RATE LOCK TRAINING MANUAL 2nd Mortgage Programs Home Improvement Septic Repair Get the Lead Out

Training Agenda

Product Overview

LockDesk Overview

Lock Desk Policies

Locking Your Loan

Contact

New Product Overview

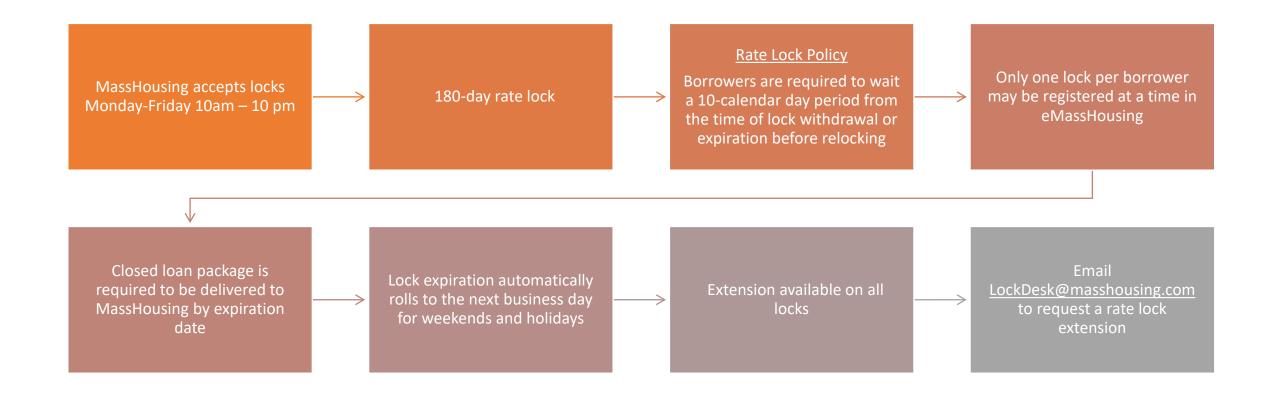
MassHousing offers 2nd mortgage loans for Home Improvement, Septic Repair and Lead Removal.

Click Here to access our <u>lender</u> resources

2nd Mortgage Repair Loans

Product Code	Product Name
Product 5001	Septic 0% Deferred 30 Year Fixed
Product 5002	Septic 2.5% 15 Year Amortized
Product 5003	Home Improvement 5% 15 Year Amortized
Product 5004	Get The Lead Out 0% Deferred 30 Year Owner Occupied
Product 5005	Get The Lead Out 0% Amortized 15 Year Non-Profit
Product 5006	Get The Lead Out 3% Amortized 15 Year Investor

LockDesk Overview



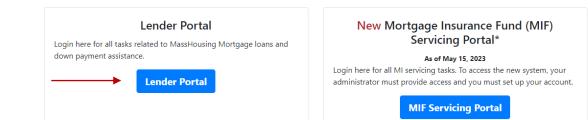
Accessing emasshousing.com

Type in <u>www.emasshousing.com</u> to access this page

MassHousing

Welcome to eMassHousing!

MassHousing's Homeownership lending partners can start here to initiate and manage all loan origination, purchasing and mortgage insurance tasks. If you are an existing MassHousing Lender and have questions, please contact us at 888.843.6432 or homeownership@masshousing.com.



*MIF Servicing Users: A new MassHousing Mortgage Insurance Fund Servicing System was launched on May 15. In order to access the new system, you must be given access by your organization's administrator and then activate your account through Okta, MassHousing's identity management provider.

Please contact your organization's administrator with questions. Not sure who your administrator is? Email MIOperations@masshousing.com.

Quick Links and Log In

When you click on emasshousing.com you can do the following:

1. Under {Quick Links} there is a link to the Second Mortgage Doc Sets (Forms) and Resources including Training material, for the Home Improvement, Septic Repair and Get The Lead Out Programs.

2. Click here {Log In} to register a loan.

	QUICK LINKS ~
1	NEW Seller Guide First Mortgage & DPA Forms & Resources Second Hortgage Forms & Resources
MASSHOUSING	Product Matrix MI Only Matrix Homebuyer Education

Welcome to the NEW eMassHousing Lender Portal!

Thank you for your patience and partnership as we roll out our new loan origination, purchasing and mortgage insurance system. Need help getting started?

- Quick Start Guide for Administrators: Help with setting up and managing access for your organization's users
- User Guide: Detailed instructions for all aspects of the new system.
- Portal and Program FAQs: Answers to our lenders most frequently asked questions.

For upcoming and recorded trainings and other resources, visit our Lender Training Center.



Questions?

Click here to Log In

Do you have questions about our products and programs? Ask one of MassHousing's HomeOwnership experts. TEL: 888.843.6432 | Email

Sign Up for HomeOwnership Production Emails MassHousing product news, updates, tips and information delivered right to your inbox.

🛛 🖂 SUBSCRIBE 🔵

Under "Quick Links" you will find Forms and Resources for the 2nd Mortgage Programs



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<< RETURN TO HOME PAGE

MassHousing Lender Forms and Resources - Second Mortgage Programs

On this page, you will find all of the forms and documents they need to originate, register and close MassHousing second mortgage loans. If you have questions or need assistance, please contact Deanna Ramsden at 617.854.1822 or rehabmonitoring@masshousing.com.

For MassHousing First Mortgage Forms and Down Payment Assistance, view forms and resources here.

Lender Resources						
MassHousing Seller Guide	Second Mortgage Program Updates	MassHousing Second Mortgage Product Matrix				
Get the Lead Out Program Guidelines	Get the Lead Out Local Rehab Agencies	Lender Wire/ACH/Overnight Mail Notification				
Second Mortgage Lock Desk Training	MassHousing Staff Directory					

Doc Sets

Septic Repair Loan Program 0% Deferred 30-Year Fixed - Product Code 5001 + Show Forms Septic Repair Loan Program 2.5% 15-Year Amortized - Product Code 5002 + Show Forms

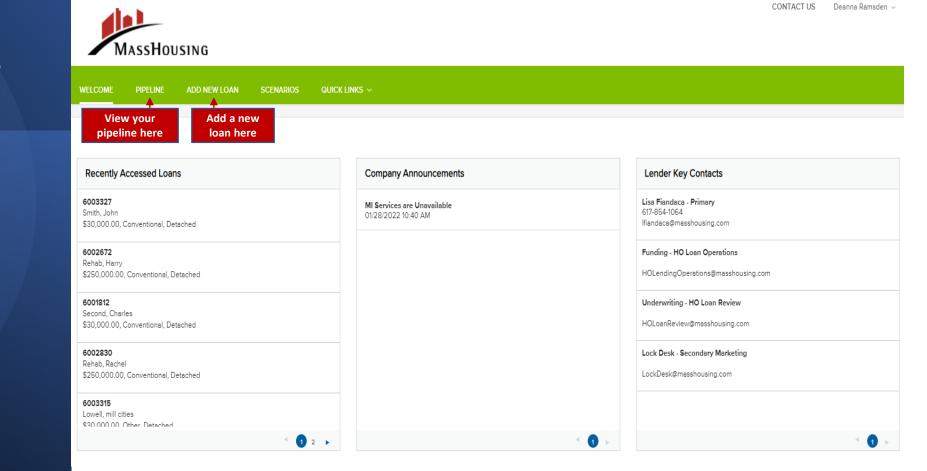
Septic Repair Loan (Condo Associations) 2.5% 15-Year Amortized - Product Code 5002 + Show Forms Home Improvement Loan Program 5% 15-Year Amortized - Product Code 5003 + Show Forms

Get the Lead Out Loan Program

Get the Lead Out Loan Program

Once you Log In you will be brought to this page to do the following:

View your existing pipeline.
 Add a new loan
 Upload Documents



*For Get the Lead Out Non-Profit: Fill in Borrower 1st Name with "<u>Non-Profit</u>" and fill in Borrower Last Name with the name of the Organization.

	Loan Information
You can upload a 3.4 file or you can	BORROWER INFORMATION Borrower First Name Jeremy Borrower Middle Name
manually input information into the Application.	Borrower Last Name Meneses
Follow the instructions in the screenshot	Suffix Social Security Number
highlighted in Red as some fields are required to be filled	PROPERTY INFORMATION
in, although not typically applicable to	Street Address 70 Endicott Street
2nd Mortgage Loans. e.g. Loan Type:	Unit Type Select an Option
Conventional and Purpose of loan: Purchase	Unit Number 1109
	City

Norwood

Massachusetts

State

LOAN DETAILS
Seller Loan #
173167
Universal Loan Identifier
549300MGPZBLQDIL7538768050259124
Interest Rate
%
Decision FICO
700
Loan Type
Conventional Always choose <u>"Conventional"</u> from dropdown
Alternate Loan Number
Collateral Tracking Number
Lien Position
Subordinate Lien Always choose " <u>Subordinate Lien"</u> from dropdown
Amortization Type Fixed Rate Always choose "Fixed Rate" from dropdown
Documentation Type Always choose <u>"Full Documentation"</u> from
(F) Full Documentation dropdown

Purpose of Loan

	Massachusetts	Purpose of Loan Always choose "Purchase" from
	Zip	Purchase dropdown
	02062	Loan Amount
	County	\$15,000,00 If you have a waiver for a higher loan amount, please
	Norfolk	put what the <u>"approved amount"</u> is here
		Purchase Price
	Property Type	\$15,000.00 s/b same as <u>"loan amount"</u>
	Detached Choose from dropdown property type	Appraised Value
	Number of Units	\$15,000.00 s/b same as <u>"loan amount"</u>
		Loan Term Due In 360 w/b Ioan term for 0% Deferred Ioans
tion	Occupancy Type This will be " <u>Primary"</u> for owner-occupied and " <u>Investment"</u> for	360 / 360 and 180 for products with 15 Year Term
ation	LP Investor/LP Non-Profit or Septic Condo Association	
<u>t.'</u>	FHA Secondary Residence	
	A	
	File Contents	
	File Contacts	
	File Contacts	
	File Contacts Submission Contact	
	Submission Contact	

INCOME CERTIFICATION

Income is required to be certified through emasshousing.com. All certifications will be handled on the lender level through the "Lender Inc. Certification" *How to access: Open loan file, on the left-hand side under loan actions*

LOAN ACTIONS Import Additional Data Withdraw Loan Order MI Plus Lender Inc Certification



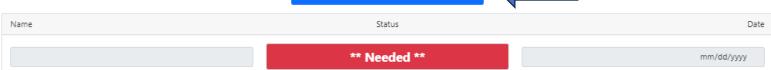
INCOME CERTIFICATION

Enter Income under Annual Compliance income and click

Save & Cetify

Lender Income Certification & Product Alerts

Certification	Alerts 🌲		
First Time Hom	ebuyer: Yes		
Borrower(s)		Date of Birth	Annual Compliance Income
Test Borrowe	er	01/01/1970	\$ 55500
Annual Complia	ance Income		\$ 55500
			Add Occupant
Non-Borrower(s) Occupants	Date of Birth	Annual Income Delete This Section does not app
			\$ 0.00
Total # of Borro	owers/Occupants	1	
Total Annual Co	ompliance Income	\$ 55500.00	
	By clicking	the button below you are certifying that the above information	is accurate.
		Save & Certify	



Income Certification ALERTS

Alerts can trigger upon completion of income certification.

Alerts are triggered by income exceeding product specifications or the loan amount exceeding the product specifications.

Prior to income certification all alerts must be satisfied.

List of Alerts:*

- The Income you have entered exceeds the product specifications.
- The Loan amount you have entered exceeds the product specifications.
 - * (These are the only alerts applicable to 2nd mortgage repair loan programs)

SAMPLE ALERT

Lender Income Certification & Product Alerts

Certification

Alerts 🌲

The Income you have entered exceeds the product specifications.

Income Certification <u>STATUS</u>

When you receive:

Certified

You may move ahead with locking the loan.

, The Lender User name and date who certifies the income will appear.

- Needed Income Certification is needed by the lender.
- Certified Income has been certified by the lender.

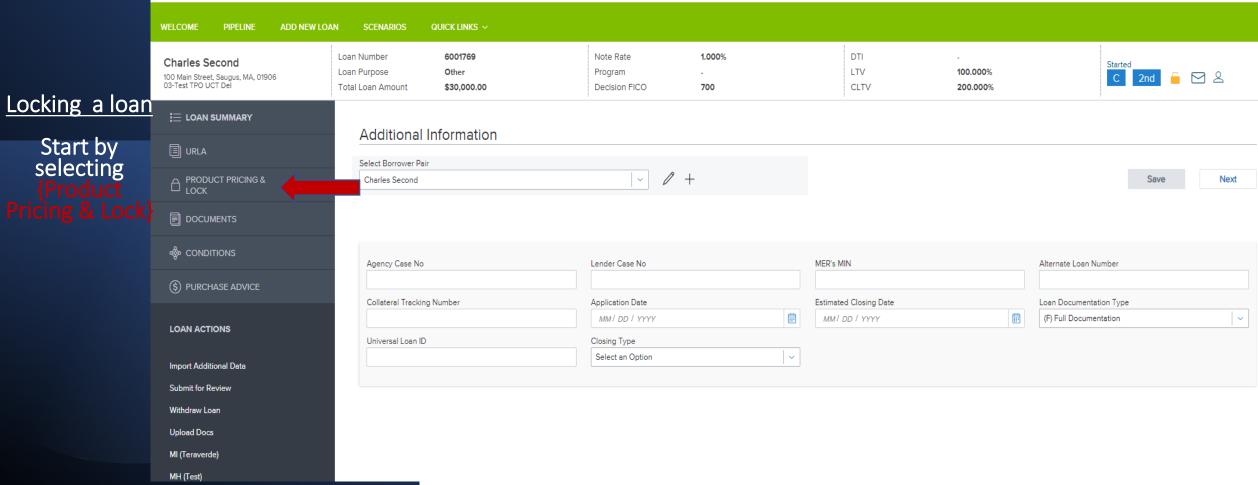
ame	Status	Date
	** Needed **	mim/did/yyyy

Name	Status	Date
Jeremy Meneses	** Certified **	12/19/2023

Very Important for LEAD PAINT LOANS Add LRA (Local Rehab Agency)

	i⊟ LOAN SUMMARY	Î	Additional Information		
		1 st	Additional Information		
	Additional Information	2 nd Click		→ 1 / +	Save Next
	Lender Loan Information	Inforn	nation		GreenCHOICEToPayOffOutstandingEnergyDebt
	Borrower Information	~			0
LEAD PAINT	Employment and Income	~			
LOANS ONLY	Assets and Liabilities	~			
Add LRA name	Real Estate				
under URLA -	Loan and Property Information	~			
Additional Information,	Information for Government M	~	Additional Fields		
choose LRA from Dropdown at right	URLA Continuation		Apply For ARPA		Amount of ARPA
bottom corner.			Select an Option	``	Borrower's Compliance Income divided by FHFA AMI
Click {Save}			50000		0.35
			Borrower Homeownership Counseling format		Counseling Agency List Choose LRA from Drop Down.
	le conditions		Select an Option	↓	Select an Option
	(\$) PURCHASE ADVICE		Operation Welcome Home Credit Select an Option	×	Local Rehab Agency New Vue CLICK SAVE LAST
	LOAN ACTIONS				
					Save Next







	WELCOME PIPELINE ADD NEW LO	DAN SCENARIOS QUICK LINKS ~					
	Charles Second 100 Main Street, Saugus, MA, 01906 03-Test TPO UCT Del	Loan Number6001769Loan PurposeOtherTotal Loan Amount\$30,000.00	Note Rate Program Decision FICO	1.000% - 700	DTI LTV CLTV	- 100.000% 200.000%	Started
		Product, Pricing & Lock					
Click	URLA						
{Search		Product Details					
Product		This loan does not have a loan pro	gram selected.				
&	loconditions	Simply select the "Search Product & Pricing" button to continue Search Product & Pricing					
Pricing}	(\$) PURCHASE ADVICE						
	LOAN ACTIONS						
	Import Additional Data						
	Submit for Review						
	Withdraw Loan Upload Docs						
	MI (Teraverde)						
	MH (Test)						

Search Product and Pricing

Required fields are indicated with a red asterisk [*]. Many of which will be filled with data from the loan file. Enter the remaining required information.

Follow the instructions in the screenshots as fields in RED are required, although typically not applicable to 2nd Mortgage Loans.

1 *Borrower First Name	2 * Representative Credit Score	3 * Purchase Price
Kallie	780	\$30,000.00 < s/b same as "loan amount"
* Borrower Last Name	* Loan Type	* Appraised Value
Test	Conventional Always choose Conven	tional \$30,000.00 - s/b same as "loan amount"
* Borrower SSN	* Loan Documentation Type	* Term Months * Due In
***-**-0000	(F) Full Documentation Cocumentation	
* Borrower Citizenship Status	* Loan Purpose	Amortization Type
U.S. Citizen Abroad	Purchase Always choose Purchase	Fixed Rate 🔹
		Lock Period

Community Second

•

Primary Mortgage Total

\$30,000.00

30

Product and Pricing		the state of the s
		* Lock Period
		30 🗸
		Community Second
		Primary Mortgage Total
		\$30,000.00
* Base Loan Amount MI, MIP, FF Finance	Total Loan Amount LTV CLTV HCLTV	5 Impound Waiver
\$30,000.00 + \$	= \$30,000.00 100.00 / 200.00 / 200.00	
* Address	* City	Prepayment Penalty
100 Main Street	Saugus	E No
* Subject Property State * County	* Postal Code * Number of Units	Self-Employed
Massachus 🔻 Essex	01906 1	
* Property Type	* Occupancy Type	
Detached	Primary -	
Front End DTI Back End DTI	Total Monthly Income	• LO Compensation Paid By
	\$	
AUS Findings		• Target
Engine	_	
Select One		Channel
FHA Total Scorecard		Delegated
Select One		_

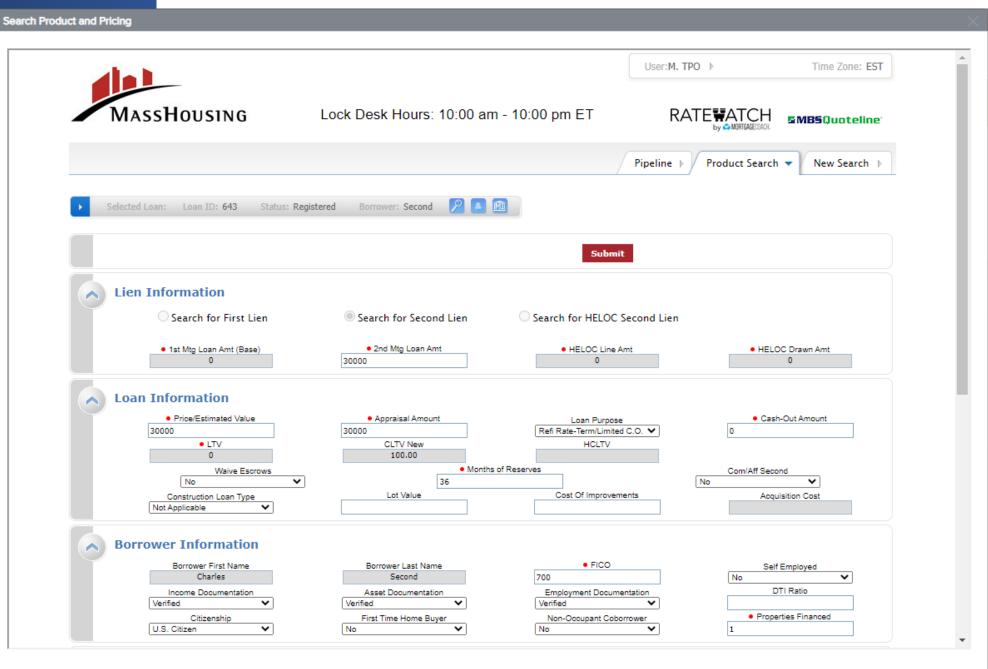
Required fields are indicated with a red asterisk [*]. Many of which will be filled with data from the loan file. Enter the remaining required information.

Follow the instructions in the screenshots as fields in RED are required, although typically not applicable to 2nd Mortgage Loans.

Click {Search Product & Pricing}

Required fields are indicated with a red asterisk [*]. Many of which will be filled with data from the loan file. Enter the remaining required information.

Continue to next screen shot



Required fields are indicated with a red asterisk [*]. Many of which will be filled with data from the loan file. Enter the remaining required information.

Click {Submit} to continue.

Occupancy Primary Residence State Massachusetts (MA)	Property Type Single Family • County Essex	Number of Units 1 Unit Corporate Relocation No	Number of Stories Property Zip 01906
2nd Lien Search Criteria Loan Type Second Mortgage Desired Price Buydown None V	Loan Term Any V Desired Rate 1 Prepayment Penalty None V	Amortization Type Any Desired Lock Period 30 Automated U/W System Not Specified	ARM Fixed Term Any ✓ Interest Only No ✓
		Submit	

The Search Results page will list both eligible and ineligible products.

If the desired program is listed as an eligible product, select the program name or the click {Show} to advance to the pricing grid and view the product details.

If the desired program is listed as an ineligible product, double-click the program name to determine the reasons for ineligibility.

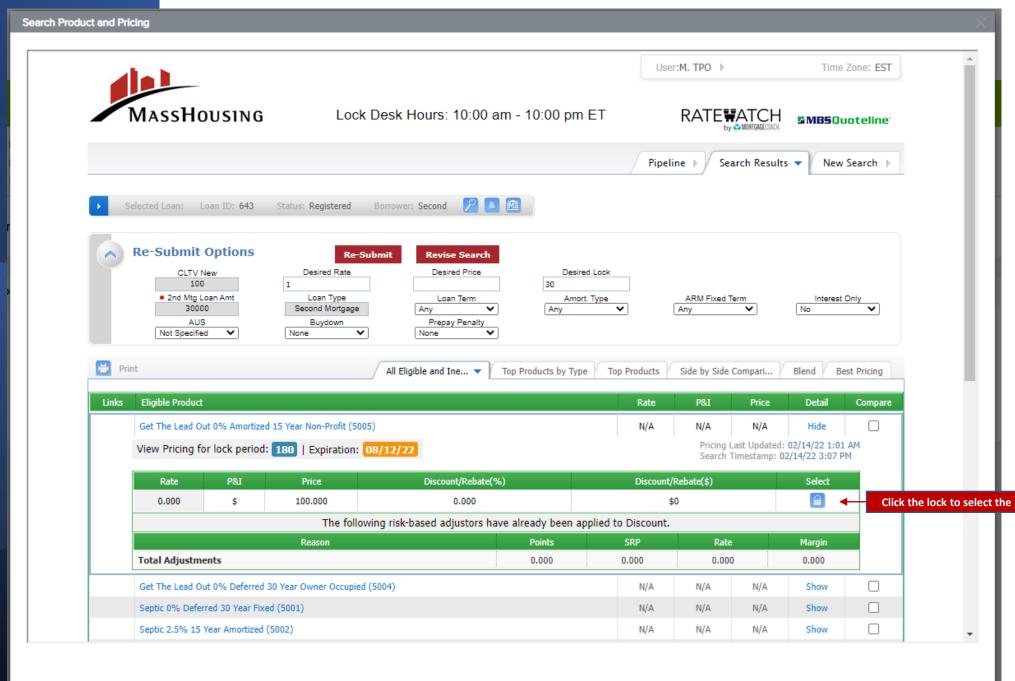
				Use	r:M. TPO ▷		Time	Zone: EST
MassHousing	Lock Desi	Lock Desk Hours: 10:00 am - 10:00 pm ET					⊈MBSQt	uoteline
				Pipeli	ine 🕨 Se	arch Results	s 🔻 New	Search 🕨
Selected Loan: Loan ID: 643	Status: Registered Borrow	wer: Second 🛛 🔎 💽						
Re-Submit Options	Re-Submit	Revise Search						
CLTV New 100	Desired Rate	Desired Price	Desired Lock 30					
 2nd Mtg Loan Amt 30000 	Loan Type Second Mortgage	Loan Term	Amort. Type	-	ARM Fixed	Term	Interest No	Only
				J				
AUS Not Specified	Buydown None V	Prepay Penalty None						
	None 🗸	None	o Products by Type Top	Products	Side by Side	Compari	Blend Be	est Pricing
Not Specified	None 🗸	None	o Products by Type Top	Products Rate	Side by Side	Compari	Blend Be Detail	est Pricing Compare
Not Specified	None V	None	o Products by Type Top					
Not Specified Print inks Eligible Product Get The Lead Out 0% Amortiz	None V	Eligible and Ine Top	o Products by Type Top	Rate	P&I	Price	Detail	Compare
Not Specified Print nks Eligible Product Get The Lead Out 0% Amortiz	None All	Eligible and Ine Top	o Products by Type Top	Rate N/A	P&I N/A	Price N/A	Detail Show ┥	Compare
Not Specified Print inks Eligible Product Get The Lead Out 0% Amortiz Get The Lead Out 0% Deferred	None All	Eligible and Ine Top	o Products by Type Top	Rate N/A N/A	P&I N/A N/A	Price N/A N/A	Detail Show ┥ Show	Compare
Not Specified Print inks Eligible Product Get The Lead Out 0% Amortiz Get The Lead Out 0% Deferred Septic 0% Deferred 30 Year Fit	None All All red 15 Year Non-Profit (5005) d 30 Year Owner Occupied (5004) xed (5001) d (5002)	Eligible and Ine Top	o Products by Type Top	Rate N/A N/A N/A	P&I N/A N/A N/A	Price N/A N/A N/A	Detail Show ← Show Show	Compare
Not Specified Print inks Eligible Product Get The Lead Out 0% Amortiz Get The Lead Out 0% Deferred Septic 0% Deferred 30 Year Fit Septic 2.5% 15 Year Amortized	None All All ed 15 Year Non-Profit (5005) d 30 Year Owner Occupied (5004) exed (5001) d (5002) ed 15 Year Investor (5006)	Eligible and Ine Top	o Products by Type Top	Rate N/A N/A N/A N/A	P&I N/A N/A N/A N/A	Price N/A N/A N/A N/A	Detail Show Show Show Show	Compare
Not Specified Print inks Eligible Product Get The Lead Out 0% Amortiz Get The Lead Out 0% Deferred Septic 0% Deferred 30 Year Fit Septic 2.5% 15 Year Amortized Get The Lead Out 3% Amortized Home Improvement 5% 15 Year	None All All ed 15 Year Non-Profit (5005) d 30 Year Owner Occupied (5004) exed (5001) d (5002) ed 15 Year Investor (5006)	Eligible and Ine Top	o Products by Type Top	Rate N/A N/A N/A N/A N/A	P&I N/A N/A N/A N/A	Price N/A N/A N/A N/A	Detail Show Show Show Show Show Show	Compare
Not Specified Print inks Eligible Product Get The Lead Out 0% Amortiz Get The Lead Out 0% Deferred Septic 0% Deferred 30 Year Fit Septic 2.5% 15 Year Amortized Get The Lead Out 3% Amortized	None All All ed 15 Year Non-Profit (5005) d 30 Year Owner Occupied (5004) exed (5001) d (5002) ed 15 Year Investor (5006)	Eligible and Ine Top	o Products by Type Top	Rate N/A N/A N/A N/A N/A	P&I N/A N/A N/A N/A	Price N/A N/A N/A N/A	Detail Show Show Show Show Show Show	Compare

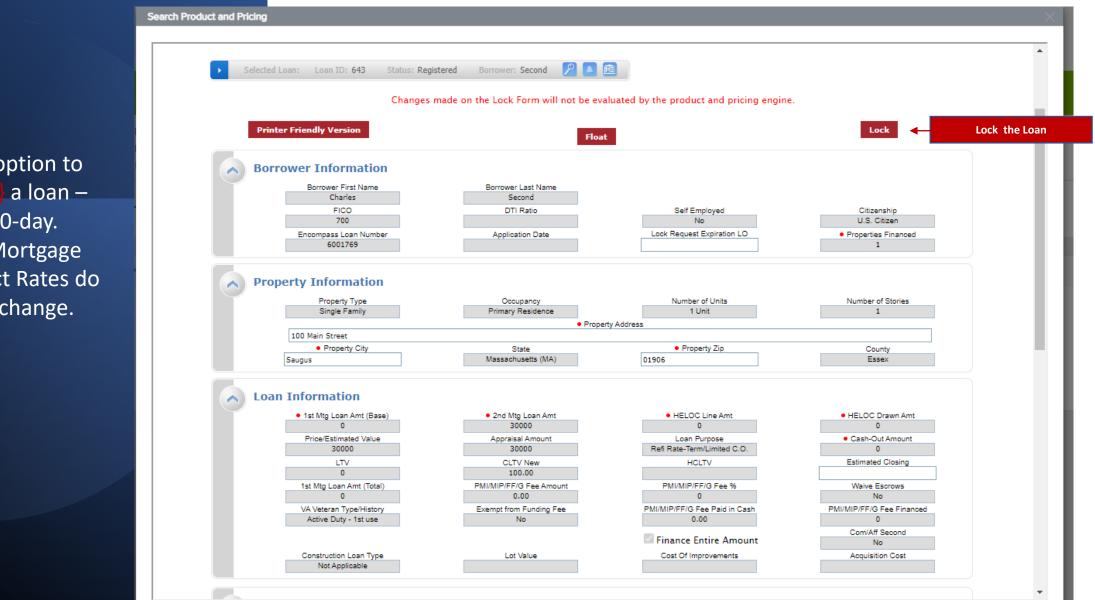
1. Select the desired lock period to reflect the corresponding rates.

2. Click the blue lock icon (to the far right of the screen) for the interest rate.

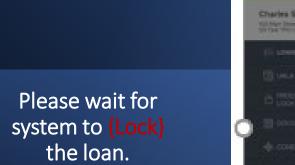
3. The option to {Lock} is on the following screen.

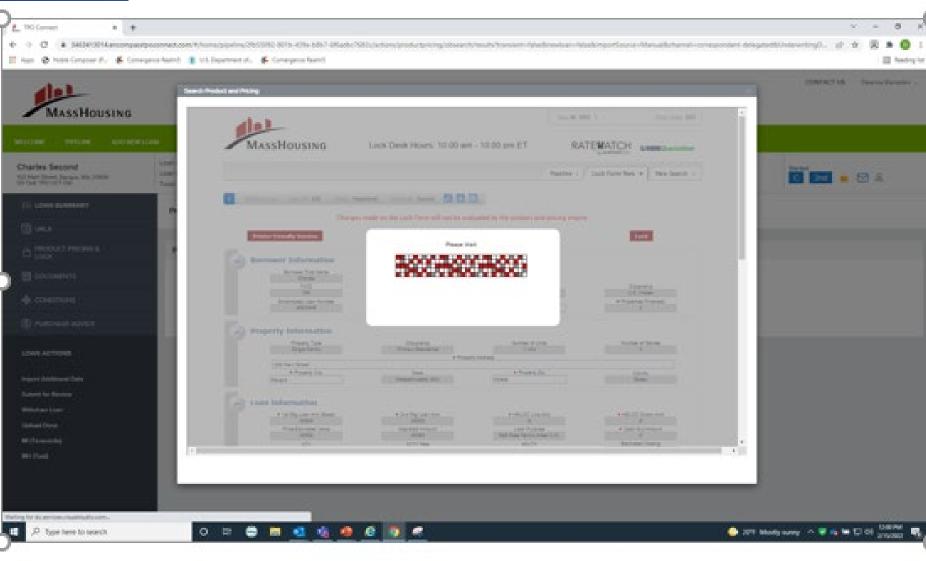
Rate lock confirms are downloadable in the documents tab in eMassHousing





Use option to {Lock} a loan -180-day. 2nd Mortgage Product Rates do not change.



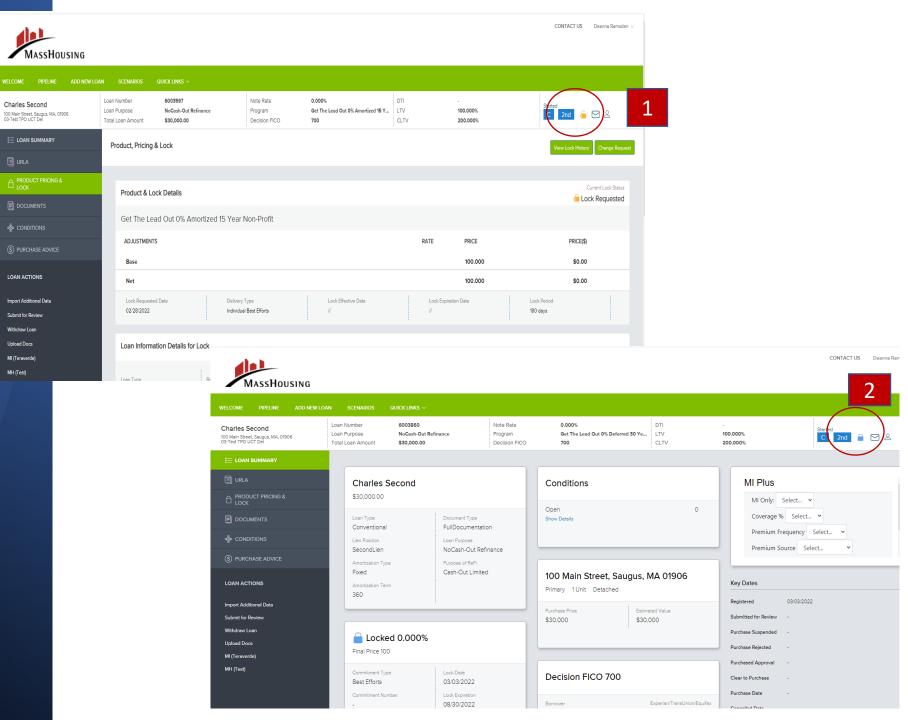


- 1. Your Lock Request has been submitted. You will need to get out of the loan in order for the loan to lock.
- 2. When you come back into the loan, you will see a "blue lock" symbol. This means your loan has been locked.

After the loan is locked you can go back into the loan (URLA) and make changes.

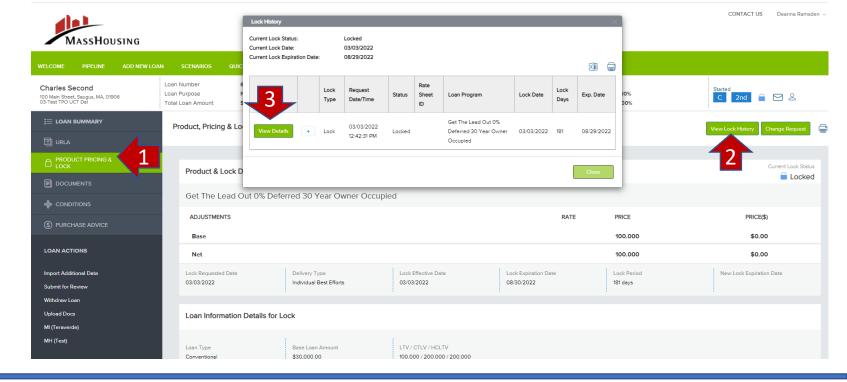
NOTE: If you need to make changes to any of the following: -Property type -Anything that would affect the LTV -FICO score -Anything that would affect the Rate.

Please email the Lock Desk at LockDesk@masshousing.com to request change.

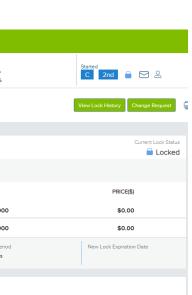


To see your lock details: 1. Click on Product Pricing & Lock 2. Hit View Lock History 3. Click on View Details

4. You can now view the Product & Lock Details



MassHousing		4			Lock Type	Status
ELCOME PIPELINE ADD NEV	V LOAN SCENARIOS QUI	Product & Lock Deta	ails		Lock	Locked
Charles Second 00 Main Street, Saugus, MA, 01906 3-Test TPO UCT Del	Loan Number Loan Purpose Total Loan Amount	Get The Lead Out	0% Deferred 30 Year Ow	ner Occupied		
·		ADJUSTMENTS		RATE	PRICE	PRICE(\$)
E LOAN SUMMARY	Product, Pricing & Lo	Base			100.000	\$0.00
URLA		Net			100.000	\$0.00
	Product & Lock I		ivery Type Lock Effective	Lock Expiration	Lock Period	New Lock
		Date Indi 03/03/2022 Effo	vidual Best Date rts 03/03/2022	Date 08/30/2022	181 days	Expiration Date
& CONDITIONS	Get The Lead (
	ADJUSTMENTS	Loan Information De	tails for Lock			
S PURCHASE ADVICE	Base			1		
LOAN ACTIONS		Loan Type Conventional	Base Loan Amount \$30,000.00	LTV / CTLV / HCLTV 100.000 / 200.000 / 2	200.000	
	Net					
Import Additional Data	Lock Requested Date 03/03/2022	Amortization Type Fixed	MI, MIP, FF Financed \$0.00	Credit Score 700		
Submit for Review	03/03/2022	Term Months	Total Loan Amount	Front End DTI		
Withdraw Loan		rem wonths	Total Loan Amount	From End DTI		



CONTACT US Deanna Ramsden

Submission of a Loan File After Closing

PLEASE SEE SEPARATE POWERPOINT FOR CLOSING AND POST-CLOSING INSTRUCTIONS



Lock Desk for your Lock Questions 888.843.6432 | LockDesk@masshousing.com

For 2nd Mortgage Program Questions Contact:

Deanna Ramsden <u>dramsden@masshousing.com</u> or at 617-854-1822 Sherri Melvin <u>smelvin@masshousing.com</u> or at 351-220-6521