

SPECIAL POINTS OF INTEREST

HOLIDAY OFFICE SCHEDULE

LOAN VOLUME UP 53%!

EXISTING HOME THERMAL STANDARDS ELIMINATED

UNDERWRITING AN RE-ISSUED

SUBSCRIBE TO LISTSERV

GRH FAQ'S

ONLINE PROPERTY & INCOME ELIGIBILITY REQUIREMENTS

GIVE US A CALL!

Contact us at Rural Development to help you finance a home, multi-family housing, business, community facility or water and waste system in a rural area.

Peter Kohnen
Housing Program Director

Paul Bartlett
Housing Specialist

Sara Kendall
Housing Specialist

Phone: 715-345-7620

Fax: 715-345-7699

Website: www.rurdev.usda.gov/wi

E-mail: RD.SFH.SO@wi.usda.gov



HOLIDAY OFFICE SCHEDULE

On December 24-25th and on January 1st, Agency staff will not be available in the State Office or in the Area Offices due to the Christmas and New Years' holidays. Please plan your file submissions accordingly. Happy Holidays from our staff to yours!

LOAN VOLUME UP 53%!



Fiscal Year 2008 which started October 1, 2007 is starting out to be one of our best fiscal years ever! So far this fiscal year Wisconsin Rural Development has approved 176 loans for approximately \$19 million. Nationally, the GRH loan program's activity during the first two months of the fiscal year has increased by 75% over last year's level. Thanks for your great support!

Ample funding remains available in the GRH loan program. No other program provides lenders with the underwriting flexibility of 102% LTV based on appraisal; No monthly mortgage insurance; No minimum credit score; and flexible repayment

ratios. At the same time, the GRH program provides home buyers with affordable access to financing requiring no down payment; the ability to finance some (sometimes all) loan closing costs; and the security of an affordable fixed rate of interest.

EXISTING HOME THERMAL STANDARDS **ELIMINATED**

We are pleased to announce the amendment of regulations regarding the thermal performance standards required by USDA Rural Development's GRH loan program. This action will eliminate the program's thermal performance standards for existing single family housing effective January 10, 2008. Lenders will still be required to verify that the property meets the requirements described in RD AN 4260, "Single Family Housing Guaranteed Loan Program Existing Dwelling Inspection Requirements; Acceptable Origination Appraisal Forms". If a lender obtains an FHA appraisal from an FHA roster appraiser, no further documentation is needed. If they are using a non-roster appraiser, a certification will need to be obtained (on a form or contained within the body of the appraisal) from the appraiser / inspector that the property



complies with the HUD Handbooks **or** the lender can provide a home inspection from a qualified inspector as described in the AN.

UNDERWRITING AN ISSUED

On October 31, 2007, RD AN 4313, "Single Family Housing Guaranteed Loan Program, Requirements Related to: New Construction and Homes in Planned Unit Developments" was issued. This AN replaces RD AN 4221 with the same title. This AN explains the Agency requirements and the underwriting lender's responsibilities for obtaining and maintaining loan file documentation on newly constructed homes and homes located within a Planned Unit Development (PUD).

Interested in reading more on one of our AN's?

Click [here](#) to view a complete listing of AN's.

SUBSCRIBE TO LISTSERV

Subscribe to the RD ListServ to obtain the latest information on GRH loan Origination, Servicing, and GUS news by providing your email address to:
www.rdlist.sc.egov.usda.gov/listserv/mainervlet

GRH FAQs

Q: With the Thermal Standards being eliminated, do I still need to use an FHA appraiser?

A: We strongly encourage the use of an FHA roster appraiser since it is the most efficient and cost effective method for the lender to document

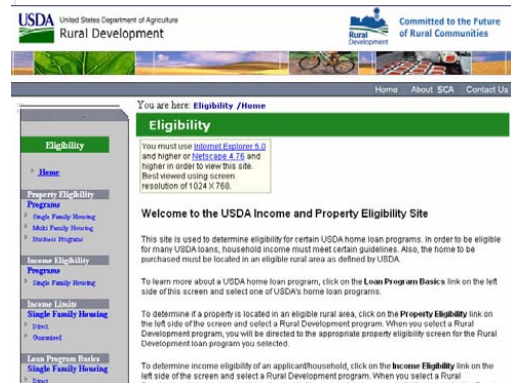
the property's compliance with the HUD Handbooks. RD AN 4260 also allows lenders the option of using a non-roster appraiser and obtaining a home inspection from a qualified individual. When this method is used, the lender's underwriter must review the inspection report to determine what repairs, if any, are required for the dwelling to be considered structurally sound, functionally adequate, and in good repair. Lenders are expected to use professional judgment and rely upon prudent underwriting practices in determining when a property's condition requires additional inspections or repairs.

Q: Can a lender that does not retain the servicing of their GRH loans, such as a mortgage broker, use the guaranteed underwriting system (GUS)?

A: Yes, however, access to GUS is limited at this time to lenders who are approved by the Agency for the GRH loan program. For example, a bank who is an approved lender that underwrites their own loans and then sells the closed loans to an investor who services the loan will benefit from using GUS right now. If your lending institution / mortgage company is eligible to become an approved lender, access to GUS can be obtained immediately. The Agency is developing a broker / correspondent access enhancement to GUS that will allow activated GUS lenders the ability to grant access to other originating lenders. This enhancement is expected to be available sometime in 2008. Other enhancements such as a streamlined pre-approval and

import / export capability (from your loan origination system) are expected in early 2008.

Online Property & Income Eligibility Requirements



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

Online tools help you quickly qualify properties and client income eligibility for Guaranteed financing!

Property Eligibility: [Two Options](#)

1. Enter a complete address and click "Get Map" to receive an eligibility determination.
2. Click on your state and select counties to view eligible and ineligible areas. This is a great tool to help you target your marketing and promotion of Guaranteed financing!

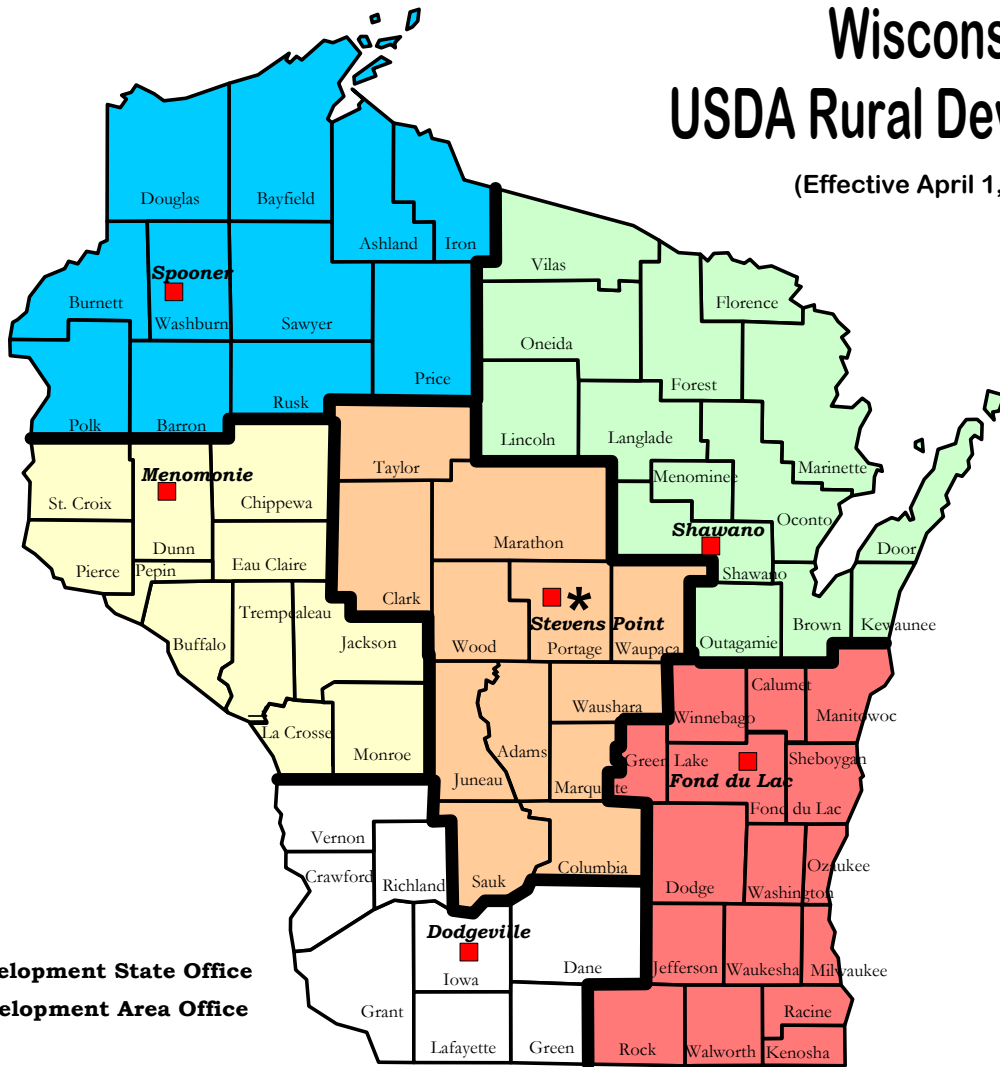
Income Eligibility: [Quick Qualifier](#)

This automated tool will prompt you for: state, county, household number, eligible expenses and deductions, gross monthly income, and then deliver an eligibility determination in seconds. For more assistance with these tools contact your Rural Development office.

**Visit our website at:
www.rurdev.usda.gov/wi**

Wisconsin USDA Rural Development

(Effective April 1, 2007)



* Rural Development State Office
 ■ Rural Development Area Office

Area 1
Carol Wetuski, Area Director

○ Dodgeville Area Office
 138 S Iowa Street, Suite 2
 Dodgeville WI 53533
 Phone: 608-935-2791
 E-mail: RD.Dodgeville@wi.usda.gov

Area 2
Dave Schwobe, Area Director

○ Shawano Area Office
 603B Lakeland Road
 Shawano WI 54166
 Phone: 715-524-8522
 E-mail: RD.Shawano@wi.usda.gov

Area 3
Carol Wetuski, Area Director

○ Fond du Lac Area Office
 W6529 Forest Avenue, Suite 200
 Fond du Lac WI 54937
 Phone: 920-907-2976
 E-mail: RD.FondduLac@wi.usda.gov

Area 4
Brian Deaner, Area Director

○ Menomonie Area Office
 390 Red Cedar Street, Suite G
 Menomonie WI 54751
 Phone: 715-232-2614
 E-mail: RD.Menomomie@wi.usda.gov

Area 5
Rosie Ewoldt, Area Director

○ Stevens Point Area Office
 1462 Strongs Avenue
 Stevens Point WI 54481
 Phone: 715-346-1313
 E-mail: RD.StevensPoint@wi.usda.gov

Area 6
Cora Schultz, Area Director

○ Spooner Area Office
 800 N Front Street, Room 102
 Spooner WI 54801
 Phone: 715-635-8228
 E-mail: RD.Spooner@wi.usda.gov

State Office ~ Housing Programs
Peter Kohnen, Program Director

* 4949 Kirschling Court
 Stevens Point WI 54481
 Phone: 715-345-7620
 E-mail: RD.SFH.SO@wi.usda.gov

State Office ~ Business & Community Programs
Mark Brodziski, Program Director

* 4949 Kirschling Court
 Stevens Point WI 54481
 Phone: 715-345-7610
 E-mail: RD.BCP.SO@wi.usda.gov

State Office ~ Administrative Programs
Lori Wells, Program Director

* 4949 Kirschling Court
 Stevens Point WI 54481
 Phone: 715-345-7680
 E-mail: RD.ADMIN.SO@wi.usda.gov