

Karley Stover

From: Josh Heinrich
Sent: Wednesday, February 1, 2023 7:31 AM
To: Sales
Cc: Mortgage Management; Closings
Subject: Important Updates for this week
Attachments: Pre-UW the Prequal.docx; Gift of equity+Identity of Interest.docx

Good morning, everyone!

We have a few announcements for this week:

Credit Report Cost Increase - Appraisal - Title Cost Templates:

Please note that due to the cost increasing significantly from all the repositories, the cost for a Tri-Merge Individual Report is \$48, and a Joint Report is \$96 per credit pull. Due to this significant cost increase, we will be changing all branch credit report templates to that of \$96 at a minimum effective February 1st, 2023. Moreover, please note that we are exploring further options to reduce credit costs at the prequal stage so stay tuned for further announcements in this regard.

Please also note that over the next few weeks you may notice some changes on your templates when disclosing. All branch appraisal fees are in the process of being increased to the highest local provider on all branch appraisal rosters. We are also in the process of researching VA appraisers in each market area and the appraisal fees for that product will also be updated.

Lastly, we are also in the process of updating title company fees for each branch based on the vendors that all branch managers have provided previously.

Our goal with these changes is to make it an easier process for loan officers to disclose each loan more quickly, and accurately.

Underwriting the Prequal:

Please note that we have made a few changes with this process. Please review the attached. If you have further questions on this process, please discuss this directly with Chris Langel.

Pre-processing Update:

If you are a branch that has your own processing or do not use our pre-processing service, you may ignore this announcement. For those branches that use our pre-processing service, please note the following:

1. Our ordering team has been transitioned into our Mortgage Support Team.
2. Please continue to either upload a BIP with your ordering information, or add "Notes" to MBOT.
3. Please make sure that the vendor information screen is complete on all loans.
4. We ask you to please advise via a note to the file if for some reason a loan was "restarted" for borrower(s) with a new address. This will allow us to not duplicate potential costly VOE orders.
5. Please discontinue the use of the OOT@flanagansstatebank.com for any follow-up orders after preprocessing has been performed.
6. OOT@flanagansstatebank.com will only be used for the "Pre UW the Prequal" process.

Product Information:

1. FHA Identity of Interest With Gift or Equity

We have had many questions over the last couple years about Identity of Interest, and how Gift's of Equity are applied in this situation. Kristen Snethen put together the attached information in order to help clarify these guidelines. Please review the attached.

2. VA Manufactured Home Allowed Date update:

We now can accept DW MH homes on VA loans down to the Agency allowed guideline of June 14th, 1976. All other MH requirements listed on our VA Matrix still apply. The matrix will be updated within the near future.

Thank you. Have a great rest of the week!

Josh Heinrich / NMLS ID: 334476

Retail Sales Manager

Flanagan State Bank / NMLS ID: 408461

Phone: 630-399-2827

Email: jheinrich@fsbfamily.com

