

USDA Single Family Housing Guaranteed Loan Program

Lender and Partner Activities Branch



Single Family Housing Guaranteed Loan Program Purpose

- The SFHGLP is designed to provide low- and moderate-income households the opportunity to own adequate, modest, decent, safe, and sanitary dwellings and related facilities for their own residential use in rural areas.
- The program offers eligible applicants the opportunity to acquire, build, rehabilitate, improve, or relocate a dwelling in rural areas.
- The program provides loan guarantees to approved lenders for loans made to eligible applicants.
- Similar to the FHA Insurance program and VA loan guarantee program

Guaranteed Loan Program Applicant Benefits

- 100% financing of appraisal value, no down payment
- Alternative credit allowable
- No Asset/Reserve Requirements
- No cap on purchase price
- Low fees 1% financing fee, .35 Annual
- No Rate Restrictions
- No CLTV limits
- Purchase, New Construction, and Refinance
- Single Close Construction Program
- Not limited to First Time Home Buyers
- No Set Acreage Limits
- Escrow for Repairs
- Seller concessions to 6%

Guaranteed Loan Program Lender Benefits

90% Loan Note Guarantee

Earn Community Reinvestment Act (CRA) credits

 USDA loan are sought after securities in the secondary market and receive the best investor pricing due to low prepayment rate ~7% (FHA 36%, VA 66%)

SFHGLP Comparison Chart

	USDA	FHA	VA **	Fannie Mae Home Ready*	Fannie Mae Conventional97%	Freddie Mac Home Possible*	Freddie Mac Home One
Purchase Price	\$200,000	\$200,000	\$200,000	\$200,000	\$200,000	\$200,000	\$200,000
Interest Rate	3.75%	3.75%	3.75%	4%	4.25%**	4%	4%
Downpayment	0	3.5% (\$7,000)	0	3% (\$6,000)	3% (\$6,000)	3% (\$6,000)	3% (\$6,000)
Upfront Guarantee Fee/ UFMIP/Guaranty Fee	\$2,020.20 (1%)	\$3,377.50 (1.75% in '20)	\$4,600 (0-3.3% varying by eligibility. Utilized 2.3 as a more common rate)				
Total Base Loan	\$202,020.20	\$196,377.50	\$204,600	\$194,000	\$194,000	\$194,000	\$194,000
Monthly Annual Fee/MI	\$58.92 (.35%)	\$139.10 (.85%)	-0-	\$158.43 (.98%)	\$158.43 (.98%)	\$158.43 (.98%)	\$195.61 (1.21%)
Out of Pocket	\$0	\$7,000	\$0	\$6,000	\$6,000	\$6,000	\$6,000
TOTAL P & I	\$1023.39	\$1076.63	\$976.79	\$1084.62	\$1112.79	\$1084.62	\$1,121.80
FTHB req	no	no	no	no	yes	no*	yes

Notes:

Affordable lending programs may allow eligible gift and/or grant programs for the payment of upfront guarantee fees and down payment requirements.

Monthly mortgage insurance is represented with borrower paid monthly insurance (BPMI). Mortgage insurance rates are based on industry rates in September 2020 for required coverage for credit scores of 680 – 699.

Minimum credit scores may apply for some programs

- * Restricted to Low-Income applicants; ** Usually requires approx. ¼% higher rate for this program.
- ** Generally only available to Veterans

Program Eligibility

Eligibility Requirements

Determination of Applicant Eligibility



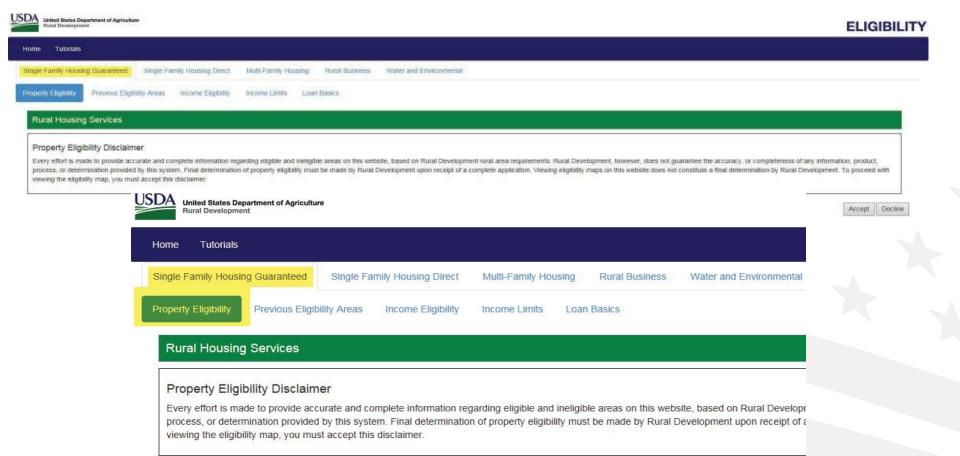
✓ Property located in an eligible rural area

✓ Total Household Income Within Program Limits -115% of MHI

Single Family Housing Guaranteed Loan Program Property Eligibility

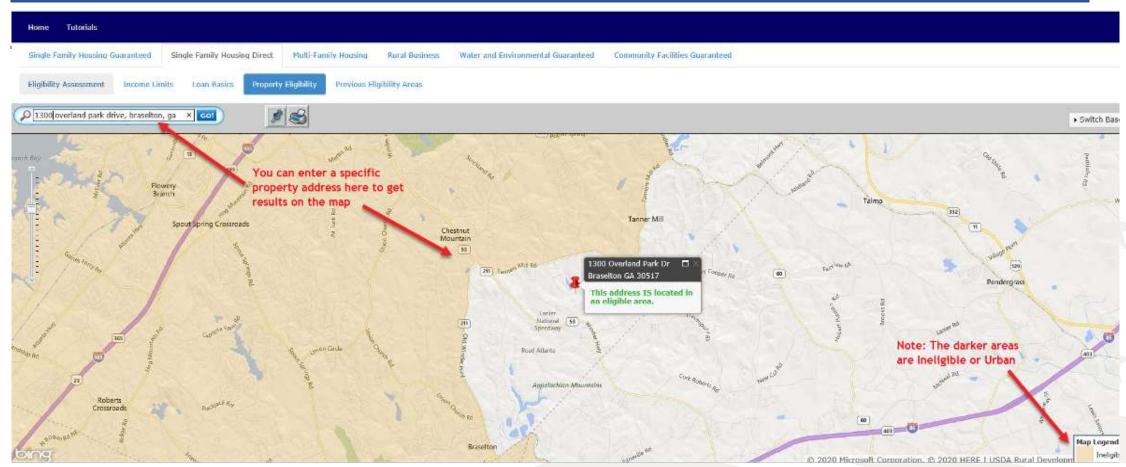
Online: Property Eligibility

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



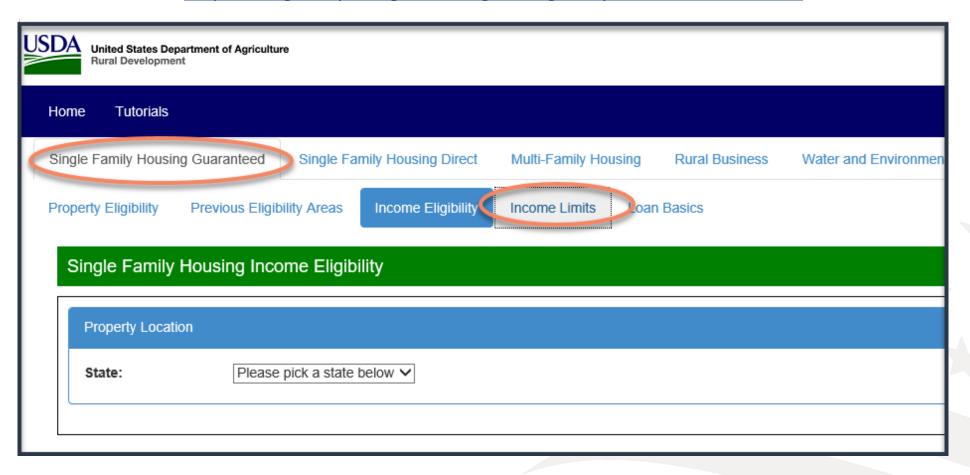
Single Family Housing Guaranteed Loan Program Property Eligibility

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



Single Family Housing Guaranteed Loan Program Maximum Income Limits

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



Single Family Housing Guaranteed Loan Program MAXIMUM INCOME LIMITS

Both USDA RD programs have <u>Maximum Income Limits</u> for household size: GRH (Moderate is max):

		GUARANTEE	D HOUSING	PROGRAM IN	COME LIMITS	5			
STATE: MISSOURI				ADJU	STED I	NCOME	LIMI	T S	
	PROGRAM	1 PERSON	2 PERSON	3 PERSON	4 PERSON	5 PERSON	6 PERSON	7 PERSON	8 PERSON
Kansas City, MO-KS MSA	John Promiser								
Bates County, MO HUD	Metro FMR Area								
	VERY LOW INCOME	31600	31600	31600	31600	41750	41750	41750	41750
	LOW INCOME	50550	50550	50550	50550	66750	66750	66750	66750
	MOD.INC-GUAR.LOAN	90300	90300	90300	90300	119200	119200	119200	119200
Kansas City, MO-KS H									
	VERY LOW INCOME	43000	43000	43000	43000	56800	56800	56800	56800
	LOW INCOME	68800	68800	68800	68800	90800	90800	90800	90800
	MOD.INC-GUAR.LOAN	98900	98900	98900	98900	130550	130550	130550	130550
Springfield, MO MSA									
Dallas County, MO HU									
	VERY LOW INCOME	28050	28050	28050	28050	37050	37050	37050	37050
	LOW INCOME	44900	44900	44900	44900	59250	59250	59250	59250
	MOD.INC-GUAR.LOAN	90300	90300	90300	90300	119200	119200	119200	119200
Polk County, MO HUD									
	VERY LOW INCOME	28050	28050	28050	28050	37050	37050	37050	37050
	LOW INCOME	44900	44900	44900	44900	59250	59250	59250	59250
	MOD.INC-GUAR.LOAN	90300	90300	90300	90300	119200	119200	119200	119200
Springfield, MO HUD									
	VERY LOW INCOME	32650	32650	32650	32650	43100	43100	43100	43100
	LOW INCOME	52250	52250	52250	52250	68950	68950	68950	68950
	MOD.INC-GUAR.LOAN	90300	90300	90300	90300	119200	119200	119200	119200
St. Joseph, MO-KS MSA									
	VERY LOW INCOME	32150	32150	32150	32150	42450	42450	42450	42450
	LOW INCOME	51450	51450	51450	51450	67900	67900	67900	67900
at T	MOD.INC-GUAR.LOAN	90300	90300	90300	90300	119200	119200	119200	119200
St. Louis, MO-IL MSA	Makes EMD Asses								
St. Louis, MO-IL HUD		41.450	41.450	41.450	41.450	E 4750	E47E0	E4750	E4750
	VERY LOW INCOME LOW INCOME	41450	41450	41450 66300	41450 66300	54750 87500	54750 87500	54750	54750
		66300	66300					87500	87500
	MOD.INC-GUAR.LOAN	95300	95300	95300	95300	125800	125800	125800	125800

The more rural counties (GRH):

STATE: MISSOURI				ADJU	STED I	NCOME	TIWI	T S	
	PROGRAM	1 PERSON	2 PERSON	3 PERSON	4 PERSON	5 PERSON	6 PERSON	7 PERSON	8 PERSON*
Atchison County, MO									
	VERY LOW INCOME	31950	31950	31950	31950	42200	42200	42200	42200
	LOW INCOME	51100	51100	51100	51100	67450	67450	67450	67450
	MOD. INC-GUAR. LOAN	90300	90300	90300	90300	119200	119200	119200	119200
Audrain County, MO									
•	VERY LOW INCOME	29300	29300	29300	29300	38700	38700	38700	38700
	LOW INCOME	46900	46900	46900	46900	61900	61900	61900	61900
	MOD. INC-GUAR. LOAN	90300	90300	90300	90300	119200	119200	119200	119200
Barry County, MO						The State of			
2 (1) 2 (2) 4 (2)	VERY LOW INCOME	28050	28050	28050	28050	37050	37050	37050	37050
	LOW INCOME	44900	44900	44900	44900	59250	59250	59250	59250
	MOD. INC-GUAR. LOAN	90300	90300	90300	90300	119200	119200	119200	119200
Barton County MO	THE PARTY OF THE P	53320	1800000	200000	747.478		20000	1000 (2500)	-101316

STATE:MISSOURI Direct: L	OW is max			ADJU	STED I	нсомв	LIMI	T S	
	PROGRAM	1 PERSON	2 PERSON	3 PERSON	4 PERSON	5 PERSON	6 PERSON	7 PERSON	8 PERSON+
Springfield, MO HUD Metr	o FMR Area								
	GRANT INCOME	13750	15700	17650	19600	21200	22750	24300	25850
	VERY LOW INCOME	32650	32650	32650	32650	43100	43100	43100	43100
\rightarrow	LOW INCOME	52250	52250	52250	52250	68950	68950	68950	68950
	MODERATE INCOME	90300	90300	90300	90300	119200	119200	119200	119200
	38 YEAR TERM	39200	39200	39200	39200	51700	51700	51700	51700
St. Joseph, MO-KS MSA									
	GRANT INCOME	13550	15450	17350	19300	20850	22400	23950	25450
	VERY LOW INCOME	32150	32150	32150	32150	42450	42450	42450	42450
	LOW INCOME	51450	51450	51450	51450	67900	67900	67900	67900
	MODERATE INCOME	90300	90300	90300	90300	119200	119200	119200	119200
	36 YEAR TERM	38600	38600	38600	38600	50950	50950	50950	50950
St. Louis, MO-IL MSA									
St. Louis, MO-IL HUD Met	ro PMR Area								
	GRANT INCOME	17450	19900	22400	24850	26900	28850	30850	32850
	VERY LOW INCOME	41450	41450	41450	41450	54750	54750	54750	54750
1	LOW INCOME	66300	66300	66300	66300	87500	87500	87500	87500
1	MODERATE INCOME	95300	95300	95300	95300	125800	125800	125800	125800
	36 YEAR TERM	49750	49750	49750	49750	65700	65700	65700	65700
Adair County, MO									
	GRANT INCOME	13650	15600	17550	19500	21050	22600	24200	25750
I .	VERY LOW INCOME	32500	32500	32500	32500	42900	42900	42900	42900
	LOW INCOME	52000	52000	52000	52000	68650	68650	68650	68650
1	MODERATE INCOME	90300	90300	90300	90300	119200	119200	119200	119200
I	38 YEAR TERM	39000	39000	39000	39000	51500	51500	51500	51500

Single Family Housing Guaranteed Loan Program Eligible Loan Purposes

Acquiring a Site and Dwelling

- Existing (Stick built and manufactured thru pilot)
- New Construction (End-loan or Single-Close Construction)
- Land Trusts and Leaseholds

Reasonable and Customary Expenses

Associated with the purchase of a dwelling such as closing costs

Repairs and Rehabilitation

In combination with a purchase

Refinance

Current RD Direct or GRH loans only



Single Family Housing Guaranteed Loan Program Property Types

- Must be typical for the area
 - Evidenced by appraisal and comps
- Predominately residential in use, character, and design
- Must NOT be designed or utilized principally for income producing purposes or contain income producing land



Single Family Housing Guaranteed Loan Program

GUS: Guaranteed Underwriting System

Accept

Accept with Full Documentation

Refer

Refer with Caution



Lender = Underwriter GUS makes recommendations

A. Approval from Another Recognized Source

Acceptable documentation includes a copy of the official letter or other verifiable communication from an acceptable secondary market organization or other Federal government agency showing that the lender is approved for participation by that entity.

Acceptable secondary market organizations, Federal government and state agencies include:

- ➤ State Housing Finance Agency (SFHA)
- ➤ Department of Housing and Urban Development (HUD)- Federal Housing Administration (FHA)
- ➤ Government National Mortgage Association (Ginnie Mae)
- Department of Veterans Affairs (VA)
- > Fannie Mae
- > Freddie Mac

B. Approval by Demonstrated Ability

A lender that does not meet the conditions of Paragraph 3.2.A, and who has not previously participated as an approved lender in the SFHGLP, may seek approval by demonstrating its ability to originate and/or service sound loans.

<u>Demonstrated Ability</u> - The lender must have a proven ability to originate, underwrite, and/or service single-family mortgage loans and must have a staff with adequate knowledge and expertise in these areas. Expert knowledge and experience in residential mortgage lending may be demonstrated through the following documentation:

- A summary of residential mortgage lending activity
- Written criteria that outline the policies and procedures the lender typically follows when originating, underwriting, and closing residential mortgage loans
- Evidence that the lender has an experienced loan underwriter on staff

Federal Oversight

A lender that is a federally regulated depository institution may be considered for participation in the SFHGLP. The lender must provide an official letter or other verifiable communications from the oversight authority that indicates the lender's ability to process, underwrite and service single-family residential mortgage loans. The documentation must confirm that Federal oversight is being provided by one of the following Federal oversight entities:

- The Federal Reserve System.
- The Office of the Comptroller of the Currency (OCC).
- The Federal Deposit Insurance Corporation (FDIC).
- The National Credit Union Administration (NCUA).
- The Federal Housing Finance Board regulating lenders within the Federal Home Loan Bank (FHLB) system.

Experience with a USDA Program or Farm Credit System

A Farm Credit System (FCS) institution or lender participating in certain other USDA programs is eligible to participate in the SFHGLP if it can also demonstrate experience in underwriting and servicing single-family residential mortgage lending. Lenders meeting these criteria include:

- An FCS lender with direct lending authority; or
- A lender participating in other Rural Housing Service, Rural Business-Cooperative
 Development Service, Rural Utilities Service, or Farm Service Agency guaranteed loan
 programs that have an active lender agreement.

LENDER APPROVAL PROCESS – Handbook Chapter 3

Attachment 3-A Lender Approval Checklist

formation							
	TAX ID:						
s), if applicable. Use separate sheet for any a	dditional DBAs:						
Address:	Mailing Address (if different)	Phone:					
		Fax:					
STORAGE MEN MENTERS AND THE SERVER		County:					
ate/Headquarters:	1.5 6173						
Si Constantino		occurs NV					
	Phone: E-	E-Mail:					
Title:	Fax:						
omen-Owned Business (Optional)	☐ Minority-Owned ☐ Women-Ow	vned					
following information for all principal offi-	cers, directors, and senior managers. Additional sheets n	nay be attached, if necessary.					
•	Professional and Market Professional Andread						
	s), if applicable. Use separate sheet for any a Address: ate/Headquarters: Name: Title: Tomen-Owned Business (Optional)	s), if applicable. Use separate sheet for any additional DBAs: Address: Mailing Address (if different) ate/Headquarters: Company E-Mail: Name: Phone: Fax: Title: Fax: Comen-Owned Business (Optional) Minority-Owned Women-Owned Company E-Mail: Fax: Mailing Address (if different) Address: Company E-Mail: Minority-Owned Women-Owned-Owned-Owned Business (Optional)					

LENDER APPROVAL PROCESS – Handbook Chapter 3

Attachment 3-A Lender Approval Checklist

Attachment 3-A

Cur	rent eligibility designations [Section 3.2 of HB	-3555 Chapter 3]:	
×	Agency Certifications (Select applicable)	Preferred Method of Evidence/Certification (Submit as supplemental information)	Applicable Agency Assigned Identification
	Fannie Mae	Fannie Mae Form 582, "Annual Eligibility Certification Report"	
	Freddie Mac	Freddie Mac Form 16SF, "Annual Eligibility Certification Report"	
0	U.S. Department of Housing and Urban Development – Federal Housing Administration (HUD-FHA)	Letter showing lender approved by HUD as a Title II supervised or non-supervised mortgagee for submission of one to four family housing applications for Federal Housing Mortgage Insurance or as an issuer of Ginnie Mae mortgage backed securities "supervised" or "non-supervised."	
	U.S. Department of Veterans Affairs (VA)	Letter showing lender approved as a supervised or non- supervised "automatic" mortgagee with direct lending authority for VA	
	State Housing Finance Agency (SFHA)	N/A	
	Farm Credit Service(FCS)	Lender must have direct lending authority. Provide Membership letter.	
	Lenders participating in USDA guaranteed loan programs.	Copy of executed agreement showing approval by Rural Housing Service, Rural Business and Cooperative Service, Rural Utilities Programs and/or the Farm Service Agency.	
	Evidence of Federal oversight (if applicable)	Evidence and supporting documentation per Section 3.2 of Chapter 3 of Federal oversight by any of the following: The Federal Reserve System; The Office of the Comptroller of the Currency (OCC); The Federal Deposit Insurance Corporation (FDIC); The National Credit Union Administration (NCUA); or The Federal Housing Finance Board regulating lenders within the Federal Home Loan Bank (FHLB) system.	
	Evidence of demonstrated ability in underwriting and/or servicing (if applicable).	A summary of residential mortgage lending activity. Written criteria that outline the policies and procedures the lender typically follows when originating, underwriting, and closing residential mortgage loans. Evidence that the lender has an experienced loan underwriter on staff.	

LENDER APPROVAL PROCESS – Handbook Chapter 3

Attachment 3-A Lender Approval Checklist

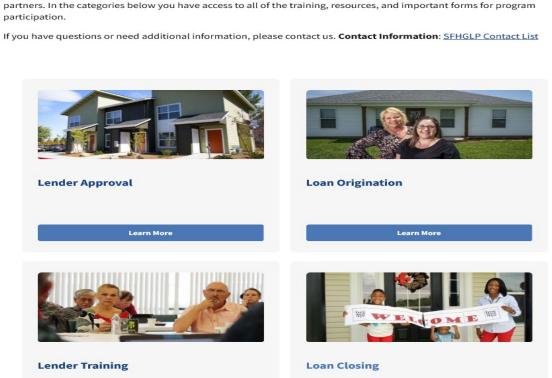
0		MANUAL TIALINA VIA STRAAT	
List	of Supplemental Inf	ormation to be Submitted with Lender Approval Checklist [Check the box to indicate that each	
requi	ired document has l	been included with the lender approval request package.]	
1.	Form RD 3555-16	"Agreement for Participation in Single-Family Housing Guaranteed/Insured Loan Programs of the United States Government (Lender Agreement)". http://forms.sc.egov.usda.gov/eForms/welcomeAction.do?Home	
2.	Resume	Evidence of Underwriter's qualifications and experience in the industry.	
3.	Retail Lender – Spreadsheet	If your firm is a retail lender , provide complete contact information (addresses, telephone numbers, fax numbers and e-mail addresses) for your branch locations, loan processing/underwriting departments, loan servicing, and a contact person for loan production. Information assists in populating Rural Development's lender record database.	
4.	Wholesale Lender or Servicing Lender- Spreadsheet	If your firm is a wholesale lender or a servicing lender , provide a general description of your services (loan processing, underwriting, table funding, loan servicing, real estate owned (REO) disposition, etc.) and provide complete contact information (address, telephone number, fax number, e-mail addresses) for your various departments, including regional account executives.	
5.	Underwriting Outline	A brief outline of underwriting criteria from the lender's internal loan policy manual. Include a statement to use forms approved by the Federal Housing Administration (FHA), Fannie Mae, or Freddie Mac.	
6.	Quality Control Plan	General requirements for quality control plans:	
		 Must be in writing outlining policies and procedures along with any forms and checklists used in the process. Employees must operate independently of loan origination and servicing departments or the lender/servicer may contract out this function. If this function is contracted out, the lender must adequately monitor the performance of the contractor. Have procedures to report non-compliance to the highest levels of management. May be monthly or at the most a quarterly basis. Have procedures to report non-compliance or suspected misrepresentation to the appropriate regulatory authorities. Identify training opportunities for lender/servicer staff. Set timeframes for review and follow-up procedures. Have procedures in place to monitor any third party originators (TPOs) Include a consistent process to sample select and review SFHGLP loans. 	
7.	Training Certification	Evidence of "New Lender Training" – https://www.rd.usda.gov/programs-services/lenders/usda-linc-training-resource-library for one option available for mandatory new lender training. Review Section 3.2 of Chapter 3 for additional options available.	

Single Family Housing Guaranteed Loan Program TOOLS & RESOURCES

Single Family Housing Guaranteed Loan Program GovDelivery

www.rd.usda.gov/programs-services/lenders/usda-linc-training-resource-library





Lender Training

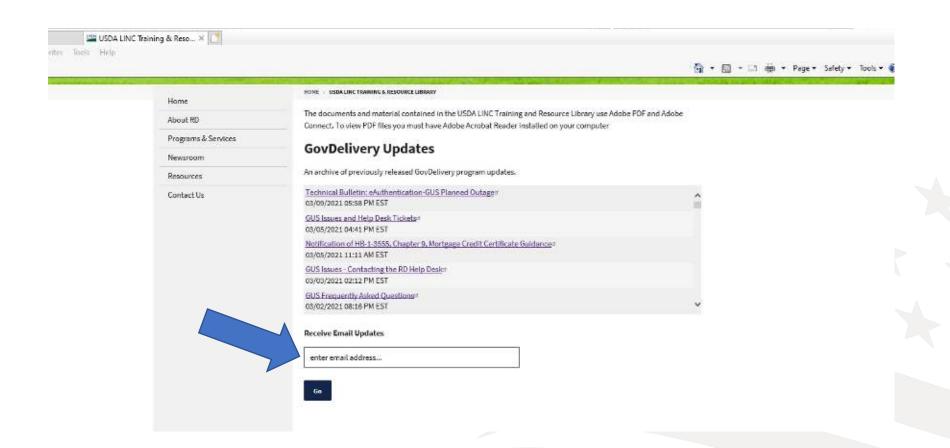
Loan Origination Loan Servicing

GUS Lender Test Environment

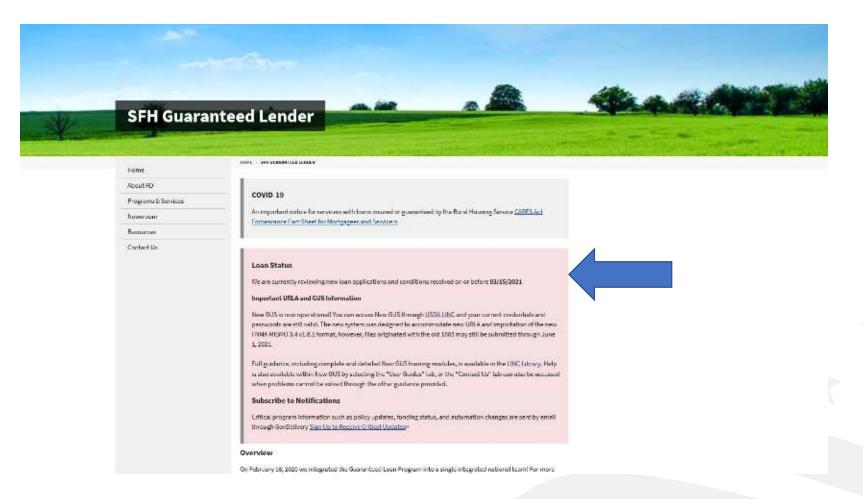
Loan Closing

Single Family Housing Guaranteed Loan Program GovDelivery

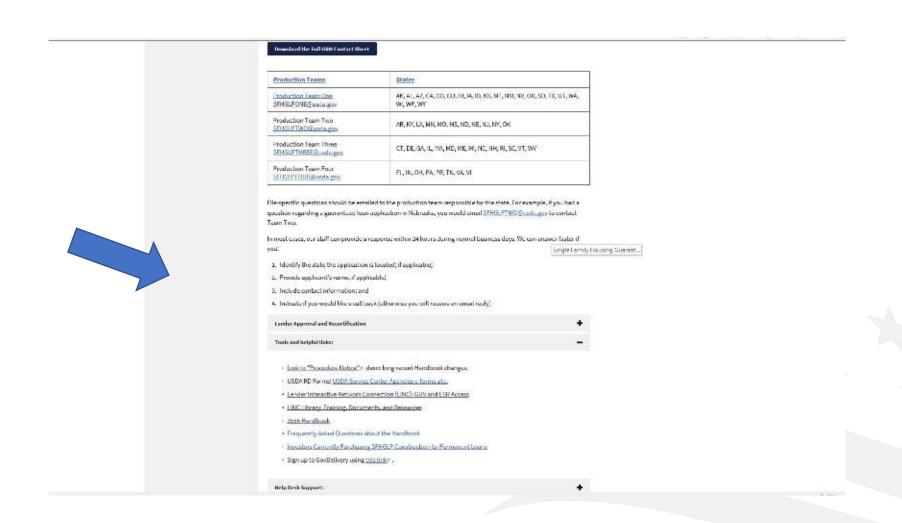
www.rd.usda.gov/programs-services/lenders/usda-linc-training-resource-library



Single Family Housing Guaranteed Loan Program SFH Guaranteed Lender Page



Single Family Housing Guaranteed Loan Program SFH Guaranteed Contacts



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