

## Karley Stover

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**From:** Josh Heinrich  
**Sent:** Monday, November 14, 2022 1:56 PM  
**To:** Sales  
**Cc:** Mortgage Management; Processing  
**Subject:** Important Updates for this week

Good afternoon, everyone!

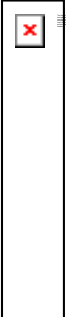
Here are the announcements for this week.

### **Further Training on Setting Up Discounts Properly on your Loan Estimate:**

Branch Managers and Loan officers, please note that we will have a follow-up call on how to enter discount points and review ATR/QM/HPML compliance alerts within MBOT. This required training will be at 1 PM CST on Wednesday November 30th. A teams invite will be sent out at the end of this week for this training.

### **Retail Web-Site Changes:**

If you have not visited the retail website recently, please click on the link below and check out our most recent changes.  
[Home \(myfsbretail.com\)](http://myfsbretail.com)



[Home \[www.myfsbretail.com\]](http://www.myfsbretail.com)

Current UW Turn times. FSB Underwriting 24-48 hours USDA Commitment Turn Times -  
Currently working on files from 11/09/2022. FHLB Grant Funds. Funds available as of  
11/11/2022 - \$36,000

[www.myfsbretail.com](http://www.myfsbretail.com)



We have added and been updating many pages within the site. Please take a look at the AUS and Guideline Q&A Page if you have not done so previously. We have created this page in an effort to help you easily compare guidelines across different products. In addition, we have added helpful workflows for Loan Officers, and are in the process of updating the marketing page which you will want to check each week moving forward.

### **Discontinuation of Surefire / Single Page Property Sites:**

Our contract with Surefire expires 12/1/2022. Less than 10% of our originators were actually utilizing the platform due to the lack of integration between MBOT and Surefire which led us to our decision. If you have data that you want to procure from Surefire, we suggest you do so prior to 12/12/2022. Unfortunately, there is no way to export or download your client data from the site. You will have to do this in a manual fashion if you wish to do so.

We have come to learn that the main functionality within Surefire that our originators used was the Single Property Site function. We are looking into a solution to replace that functionality for the future. We will make further announcements to this availability at a later date. Please discuss with your appointed sales manager if

you have further questions as it pertains to our decision.

**Product / Program Updates:**

1. FHA Manufactured Home Property Age
2. We now will allow a Double Wide Manufactured Home unit down to June 1st, of 1978 moving forward. Our FHA Matrix and Q and A Guidelines will be updated by the end of this week.
2. Many of our Loan Officers have asked for 2/1 Buydowns and ARM products. We currently are working on integrating 2/1 Buydown's into our Conventional Rate Sheet and product offering and anticipate rolling that product out prior to the end of this month.
3. Unfortunately, secondary ARMs are still not a viable option due to the continued negative yield curve on current bond yields. We continue to monitor this situation, and are discussing with our hedge company each and every week. They believe this may change but are not anticipating this until mid 2023.

Thank you!

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