

Shelsie Crawford

From: Sandra Woodson
Sent: Tuesday, March 16, 2021 12:19 PM
To: Mortgage Support Center; Sales; Dave Weber; Joshua Heinrich; Justin Yahnig; Rebecca Moorehead; Robert Anderson; Wayne Pierce; Toni Pierce
Subject: Mortgage Support Update - week of 3/16/2021 - Icky Announcement, URLA Questions and Reminders - OH MY!
Attachments: Important Memo 3.16.2021 Second Home and NOO LLPA.pdf; Income Calculation Request Form.pdf; Conventional Self Employment Documentation Requirements for 2021.pdf

Good afternoon, all!

- **Can you say delinquency?** Freddie and Fannie can, and they followed with pricing adjustments. They are seeing the results of Covid on second homes and investment properties. Delinquency is up – and so goes the price. Don't miss today's Important Memo from the Lock Desk.
- **Let's Discuss!** ***TOMORROW, Wednesday, March 17 at 3:00 pm Central Time.*** We will continue our discussion on the URLA. Please bring your questions. (Extra credit for wearing green and having your web-cam ON! 🍀)
- **Income Requests** – Keep them coming to Mortgage Support! Please be sure to include the attached **Income Request Form** for ALL of your income requests. *Note, for our Self-Employed borrowers the SEB Stability and P&L review worksheets are only required for CONVENTIONAL financing at this time. See the attached handy documentation requirement cheat-sheet!*

Thank you for reading the entire update! Your special assignment for today is to send your favorite meme to mtgsupportcenter@flanagansstatebank.com. Make it a good one, we may feature it on our webpage as the daily Mortgage Funny. Don't know how to capture that meme? Use the snip & sketch tool to get the job done.



The opinions contained herein are based on a proposed loan scenario presented to us by you. They are non-binding, intended to be informational only, and under no circumstances are to be construed as a commitment to purchase the loan. The Seller/Loan Officer is responsible for the information provided to Mortgage Support/Assisted Correspondent or Scenarios to insure we have the most/best information to provide an accurate response for the situation being discussed. Delegated customers are responsible for making their own credit decision with respect to the loan. All loans submitted to Flanagan State Bank are subject to the terms and conditions of the matrix's published on our website and the Agency guidelines that apply to the loan type.

We want to ensure we have fully answered your questions. Please let us know if you need further assistance.

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