
(otherwise you will receive an email reply)	FL, IN, OH, PA, PR, TN, VA, VI
File-Specific Questions by phone:	*833-314-0168, ext. 2
Lender Self-Report	sfhgld.compliance@usda.gov
Program Training	sfhgld.lenderpartner@usda.gov
Program Marketing and Outreach	singulenderpartneredusda.gov
General Loan Scenario Questions	sfhgld.program@usda.gov or *833-314-0168, ext. 4
Loan Policy/Regulation/Handbook	singld.program@usda.gov or 655-514-0166, ext. 4
Turn Times	*833-314-0168, ext. 1
Lender Approval/Recertification	sfhelpservicing@usda.gov
Loan Servicing	
Technical Issues: GUS	RD.HD@USDA.GOV or (800) 457-3642 option 2, option 2
	E-Authentication FAQs:
Technical Issues: e-Authentication	https://www.eauth.usda.gov/eauth/b/usda/fag
reclinical issues. e-Authentication	E-Authentication Contact Us:
	https://www.eauth.usda.gov/eauth/b/usda/contactus
Loss Claims	guarantee.svc@usda.gov
Monthly and Quarterly Status Reporting	RD.SO.HSB@usda.gov
GUS User Agreements	no polino de dada gov
Adding/Removing Security Administrator (SFH	Form Instructions: https://www.rd.usda.gov/files/RD-SFH
Guaranteed Loan Program Automated Systems)	AdditionalLenderSecurity.pdf

TOOLS AND RESOURCES Regulation and Handbook: https://www.rd.usda.gov/resources/directives Lender Webpage: Turn times, contact information, and helpful links: https://www.rd.usda.gov/page/sfh-guaranteed-lender USDA LINC: Training modules, user guides, and more useful resources: https://www.rd.usda.gov/programs-services/lenders/usda-linc-training-resource-library 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





Stay current! Visit our website.