

Rural Development U.S. DEPARTMENT OF AGRICULTURE

### USDA Single Family Housing Guaranteed Loan Program (SFHGLP)



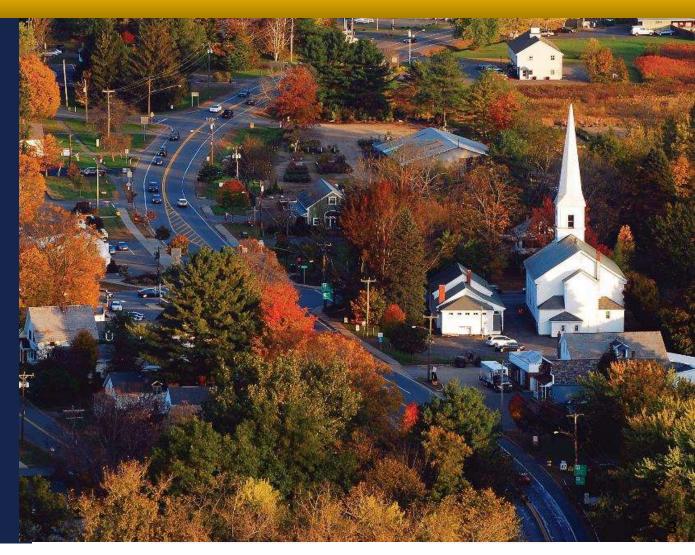
### SINGLE FAMILY HOUSING GUARANTEED LOAN PROGRAM (SFHGLP)

#### VISION

To create efficiencies and cultivate partnerships to strengthen and expand the program to benefit rural communities.

### MISSION STATEMENT

Provide affordable and sustainable homeownership opportunities for low- and moderate-income people in rural areas that may not be afforded the opportunity to be homeowners otherwise.



## Homebuyer Benefits



No down payment with financing up to 100% of the APPRAISED value <u>plus</u> the onetime upfront guarantee fee (1%).



NO specific minimum credit score requirement. Alternative credit allowable.



30-year fixed rate that is negotiated between the applicant and lender. (No rate caps).



NOT limited to First Time Home Buyers.



Buy existing, build new, or refinance a current Rural Development loan.



No maximum purchase price limits. Based solely on applicant's repayment ability.



Gift and grant funds allowed. Down payment assistance allowed & <u>No CLTV!</u> Seller/Interested party concessions allowed up to 6%.



No set acreage limits. Must be typical for the area and not income producing.

		GUARANTEED	DIRECT
INCOME		Moderate-income limits (115% of median family income)	Very low to low-income limits (80% of median family income)
PROPERTY		Must be in an <u>eligible rural area</u> ; site must be typical for the area	Must be in an <u>eligible rural area</u> ; site and home size restrictions
INTEREST RATE	26	<b>30</b> -year fixed rate	Typically <b>33</b> -year term; Payment assistance available
HOW TO APPLY		Apply through a <u>participating SFHGLP</u> <u>lender</u>	Complete an online assessment and <u>apply directly to RD</u>
	X.		

SFH Program Overview

List of Lenders: www.rd.usda.gov/sites/default/files/RDGRH-AllStatesList.pdf



**Portfolio** 938,384 loans totaling over \$117.5 Billion



**Participating Lenders** More than 3,300 lenders and 3<sup>rd</sup> party originators



### Year-to-Date FY2023 Funding

Over \$20 billion in funding used last fiscal year Funded each year at \$24 Billion



# FY2023 Realtor Commissions

Estimated \$1.4 Billion



### **Subsidy Neutral**

Program fees pay for the program and national allocation not required – eliminates need for taxpayer support



### National Oversight

February 2020 integration into a single national team

### Let's Compare

	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	6.5%	6.5%	6.5%	7%	7.25%**	7%	7%
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 '23)	\$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	\$58.62 (.35%)	\$90.01 (.55%)	-0-	\$124.48 (.77%)	\$158.43 (.98%)	\$158.43 (.98%)	\$195.62 (1.21%)
Out of Pocket	\$0	\$7,000	\$0	\$6,000	\$6,000	\$6,000	\$6,000
TOTAL P & I	\$1,335.83	\$1,331.25	\$1,293.21	\$1,415.17	\$1,481.86	\$1,449.12	\$1,486.30
FTHB req	no	no	no*	no	yes	no	yes

Notes:

Monthly mortgage insurance is represented with borrower paid monthly insurance (BPMI). Mortgage insurance rates are based on industry rates in July 2023 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. 1/2% higher rate for this program.

### **Basic Qualifications**

1. Home located in rural area



2. Household income below 115% of MHI



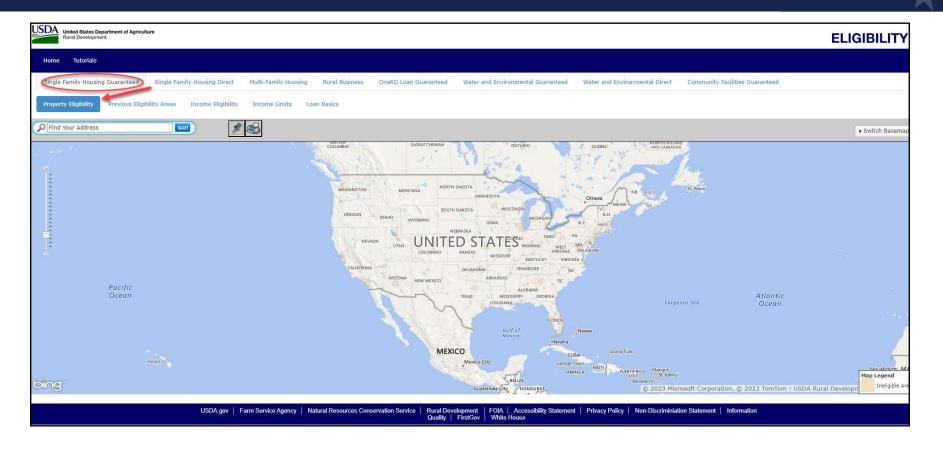


### Eligible Rural Areas

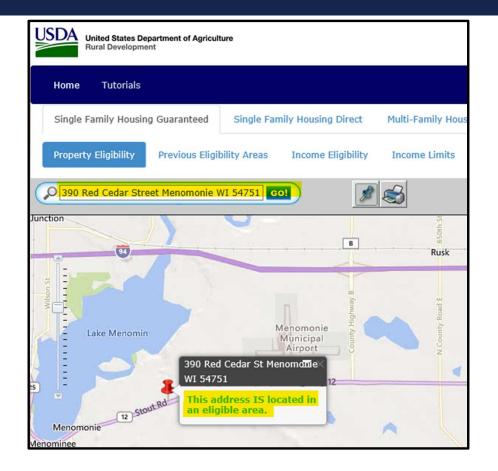
HB-1-3555, Chapter 12.3

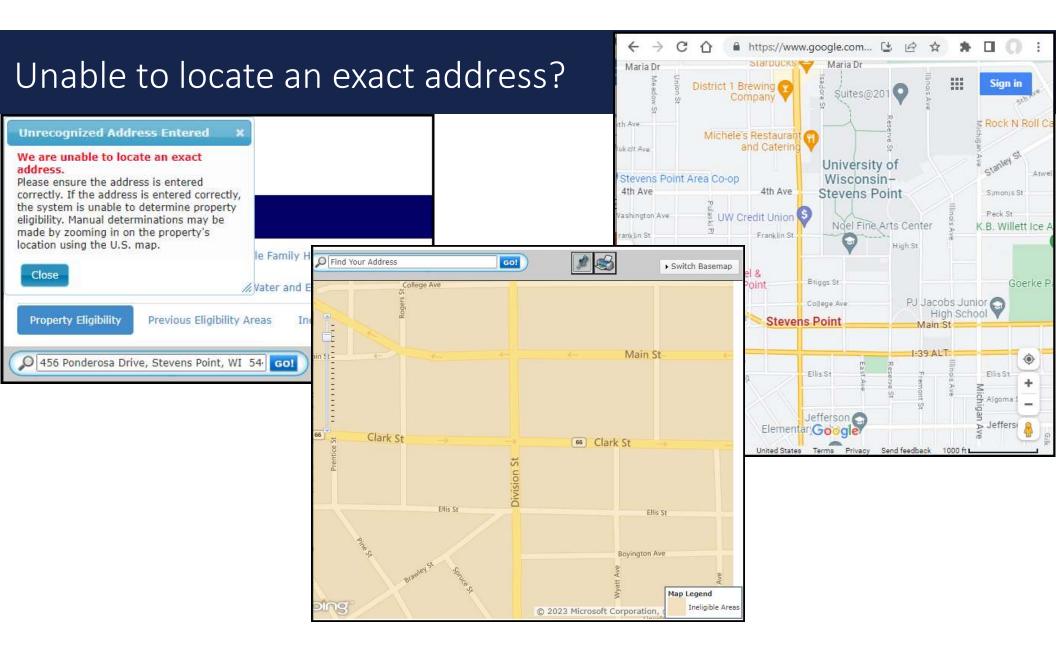


### USDA Site Eligibility



USDA United States Department of Agriculture Rural Development						
Home Tutorials						
Single Family Housing	Guaranteed	Single Far	nily Housing Direct	Multi-Family Ho		
Property Eligibility	Previous Eligi	bility Areas	Income Eligibility	Income Limits		
5417 Clems Way Ster	vens Point WI	54482 GG		<b>S</b>		
pint M im St	66	S.Highway 10 E		16-14-1		
Park Ridge	C. C.	Old Highway 18		JS: Highway_10		
5	Hoover Rd	51 &	5417 Clems Way Stev WI 54482 This address is not in an eligible area. 	located		





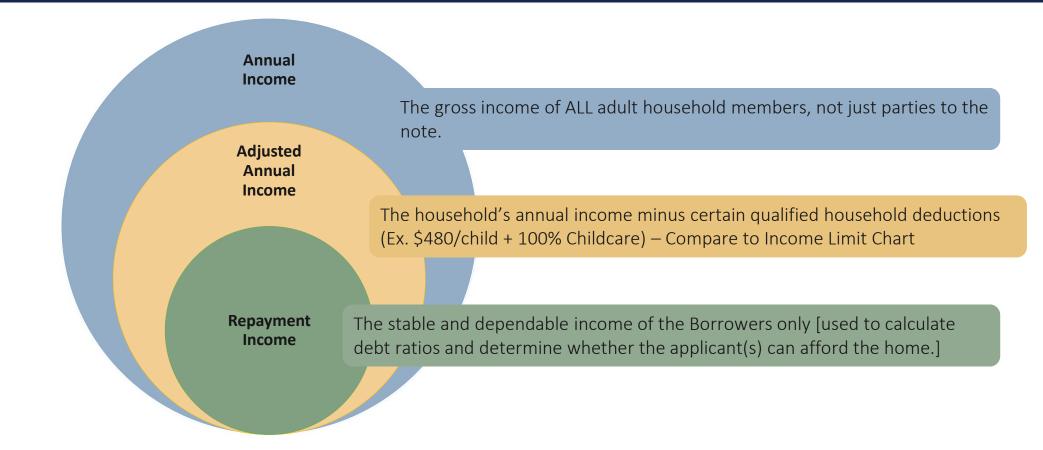


Income Eligibility

HB-1-3555, Chapter 9

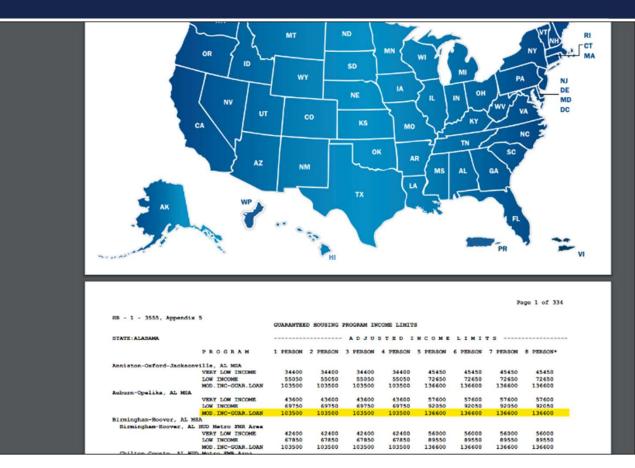


### 3 Types of Income – where we differ from most programs



USDA United States Department of Agricultu Rural Development	ure						ELIGIBILITY
Home Tutorials							
Single Family Housing Guaranteed	Single Family Housing Direct	Multi-Family Housing	Rural Business	OneRD Loan Guaranteed	Water and Environmental Guaranteed	Water and Environmental Direct	Community Facilities Guaranteed
Property Eligibility Previous Eligi	bility Areas Income Eligibility	Income Limits Loan	Basics				
Single Family Housing Inc	ome Eligibility						
Property Location							
State: Please p	iick a state below ✓						
							Reset

	USDA Counties not listed by name will be under the MSA with which they are associated. See that list here: Select a state to see the income limits for the counties in tractate.
USDA Rural Development	United States Department of Agriculture
Home Tutorials	Rural Development Single Family Housing Guaranteed Loan Program
Single Family Housing Guaranteed       Single Family Housing Direct       Multi-Family Housing       Rural Business         Property Eligibility       Previous Eligibility Areas       Income Eligibility       Income Limits       Loan Basics	Otherwise, click the state to see income limits by county name/MSA
Single Family Housing Income Eligibility Property Location	name. Remember to make all eligible
State: Please pick a state below V	household income before comparing to the limits AZ NM OK AR MIS AL GA





## Applicant Eligibility

HB-1-3555, Chapter 8



Acceptable Citizenship/ Immigration Status



- US Citizen
- US Non-Citizen National
- Qualified Alien
- \* Non-US Citizen with valid Social Security Number and work authorization
- \* Guidance valid through May 2, 2025

### Unable to Secure Conventional Credit



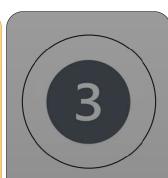
#### Assets

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



#### Resources

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



#### **Ratios**

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



Credit

Demonstrates qualifying credit for such a loan



#### **Loan Terms**

Conventional loan is 30-year fixed rate loan without PMI

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### Certification

Lender and applicant certify applicant is not eligible for conventional credit by signing the 3555-21

## Retaining a Dwelling

#### A. Owning a Dwelling [7 CFR 3555.151 (e)]

An applicant who owns a dwelling to which they will retain ownership may be eligible for a guaranteed loan. It is not the intent of the SFHGLP to assist borrowers in building an investment portfolio. The loan applicant is limited to owning one single family housing unit, other than the house associated with the loan request. Applicants may purchase another home if all the criteria below are met:

- The applicants are not financially responsible for another Agency guaranteed or direct home loan by the time the guaranteed home loan is closed;
- The applicant is financially qualified to own more than one house;
- The applicant will occupy the home financed with the guaranteed loan as their primary residence throughout the term of the loan; and
- The current home owned, whether adequate or inadequate, no longer meets the applicants' needs. Examples include, but are not limited to:
  - Relocation due to a new job opportunity.
  - Requires a larger home to provide for a growing family.
  - o Obtaining a divorce and the ex-spouse will retain the dwelling.
  - Is a non-occupying co-owner or co-borrower on another mortgage loan and wants to purchase their own dwelling. 20

### Eligible Loan Purposes

#### Acquire a Site and Dwelling

Loan funds may be used to purchase existing or build new.

### Reasonable and Customary Expenses

These closing costs may be paid for with loan funds. Seller/Interested Party contributions are limited to 6% of sales prices.

### **Repairs and Rehab**

May be financed when combined with purchase of home. Escrows allowed for repairs that don't affect the livability of the home.

#### Refinance

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



## Credit Eligibility and Ratio Analysis

HB-1-3555, Chapters 10 & 11

## Credit Eligibility Requirements



#### Underwriting Recommendation

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



#### Overlays

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



#### **Lender Responsibility**

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



#### **Adverse Credit**

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

*Refer to HB-1-3555, Attachment 10-A for credit guidance.* 

## Credit Eligibility Requirements



Credit history problems do not always reflect an unwillingness to meet financial obligations.

# Credit Exceptions



If the lender believes the applicant is creditworthy, they may make an exception.



Exceptions should only be for situations that are temporary in nature, beyond the applicant's control, and due to the current employment/financial/health of the household are unlikely to recur. (i.e. temporary loss of job, illness, etc.)

## Credit Eligibility Requirements

**Delinquent Court Ordered Child Support:** Applicants currently delinquent on court ordered child support are ineligible unless they have an approved repayment agreement and have made 3 timely, consecutive payments.

# Credit Exceptions Lender Cannot Waive

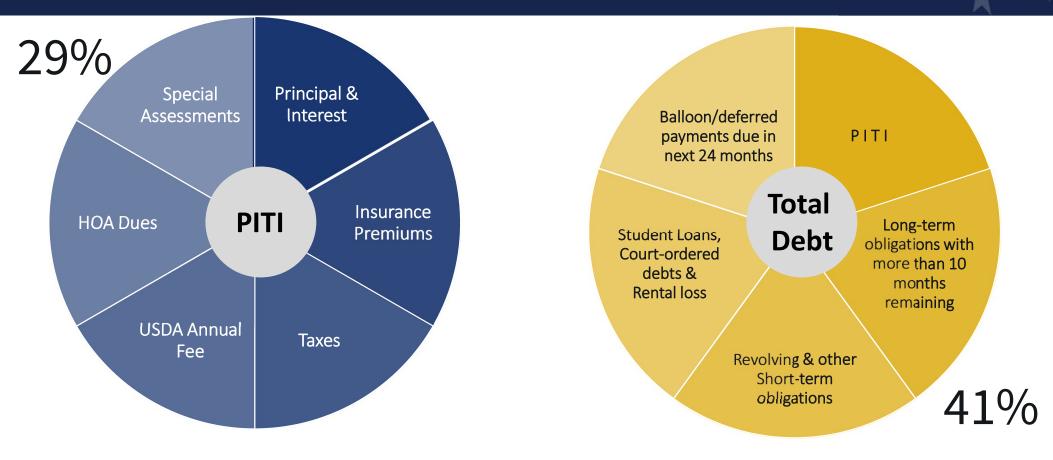


**Delinquent Federal Non-Tax Debt:** Applicants with delinquent Federal non-tax debt are ineligible until the debt is paid in full or a release of liability is documented.



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

### Ratio Analysis



### Ratio Analysis



Include all NPS debts (unless excluded by state law)

# Non-Purchasing Spouse Debt



Lender must determine if debts may be excluded per state statute and cite specific statute in permanent loan file



GUS: Manually enter the obligation on the "Additional Expenses" on the "Assets and Liabilities" page



## Property Requirements and **Special Property Types**

HB-1-3555, Chapters 12 – 13

## Property Eligibility

### What types of properties can be financed?

- Existing Single Family Homes
- New Construction
- Townhomes
- Condominiums (limitations apply)
- New Manufactured in all 50 states
  - (Existing units after 2006 in some states under a pilot program)
- New or existing Modular (treated same as site-built)
- Duplex 1 unit



### Appraisal Requirements

- Lender ensures appraiser is qualified.
- Appraiser certifies property meets HUD 4000.1 standard (applies to existing dwellings. New dwellings must be designed and constructed in accordance with certified plans and specifications.)
- Appraisal can be "as is" or "as improved".
- Appraisal is valid for 180 days –orup to 1 year with an appraisal update.
- Property "flipping" is not prohibited.



### Property and Site Requirements



**Site Size** 

• No specific limitation to size/acreage of site



#### Income Producing Buildings

 Income producing buildings are prohibited



#### Accessory Dwelling Unit

• Does not automatically render property ineligible



#### Income Producing Land

• Income producing land is prohibited



#### **Multiple Parcels**

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

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

### Condominiums



Homeowners Association (HOA) fees must be included in the total debt ratio.

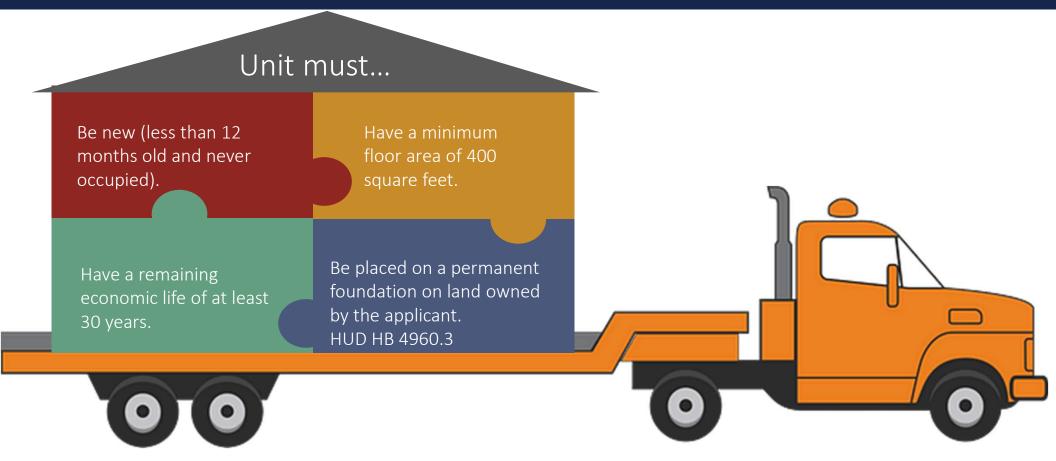


Units are eligible if approved or accepted by HUD/FHA, VA, Fannie Mae, or Freddie Mac.



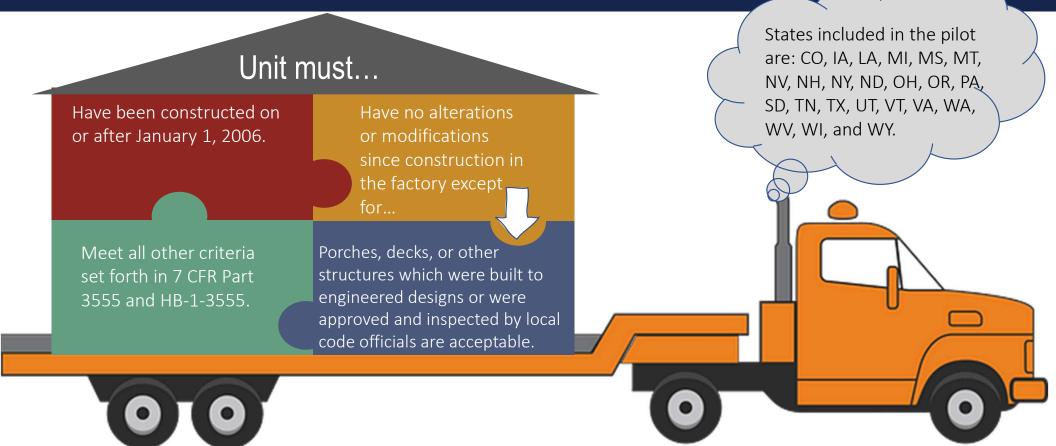
Applicants remain responsible to obtain individual homeowners' insurance or flood insurance, as applicable.

### Manufactured Homes



### Manufactured Homes – Pilot Program

### Federal Register Notice



# Single Close Construction Benefits



### **Reduced Risk**

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



### **One Closing** Only one loan closing required, saving borrower from excess closing costs



### Loan Note Guarantee at Closing

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



### **Reduced Risk** To both lenders and builders



### Apply

Apply through a <u>lender participating</u> in the Single Close Construction-to-Permanent Loan



### **Realtor Commission** Paid at time of closing – prior to construction

**Two Products Available** 

Securitized and Standard



## Rehab and Repair Benefits



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



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



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



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



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



Realtor Commission is paid at time of closing – prior to repairs.

# Rehab and Repair Uses/Restrictions

#### **ELIGIBLE:**

- Make a dwelling accessible for persons with disabilities
- ✓ Repair/install a well or septic system
- Construct additions/make structural alterations/reconstruct existing dwelling
- ✓ Add a garage (attached/detached)
- ✓ Modernize kitchen/bath, etc.

#### **RESTRICTIONS:**

- X Installation of new inground pool, hot tub or sauna
- X Repair to a new/existing manufactured home/condo
- X Convert a non-dwelling structure to dwelling (barns, schoolhouse, etc)
- X Luxury items (exterior fireplaces/kitchens)

Non-Structural		Structural
Finance up to \$35,000 in repairs	COST	Finance over \$35,000 in repairs
Subject to repair type		Qualified inspector is required
Allowed – 10% if utilities are on; 15% if utilities are off	CONTINGENCY	Allowed – 10% if utilities are on; 15% if utilities are off
Since home is habitable, not eligible for PITI reserves	PAYMENT RESERVES	PITI reserves up to 6 mos when dwelling is uninhabitable
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USDA Guaranteed loans are not worth it because they take longer to close.

- As a result of our February 2020 transition to a single integrated national team, the SFH Guaranteed program has proven to be more efficient, customer-focused and consistent.
- Review times remain at a steady 1-2 business days and can be viewed in current time on our SFH Guaranteed Lender website.

https://www.rd.usda.gov/page/sfh-guaranteedlender



The appraisal requirements will be an obstacle.

- Appraisal must comply with USPAP and appraiser will confirm the property meets HUD 4000.1 Handbook standards for existing properties.
- Appraisal must meet requirements of UAD as set by Fannie Mae and Freddie Mac.
- Appraiser must be a qualified appraiser who is licensed and certified in the State where property is located.



Only farms and extreme remote locations are eligible.

#### Generally,

- Any town, village, city or place that is rural in character
- Eligible rural areas with populations up to 35,000
- Utilize the USDA Property Eligibility Site to confirm eligible areas. Over 92% of US landmass is eligible:

https://eligibility.sc.egov.usda.gov/eligibility/welc omeAction.do?pageAction=sfp



It's too difficult to determine if the buyer is eligible for a USDA guarantee loan.

#### **Preliminary Determination of Applicant**

- Income...are the applicants within the county household income limit where the property is located?
- Credit...no score requirement. Do the applicants show a reasonable willingness to repay debt? Are they delinquent on Federal debt?
  - Are the applicants unable to obtain conventional credit?
- Citizenship...Do the applicants have acceptable Citizenship status?
- Loan amount...Is it supported by repayment ability & appraised value?



I don't like this program because it takes the Owner's equity when they sell.

- This is the Guaranteed program
- Only the Direct program has reduced payments through Subsidy & 'Subsidy Recapture'
  - This does *potentially* reduce seller equity when the loan is paid off, but a borrower will not pay more than 50% of the profit at sale
  - In effect, it's a sharing of the valueappreciation in the property between owner and USDA
- The Guaranteed loan has no Subsidy, therefore it has no Subsidy Recapture!

Program Toolkit



Our Guaranteed Homepage: <u>https://www.rd.usda.gov/programs-services/single-family-housing-</u> programs/single-family-housing-guaranteed-loan-program

### **Single Family Housing Guaranteed Loan** Program

Application Windo		ram Application Period: program is open all year.			
Fact Sheet					
Overview	To Apply	Other Requirements	Contact	Events	
• Lender • CARES	- HAF FAQs r Information: <u>S</u> Act: Important	FH Guaranteed Lender Pag Servicing Notice for Current ship Month: <u>Annual Lender</u>	USDA Guaranteed	<u>Loan Holders</u>	



#### https://www.rd.usda.gov/sites/default/files/SFHGLPContactList.pdf

TOPIC	CONTACT	
File-Specific Questions		
Information to include in email:	Production Team One: SFHGLPONE@usda.gov	
<ul> <li>Identify the state the application is located; if applicable;</li> </ul>	AK, AL, AZ, CA, CO, GU, HI, IA, ID, KS, MT, NM, NV, OR, SD, T 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	
<ul> <li>Include contact information; and</li> </ul>	CT, DE, GA, IL, MA, MD, ME, MI, NC, NH, RI, SC, VT, WV	
<ul> <li>Indicate if you would like a call back</li> </ul>	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		
Program Marketing & Outreach	sfhgld.lenderpartner@usda.gov	
General Loan Scenario Questions	sfhgld.program@usda.gov or *833-314-0168, ext. 4 *833-314-0168, ext. 1	
Loan Policy/Regulation/Handbook		
Turn Times		
Lender Approval/Recertification	sfhglpservicing@usda.gov	
Loan Servicing	singipservicing@usda.gov	
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/faq	
recamentsues. e-Authentication	E-Authentication Contact Us:	
	https://www.eauth.usda.gov/eauth/b/usda/contactus	
Loss Claims	guarantee.svc@usda.gov	
Monthly & Quarterly Status Reporting	RD.SO.HSB@usda.gov	

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

#### THE "CALL-USDA" SYSTEM:

### (833) 314-0168

The CALL USDA system is available to provide turn time updates, as well as access to specialists and analysts who are available to answer your questions on:

- Specific Files
- Lender Recertification and Approval
- Policies and Scenarios
- GUS Technical Questions

The CALL USDA system is easy to use, provides quick responses, and improves communication between lenders and the SFHGLP teams. Following completion of a successful pilot program, we are pleased to move forward with a full implementation of the CALL system.

The phone system is available from 9:00 a.m. to 3:30 pm ET. **The toll free number for CALL USDA is (833) 314-0168.** It is an interactive voice response system that interacts with callers and gathers information by giving choices via a menu. It performs actions based on the telephone keypad or voice responses. You simply follow the general prompts and then select from the following options:

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

As a reminder, you can also e-mail your questions directly to the Policy, Analysis, and Communications Branch at <u>sfhgld.program@usda.gov</u>. A full list of SFHGLP Contacts and Resources is available at

https://www.rd.usda.gov/sites/default/files/SFHGLPContactList.pdf



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

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Electric Sample Documents	Consolidated version (large document may take long to load) Table of Contents			
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OPPORTUNITY

USDA is an equal opportunity provider, employer and lender.