

Conventional

Program Guidelines



| | Fannie Mae | Freddie Mac | | | | | | | | | | | | | | | | | | | | |
|---|---|---|-----|-----------------------|------------------------|---|---|---------------|----|----|---------------|----|----|---------------|----|----|---------------|---|----|---------|---|---|
| What is Virginia Housing's Conventional program? | Virginia Housing's Conventional program is a conventional first mortgage offered both to first-time homebuyers and repeat homebuyers with reduced mortgage insurance (MI). The loan is securitized by the applicable Government Sponsored Enterprise (GSE) via a mortgage-backed security (MBS). The interest rate for the Conventional program may vary compared to the Conventional Bond program. Requirements of this securitized non-bond program are listed below. | | | | | | | | | | | | | | | | | | | | | |
| Loan Term | 30 year fixed rate only. | | | | | | | | | | | | | | | | | | | | | |
| Maximum Lender Compensation | 2.50% including SRP plus common and customary ancillary fees. | | | | | | | | | | | | | | | | | | | | | |
| Loan-to-Value (LTV) | <p>Maximum 97% LTV based on the lower of the sales price / appraised value. No minimum LTV. Maximum 105% CLTV (Fannie Mae eligible Community Seconds* only allowed). *The Originating Lender is responsible for ensuring the Community Second is acceptable to Fannie Mae. Refer to Fannie Mae's Community Seconds Checklist to assist in evaluating the Community Second program, which can be used in lieu of Virginia Housing's Exhibit LL.</p> | <p>Maximum 97% LTV based on the lower of the sales price / appraised value. No minimum LTV. Maximum 105% TLTV (Freddie Mac eligible Affordable Seconds* only allowed). *The Originating Lender is responsible for ensuring the Affordable Second is acceptable to Freddie Mac. Refer to Freddie Mac's Affordable Seconds Checklist to assist in evaluating the Affordable Second program, which can be used in lieu of Virginia Housing's Exhibit LL.</p> | | | | | | | | | | | | | | | | | | | | |
| Mortgage Insurance | <p>Below is the required coverage.</p> <table border="1"> <thead> <tr> <th rowspan="2">LTV</th> <th>Charter MI Coverage %</th> <th>Standard MI Coverage %</th> </tr> <tr> <td>Applies to borrowers with qualifying income ≤ 80% AMI If qualifying income > 80% AMI, reduced MI LLPA applies when using Charter MI instead of standard MI</td> <td>Applies to borrowers with qualifying income > 80% AMI; MI LLPA does not apply</td> </tr> </thead> <tbody> <tr> <td>95.01 – 97.00</td> <td>18</td> <td>35</td> </tr> <tr> <td>90.01 – 95.00</td> <td>16</td> <td>30</td> </tr> <tr> <td>85.01 – 90.00</td> <td>12</td> <td>25</td> </tr> <tr> <td>80.01 – 85.00</td> <td>6</td> <td>12</td> </tr> <tr> <td>≤ 80.00</td> <td>0</td> <td>0</td> </tr> </tbody> </table> <p><i>Continued on next page</i></p> | | LTV | Charter MI Coverage % | Standard MI Coverage % | Applies to borrowers with qualifying income ≤ 80% AMI If qualifying income > 80% AMI, reduced MI LLPA applies when using Charter MI instead of standard MI | Applies to borrowers with qualifying income > 80% AMI; MI LLPA does not apply | 95.01 – 97.00 | 18 | 35 | 90.01 – 95.00 | 16 | 30 | 85.01 – 90.00 | 12 | 25 | 80.01 – 85.00 | 6 | 12 | ≤ 80.00 | 0 | 0 |
| LTV | Charter MI Coverage % | Standard MI Coverage % | | | | | | | | | | | | | | | | | | | | |
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| 95.01 – 97.00 | 18 | 35 | | | | | | | | | | | | | | | | | | | | |
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|--------------------------------------|--|-----------------------------|-----------------------------|--|-------------------------------|---------------------------|----------------|---------------------------|-----------------|-----------------|--------------|------------------------|---------------|---------------|-----------------------|--------------------------------|----------------------------|-----------------------------|-----------------------------|
| Mortgage Insurance | <p><i>Continued</i></p> <ul style="list-style-type: none"> • Must submit file directly to MI company for MI approval (Delegated MI not allowed). • Borrower paid Monthly / Split / Single Premium (paid or financed) allowed per GSE requirements (Lender credits can be used to offset the premium). • Lender Paid MI (Monthly and Single Premium) not allowed. • MI Approval and Certificate required. • Confirm procedures, requirements, and pricing with the approved MI company. • Participating Companies: Arch MI, Enact, Essent, MGIC, National MI and Radian. | | | | | | | | | | | | | | | | | | |
| MCC Eligible | No. The last day to lock a loan with an MCC was April 28, 2023. | | | | | | | | | | | | | | | | | | |
| SPARC Eligible | Yes (purchase only) in accordance with SPARC guidelines. | | | | | | | | | | | | | | | | | | |
| Plus Second Mortgage Eligible | Yes (purchase only), in accordance with Plus Second Mortgage guidelines. | | | | | | | | | | | | | | | | | | |
| DPA Grant Eligible | Yes (purchase only), in accordance with DPA Grant guidelines. | | | | | | | | | | | | | | | | | | |
| CCA Grant Eligible | No. | | | | | | | | | | | | | | | | | | |
| First-time Homebuyer | <p>No requirement if not originated with the DPA Grant or Plus Second Mortgage. Borrowers can own a maximum of 2 financed properties per GSE requirements.</p> <p>If originated with the DPA Grant or Plus Second Mortgage the following also applies: All borrowers must be a first-time homebuyer (unless in a targeted area).</p> <ul style="list-style-type: none"> • Borrowers are considered a first-time homebuyer if they have not owned and occupied a primary residence in the last 3 years. <p>Acceptable documentation to evidence first-time homebuyer:</p> <ul style="list-style-type: none"> • The fully executed Programs Disclosure and Borrower Affidavit (Exhibit E) signed by all borrowers; • A completed Uniform Residential Loan Application (URLA); and • The credit report. <p><u>Note:</u> If unable to confirm from the Exhibit E, the URLA, or the credit report all borrowers are a first-time homebuyer, additional documentation may be required, such as:</p> <ul style="list-style-type: none"> • Three years' federal tax returns / tax transcripts • Rent verification(s) • Other reports such as a Lender Data Integrity Report (Examples: Drive Report, FraudGuard, Loansafe). | | | | | | | | | | | | | | | | | | |
| Income Limits | <table border="1"> <thead> <tr> <th></th> <th>Fannie Mae / Freddie Mac only</th> <th>With Plus Second Mortgage</th> <th>With DPA Grant</th> </tr> </thead> <tbody> <tr> <td>Income Limit Type:</td> <td>Standard limits</td> <td>Standard limits</td> <td>Lower limits</td> </tr> <tr> <td>Who to include:</td> <td>All borrowers</td> <td>All borrowers</td> <td>All household members</td> </tr> <tr> <td>What Income to include:</td> <td>Eligible qualifying income</td> <td>All income of all borrowers</td> <td>All household member income</td> </tr> </tbody> </table> <p>Click here to see Virginia Housing's income limits.</p> <p><i>Continued on next page</i></p> | | | | Fannie Mae / Freddie Mac only | With Plus Second Mortgage | With DPA Grant | Income Limit Type: | Standard limits | Standard limits | Lower limits | Who to include: | All borrowers | All borrowers | All household members | What Income to include: | Eligible qualifying income | All income of all borrowers | All household member income |
| | Fannie Mae / Freddie Mac only | With Plus Second Mortgage | With DPA Grant | | | | | | | | | | | | | | | | |
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| Income Limits | <p><i>Continued</i></p> <p><u>Notes:</u></p> <ul style="list-style-type: none"> When all borrower qualifying income (not household income) exceeds Fannie Mae / Freddie Mac 80% AMI limits and Charter (reduced) MI coverage is used instead of standard MI, an LLPA for the Charter MI applies. Must still be within Virginia Housing's applicable income limit even when borrower qualifying income exceeds the GSE's 80% AMI. For a full list of LLPAs visit the webpages of Fannie Mae / Freddie Mac. See Origination Guide for more information on how to calculate household income, what income types must be included, and what may be excluded. See below for details on where income must be stated on the Programs Disclosure and Borrower Affidavit. Higher income limits may apply if the property is located in a targeted area, however these higher income limits do not apply when the loan is originated with a DPA Grant. | |
| Sales Price / Acquisition Cost Limits | <p>No maximum sales price / acquisition cost unless originated with the DPA Grant or Plus Second Mortgage. If originated with the DPA Grant or Plus Second Mortgage the following applies:</p> <ul style="list-style-type: none"> Virginia Housing's Standard Sales Price / Loan Limits apply (even when the standard conforming loan limit is higher). The limit applies to the highest of the gross loan amount(s), sales price, and acquisition cost. The gross loan amount of the first mortgage (including any financed mortgage insurance premium, when applicable) and second mortgage combined (plus any additional subordinate financing), if applicable, cannot exceed the Virginia Housing's Standard Sales Price / Loan Limits. Higher sales price limits may apply if the property is located in a targeted area. | |
| Maximum Loan Amount | <p>Maximum loan amount is the standard conforming loan limit. High-cost area limits do not apply.</p> <p><u>Note:</u> The standard conforming loan limit applies even when Virginia Housing Sales Price / Loan Limits are higher.</p> | |
| Eligible Purpose | <p>Primary residence purchase / Limited cash out refinance.</p> <p><u>Note:</u> The Plus Second Mortgage is not eligible for refinance and is not eligible for Virginia Automatic Subordination if the first mortgage is refinanced. The Request for Plus Second Mortgage Subordination form must be submitted to Virginia Housing Servicing for subordination consideration.</p> | <p>Primary residence purchase / No cash-out refinance.</p> <p><u>Note:</u> The Plus Second Mortgage is not eligible for refinance and is not eligible for Virginia Automatic Subordination if the first mortgage is refinanced. The Request for Plus Second Mortgage Subordination form must be submitted to Virginia Housing Servicing for subordination consideration.</p> |
| Residency | <p>U.S. Citizen, Permanent Resident Alien, or Non-Permanent Resident Alien that meets applicable GSE guidelines.</p> | |
| Programs Disclosure and Borrower Affidavit (Exhibit E) | <p>Pages 1 – 2 must be completed and signed for all purchase transactions.</p> <p>Pages 3 – 4 must also be completed and signed if originated with the DPA Grant or Plus Second Mortgage</p> <ul style="list-style-type: none"> Income from all borrowers must be included on page 4 of the Exhibit E if originated with the DPA Grant or Plus Second Mortgage. Income from all household members must be included on page 4 if used with the DPA Grant. | |
| Seller Affidavit (Exhibit F) | <p>Required if originated with the DPA Grant or Plus Second Mortgage.</p> | |
| Originating Lender's Submission Cover Letter (Exhibit O) | <p>Required if originated with the DPA Grant or Plus Second Mortgage.</p> | |

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| Recapture | Loan is not subject to recapture. | |
| Homebuyer Education | <p>Required for one of all borrowers that are first-time homebuyers. If originated with the DPA Grant or Plus Second Mortgage, then homebuyer education is required for all first-time homebuyers.</p> <p>Complete Virginia Housing course, HUD Approved Counseling Agency course, Fannie Mae Framework, or Freddie Mac CreditSmart course prior to approval (Fannie Mae loans will accept Freddie Mac's CreditSmart course and Freddie Mac loans will accept Fannie Mae's Framework course). Fannie Mae's Homeview course is not acceptable.</p> <p>Homebuyer Education Certificate is valid for 2 years.</p> | |
| Tax Transcripts | Tax transcripts are required in addition to required income documentation for all borrowers and is dependent on qualifying income type(s) and number of years required per DU (i.e. W2 transcripts, 1099 transcripts, etc.) in addition to an executed 4506-C. If all of the borrower's income is validated by the DU validation service, tax transcripts are not required. | Tax transcripts are required in addition to required income documentation for all borrowers and is dependent on qualifying income type(s) and number of years required per LPA (i.e. W2 transcripts, 1099 transcripts, etc.) in addition to an executed 4506-C. If all of the borrower's income receives an income rep and warranty result of "Eligible" on the last Feedback Certificate, is from an eligible income source and is on the income verification report, tax transcripts are not required. |
| Business Use of Home | <p>Not applicable unless originated with the DPA Grant or Plus Second Mortgage.</p> <p>If originated with the DPA Grant or Plus Second Mortgage, no more than 15% of the financed dwelling may be used primarily in a trade or business. The borrowers must fully execute the Business Use of Home Certification if the borrower has disclosed that a part of the current residence is being used primarily for a trade or business or if there is any other evidence in the file, such as:</p> <ul style="list-style-type: none"> • The employment business address is the same as the borrower's current residence address and/or the borrower has marked yes for mixed-use property on the URLA, or • Federal tax returns are provided and show the "business in home" deduction was taken (Typically this shows on Schedule C, line 30). <p>The Business Use of Home Certification certifies that not more than 15% of the total living area of the subject property will be used primarily in a trade or business. If greater than 15% will be used in the subject dwelling then the borrower is not eligible.</p> | |
| Maximum Net Worth | Not applicable unless originated with the DPA Grant or Plus Second Mortgage. If originated with the DPA Grant or Plus Second Mortgage then cannot exceed 50% of sales price (See Origination Guide for details). | |
| Automated Underwriting System (AUS) / Manual Underwrites | <p>Desktop Underwriter Approve Eligible <u>only</u> (Manual Underwrite not allowed).</p> <p>Community Lending Program in DU must be "HFA Preferred" (Not "HFA Preferred Risk Sharing" or "Home Ready").</p> <p>See below under Reserves / Acceptable Funds to Close for how subordinate financing is captured in DU.</p> <p><i>Continued on next page</i></p> | <p>Loan Product Advisor Accept Eligible <u>only</u> (Manual Underwrite not allowed).</p> <p>The Offering Identifier in LPA must be "HFA Advantage" (Not "Home Possible" or "Home Possible Advantage").</p> <p>See below under Reserves / Acceptable Funds to Close for how subordinate financing is captured in LPA.</p> <p><i>Continued on next page</i></p> |

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| Automated Underwriting System (AUS) / Manual Underwrites | <p><i>Continued</i></p> <p>When all borrower qualifying income exceeds Fannie Mae 80% AMI limits, an LLPA applies if Charter MI (or reduced MI) coverage is used. The Charter or reduced MI LLPA amount varies depending on credit score and LTV. Refer to Fannie Mae webpage. Note: Fannie Mae's AMI limit is based on initial AUS run date and changes annually. Must still be within Virginia Housing's applicable income limit even when borrower qualifying income exceeds Fannie Mae's 80% AMI.</p> | <p><i>Continued</i></p> <p>When all borrower qualifying income exceeds Freddie Mac 80% AMI limits, an LLPA applies if Charter MI (or reduced MI) coverage is used. The Charter or reduced MI LLPA amount varies depending on credit score and LTV. Refer to Freddie Mac webpage. Note: Freddie Mac's AMI limit is based on last AUS run date and changes annually. Must still be within Virginia Housing's applicable income limit even when borrower qualifying income exceeds Freddie Mac's 80% AMI.</p> |
| Minimum Credit Score | <p>640 (no exceptions) for all borrowers.*</p> <p>If originated with the Plus Second Mortgage:</p> <ul style="list-style-type: none"> • 640-679 required for 3% LTV on second, • 680 required for greater than 3% up to 4.5% LTV on second for all borrowers. • If at least one borrower has no credit score (and the other has a 640 or higher credit score) then the maximum LTV for the Plus Second Mortgage is 3%. <p>*If at least one borrower has no credit score and the other borrower has a credit score (minimum 640), this is acceptable as long as all GSE requirements are met and AUS decision is Approve / Accept Eligible. If no borrower(s) has a credit score then this is not allowed.</p> | |
| Maximum DTI | 50% | |
| Non-Occupant Co-Borrowers | Not allowed. | |
| Ineligible Qualifying Income | <ul style="list-style-type: none"> • Boarder Income • Non-Borrower Household Income • Accessory Unit Income | |
| Foreclosures / Deed in Lieu / Short Sales | Follow applicable GSE waiting period requirements. | |
| Collections / Judgments | Follow applicable GSE requirements for collections and judgments. | |
| Minimum Borrower Contribution | None. | |

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| Reserves / Acceptable Funds to Close | <p>Follow Fannie Mae / DU requirements for reserves.</p> <p>Follow Fannie Mae requirements for flexible funds to close (including a gift) / no cash on hand.</p> <p><u>Note:</u> When using other acceptable non-Virginia Housing down payment assistance in the form of a Community Second, the Originating Lender must enter the amount of the Community Second in the Subordinate Financing field of DU per Fannie Mae requirements (not input as a gift). When using a Plus Second Mortgage it must also be entered as a Community Second with a monthly payment included to qualify (not input as a gift).</p> | <p>Follow Freddie Mac / LPA requirements for reserves.</p> <p>Follow Freddie Mac requirements for flexible funds to close (including a gift) / no cash on hand.</p> <p><u>Note:</u> When using other acceptable non-Virginia Housing down payment assistance in the form of an Affordable Second, the Originating Lender must enter the amount of the Affordable Second in the Subordinate Financing field of LPA per Freddie Mac requirements (not input as a gift). When using a Plus Second Mortgage it must also be entered as an Affordable Second with a monthly payment included to qualify (not input as a gift).</p> |
| Interested Party Contributions | Follow applicable GSE requirements for interested party contributions. | |
| Property | <ul style="list-style-type: none"> • Single family (1 unit) detached, attached, applicable GSE approved condominium (Originating Lender to certify condo approval and provide documentation). • Manufactured homes are not allowed. • Appraisal waivers are not permitted. • Property must be located in Virginia. • Include UCDP SSR (See below for additional requirements). <p>Acreage:</p> <ul style="list-style-type: none"> • Almost all Virginia Housing programs have an acreage limitation, however there is not an acreage limitation on Virginia Housing conventional financing unless it is originated with a DPA Grant or Plus Second Mortgage. Follow the applicable GSE and/or insurer's requirements and if originated with a DPA Grant or Plus Second Mortgage, see below. • If originated with a DPA Grant or Plus Second Mortgage: <ul style="list-style-type: none"> • Exceptions are considered > 2 up to 10 acres. The Originating Lender's underwriter may review and render a decision on the acreage exception. See the Origination Guide for additional requirements and criteria. | |
| UCDP / Collateral Underwriter | <p>UCDP Risk Score of 4.00 and higher requires documentation to support identified risk.</p> <p>Appraisal must be shared using Fannie Mae's UCDP when the loan is submitted to Virginia Housing for purchase. Virginia Housing's Aggregator ID for this function is CRW157.</p> | <p>UCDP Risk Score of 4.00 and higher requires documentation to support identified risk.</p> <p>Upon request, Virginia Housing may require Freddie Mac UCDP Appraisal Sharing for a specific appraisal. Virginia Housing's Aggregator ID for this function is CRW157.</p> |
| Unfinished Area | <p>Not applicable unless originated with the DPA Grant or Plus Second Mortgage: In this case the cost to complete unfinished areas that are suitable to finish in the property must be included in the acquisition cost on the Exhibit E / Exhibit F (Examples: Unfinished basement, lower level of a tri-level, etc.).</p> <p>See the Origination Guide for more information.</p> | |
| Post-Closing Repairs | Escrows for post-closing repairs considered case by case as an exception. The Originating Lender's underwriter must review and render a decision on the exception. See the Origination Guide for additional requirements and criteria. No structural or major mechanical repairs allowed. | |

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| General Guidelines | Unless otherwise noted follow Fannie Mae HFA Preferred requirements, and if not available, follow Home Ready requirements. | Unless otherwise noted follow Freddie Mac HFA Advantage requirements, and if not available, follow Home Possible requirements. |

Conventional

Procedures



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| Lock-In | <p>Loans locked on Virginia Housing's LOS – Mortgage Cadence – Select C30F_CONV.</p> <p>Different pricing available for this product than Virginia Housing's Conventional Bond and Conventional No MI products.</p> <p>Follow steps outlined in the Mortgage Cadence User Guide for registering and locking.</p> | |
| LLPAs | <p>When all borrower qualifying income exceeds Fannie Mae / Freddie Mac 80% AMI limits, a Loan Level Price Adjustment (LLPA) applies if Charter MI (or reduced MI) coverage is used. The Charter or reduced MI LLPA amount varies depending on credit score and LTV. Refer to Fannie Mae / Freddie Mac webpages. Note: Fannie Mae's AMI limit is based on initial AUS run date, whereas Freddie Mac's AMI limit is based on last AUS run date, and the AMI limit changes annually.</p> | |
| Origination | <p>Loan originated in accordance with program guidelines, GSE guidelines, and AUS findings (Recommend running AUS as soon as possible).</p> | |
| Lender Delegated Underwriting Availability | <p>Delegated underwriting is available to all approved Virginia Housing delegated lenders. Lender's underwriter assumes full responsibility for compliance with GSE underwriting requirements. Lenders can contact their Business Development Officer for questions / concerns about delegation.</p> | |
| Underwriting | <p>Loans underwritten in accordance with program guidelines, Fannie Mae guidelines, and DU findings.</p> <p>Must submit file directly to MI Company for MI approval (no MI delegated).</p> <p>Non-Delegated Lenders must submit to Virginia Housing prior to closing – must use the Underwriting Submission Checklist.</p> <p>Community Lending Program in DU must be "HFA Preferred." (Not "HFA Preferred Risk Sharing" or "Home Ready").</p> <ul style="list-style-type: none"> Go to "Additional Data" screen within DU to select Community Lending Program. <p>Follow steps outlined in the Mortgage Cadence User Guide for submitting a Non-Delegated loan to Virginia Housing Underwriting or submitting for Delegated Approval. Data accuracy is critical.</p> | <p>Loans underwritten in accordance with program guidelines, Freddie Mac guidelines, and LPA findings.</p> <p>Must submit file directly to MI Company for MI approval (no MI delegated).</p> <p>Non-Delegated Lenders must submit to Virginia Housing prior to closing – must use the Underwriting Submission Checklist.</p> <p>The Offering Identifier in LPA must be "HFA Advantage" (Not HomePossible or "HomePossible Advantage").</p> <p>Follow steps outlined in the Mortgage Cadence User Guide for submitting a Non-Delegated loan to Virginia Housing Underwriting or submitting for Delegated Approval. Data accuracy is critical.</p> |
| Closing | <p>Loans close in accordance with standard GSE guidelines.</p> <p>Loan must be closed in the name of the lender, registered in MERS with MERS compliant documents.</p> | |
| UCD | <p>Originating lender must upload the UCD file directly to the applicable GSE and provide the casefile ID and Findings Report.</p> | |
| Documents | <p>Final AUS, URLA, and Transmittal must match (standard GSE tolerances allowed).</p> | |
| Funding | <p>Originating lender will fund the first mortgage at closing.</p> | |



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| Points and Fees | Virginia Housing is exempt from ATR (Ability to Repay) so a maximum of 3% points and fees does not apply, however the maximum points and fees for all Virginia Housing Conventional loans is 5%. | |
| Delivery | Loans must be submitted to Virginia Housing within 10 calendar days of closing (disbursement for refinances). Follow steps outlined in the Mortgage Cadence User Guide available on Virginia Housing's website for submitting a closed loan package. Documents must be uploaded using the Loan Stacking Form . | |
| Pre-Purchase Review | Loans reviewed by Virginia Housing prior to purchase. If errors noted, Virginia Housing will contact lender – this may require rerun of AUS. | |
| Post-Closing | Standard post-closing documents must be submitted to Virginia Housing. | |
| Important: Refer to the Origination Guide for more information about Virginia Housing eligibility requirements. | | |

The information contained herein (including but not limited to any description of Virginia Housing and its lending programs and products, eligibility criteria, interest rates, fees and all other loan terms) is subject to change without notice.