



Committed to the future of rural communities.



WI RURAL HOUSING

NEWSFLASH

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FISCAL YEAR 2006 SUMMARY & STATISTICS

Thanks to your tremendous support during this past fiscal year, Wisconsin Rural Development has utilized \$89,762,961 in GRH funding. Together, we have helped 841 families realize the dream of homeownership affordably using the GRH program. Your dedication and commitment to the GRH program is greatly appreciated by Rural Development's staff and the customers you have served.

"Together, we have helped 841 families realize the dream of homeownership affordably using the GRH program."

Wisconsin's average GRH loan amount was \$106,627 which is a 1.3% increase over the previous fiscal year's average

loan amount. Nationally, Wisconsin ranks 12th for GRH funds utilization. Our first year and overall delinquency rates are approximately one half of the national average thanks to your diligent underwriting efforts.

Updated GRH loan activity maps for Wisconsin counties will soon be available in the "What's New?" folder at

the GRH Loan Origination and Servicing Handbook portion of our website. The internet address for this folder is: <http://www.rurdev.usda.gov/wi/programs/rhs/sfhg/handbook/new.htm>

Do you have a question or just want to learn more about the GRH program?

CONTACT US TODAY!

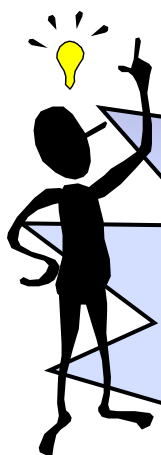
USDA Rural Development State Office

4949 Kirschling Court
Stevens Point WI 54481

Phone:
866-GRH-3600

Fax:
715-345-7699

E-Mail:
RD_SFHSO@wi.usda.gov



HELPFUL TIP

Currently, GRH funds cannot be reserved until Rural Development receives a complete, underwritten file due to limited funding availability. However, once we receive a complete loan application for GRH financing, we will reserve GRH funds. If the loan is approved by Rural Development for GRH financing we will obligate those GRH funds and issue a Conditional Commitment to you.

Visit our website at <http://www.rurdev.usda.gov/wi/> for complete information on Wisconsin's GRH Loan Program.

"The USDA is an equal opportunity provider and employer."





WELCOME!

USDA Rural Development is pleased to announce the addition of

CoVantage Credit Union
&

Community Bank of Central Wisconsin

to our growing list of approved GRH lenders. **CoVantage Credit Union** provides affordable home financing in northeast Wisconsin and **Community Bank of Central Wisconsin** provides affordable home financing in Clark, Marathon, and Wood counties in Wisconsin.

Welcome to the GRH program!!!

WISCONSIN'S TOP APPROVED LENDERS IN 2006

During this past fiscal year, 130 submitting lenders originated GRH loans on behalf of 70 approved lenders in Wisconsin. Their combined retail and wholesale loan volume reflects the efforts of many mortgage brokers and loan originators throughout the state. Each approved lender indicated below exceeded \$1 million in GRH loan approvals during Fiscal Year 2006. Their combined lending activity represents 80% of Wisconsin's GRH loan program.

JP Morgan Chase Bank, N.A.
MortgageIT, Inc
Associated Bank, N.A.
Bremer Bank, N.A.
Wells Fargo Bank, N.A.
AMCORE Bank, N.A.
Community Bank & Trust - Sheboygan
Farmers & Merchants Bank - Tomah
S&C Bank
Countrywide Home Loans
Westby COOP Credit Union
River Bank - Osceola
Citizens First Bank
Community Development Bank
Johnson Bank
Community Financial Group Mortgage
First National Bank - New Richmond

These lenders have used the GRH loan program to build their business during a declining market. Contact your local Rural Development office to learn how we can work together to generate additional loan volume for your lending institution.

MILLION DOLLAR ORIGINATORS

Of the 130 submitting lenders participating in the GRH loan program during this past fiscal year, 23 of them originated in excess of \$1 million in GRH loans. Of the 23 Million Dollar Originators, 12 lenders originated between \$1 and \$2 million, 5 lenders originated between \$2 and \$3 million, and 6 lenders originated in excess of \$3 million. The Million Dollar Originators account for approximately 63% of the funds used in the GRH loan program. In most markets, using the GRH loan program to close one additional loan per month will add **you** to our list of Million Dollar Originators.

Wisconsin Rural Development will recognize these high producing lenders who have supported our program this past year by including them on the "Featured Lenders" page in the GRH portion our website:

<http://www.rurdev.usda.gov/wi/programs/rhs/sfhg/million.htm> This page will include links to the lender's website, or in some cases, an originator's contact information. We expect to have our Fiscal Year 2006 Million Dollar Lender information updated by the end of November.

LOAN UNDERWRITING AN's ISSUED

On September 26, 2006, **RD AN 4216**, **Treatment of Applicant Collection Accounts**, Single Family Housing Guaranteed Loan Program, was issued.

This AN replaces RD AN 4174 that was issued earlier this year. This AN clarifies the Agency requirements and the underwriting lender's responsibilities for determining if an applicant must pay off any collection accounts prior to or at closing. It is the underwriting lender's determination as to whether or not an unpaid collection account is an additional layer of risk and must be paid off. Lenders must document mitigating circumstances when allowing collection accounts to remain unpaid in the same manner as they would a credit waiver. The documentation of mitigating circumstances is not required when the applicant's representative credit score is 660 or higher and the co-applicant's (if any) representative credit score is not lower than 620.

On September 26, 2006, **RD AN 4217**, Single Family Housing Guaranteed Loan Program, **Lender Charges and Fees**, was issued. This AN replaces RD AN 4103 with the same title. This AN explains the Agency requirements and the underwriting lender's responsibilities for determining if the lender charges and fees being assessed to GRH borrowers are reasonable and customary.

REO MANAGEMENT AN ISSUED

On August 31, 2006, **RD AN 4210**, **Report of REO Sold and Future Recovery of Sale Proceeds**, was issued to replace RD AN 4120 with the same title. This AN clarifies the procedure lenders are to perform to report the sale of REO property when a loss claim has been paid based on an estimated sales price from a liquidation value appraisal.



Interested in reading more on
one of our updated AN's?
Click [here](#) for the complete AN!

