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.

| ender 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 <mark>Red</mark> as some fields are required to be filled | PROPERTY INFORMATION |
| in, although not typically applicable to 2nd Mortgage Loans. | Street Address 70 Endicott Street |
| e.g. Loan Type: Conventional and | Select an Option Unit Number |
| Purpose of loan: Purchase | 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 Lean Number |
| | |
| | |
| | |
| | |
| | Lien Position |
| | Subordinate Lien Always choose " <u>Subordinate Lien"</u> from dropdown |
| | Amortization Type |
| | Fixed Rate Always choose <u>"Fixed Rate"</u> from dropdown |
| | Documentation Type |
| | (F) Full Documentation Always choose <u>"Full Documentation"</u> from dropdown |
| × | Purpose of Loan |

| | Managahuantta | |
|------|---|---|
| | wassacruseus v | Purpose of Loan |
| | 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 < |
| | Detached Choose from dropdown property type | Appraised Value |
| | Number of Units | \$15,000.00 < |
| | | |
| | | Loan Term Due In 360 w/b Ioan term for 0% Deferred Ioans |
| tion | Occupancy Type This will be "Primary" for owner-occupied and "Investment" for | 360 and 180 for products with 15 Year Term |
| | LP Investor/LP Non-Profit or Septic Condo Association | |
| | EHA Secondery Desidence | |
| | | |
| | | |
| | | |
| | | |
| | A | |
| | | |
| | File Contents | |
| | File Contacts | |
| | File Contacts | |
| | File Contacts Submission Contact | |
| | File Contacts Submission Contact 03-Test TPO UCT Del | |
| | File Contacts Submission Contact O3-Test TPO UCT Del | |
| | File Contacts Submission Contact 03-Test TPO UCT Del Select an Option | |
| | File Contacts Submission Contact 03-Test TPO UCT Del Select an Option | |
| | File Contacts Submission Contact 03-Test TPO UCT Del Select an Option | |
| | File Contacts Submission Contact 03-Test TPO UCT Del Select an Option | |
| | File Contacts Submission Contact 03-Test TPO UCT Del Select an Option | |

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 Homebuyer: Yes | | |
| Borrower(s) | Date of Birth | Annual Compliance Income |
| Test Borrower | 01/01/1970 | \$ 55500 |
| Annual Compliance Income | | \$ 55500 |
| | | |
| | | Add Occupant |
| Non-Borrower(s) Occupants | Date of Birth | Annual Income Delete This Section does not app |
| | | \$ 0.00 |
| Total # of Borrowers/Occupants | 1 | |
| Total Annual Compliance Income | \$ 55500.00 | |
| By cl | licking the button below you are certifying that the above informat | ion 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.

| Name | Status | Date |
|------|--------------|------------|
| | ** Needed ** | mm/dd/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 | | |
|--------------------------------|-------------------------------|-----------------------|---|---|--|
| | URLA | 1 st | Click URLA | | |
| | Additional Information | 2 nd Click | Select Borrower Pair Additional enses & Benjamin Meneses action | √ | Save Next |
| | Lender Loan Information | ~ | | | ○ GreenCHOICEToPavOffOutstandingEnergyDebt |
| | Borrower Information | \sim | | | 0 |
| LEAD PAINT | Employment and Income | ~ | | | |
| LOANS ONLY | Assets and Liabilities | ~ | | | |
| Add I BA name | Real Estate | | | | |
| under URLA - | Loan and Property Information | ~ | | | |
| Additional Information. | Information for Government M | ~ | Additional Fields | | |
| choose LRA from | URLA Continuation | | Apply For ARPA | | Amount of ARPA |
| bottom corner. Click {Save} | | | Annual Compliance Income | | Borrower's Compliance Income divided by FHFA AMI |
| | | | 50000 Borrower Homeownership Counseling format | | 0.35 Counseling Agency List Choose LRA from Drop Down. |
| | | | 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 LOA | AN SCENARIOS QUICK LINKS ~ | | | | | | |
|-----------|---|--|---------------------------------------|--------------------|--------------------|---------------------------|---------|--|
| Click | 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 | | | | | | |
| {Search | | Product Details | | | | | | |
| Product & | | This loan does not have a loan program selected. Simply select the "Search Product & Pricing" button to continue | | | | | | |
| Pricing} | (§) PURCHASE ADVICE | Search Product & Pricing | Search Product & Pricing | | | | | |
| | | | | | | | | |
| | 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 | s/b same as "loan amount" |
| * Borrower SSN | * Loan Documentation Type | * Term Months * Due In |
| ***-**-0000 | (F) Full Documentation Cocumentation | ation 360 w/b loan term for 0% Deferred loans and 180 for products with 15 Year Term |
| * Borrower Citizenship Status | * Loan Purpose | Amortization Type |
| U.S. Citizen Abroad | Purchase Always choose Purchase | e Fixed Rate 🔹 |
| | | * Lock Period |

Community Second

•

Primary Mortgage Total

\$30,000.00

30

| roduct 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 |
| | \$ | Lender |
| 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 V Corporate Relocation No V | Number of Stories |
|---|---|--|--|
| 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.

| | | | | User | ::M. TPO ► | | Time | e Zone: EST |
|--|--|---|--|--|---|--|---|-------------------------|
| MassHousing | Lock Desk | : Hours: 10:00 am | - 10:00 pm ET | | | | s MBSQ | uoteline |
| | | | | Pipelir | ne 🕨 Se | arch Result: | s 🔻 New | v Search 🕨 |
| Selected Loan: Loan ID: 643 | Status: Registered Borrow | rer: Second 🛛 🦻 💽 | | | | | | |
| Re-Submit Options | Re-Submit Desired Rate 1 Loan Type Second Mortgage Buydown None | Revise Search Desired Price Loan Term Any Prepay Penalty None V | Desired Lock 30 Amort. Type Any |]] [| ARM Fixed 1 Any | ierm | Interest No | t Only |
| | | | | | | | | |
| Print | All e | Eligible and Ine 🔻 Top | Products by Type Top | Products | Side by Side | Compari | Blend B | Best Pricing |
| Print Links Eligible Product | All E | Eligible and Ine 🔻 🗌 Top | Products by Type Top | Products Rate | Side by Side | Compari | Blend B | Best Pricing Compare |
| Print Links Eligible Product Get The Lead Out 0% Amortized 1 | All E .5 Year Non-Profit (5005) | Eligible and Ine 🔻 🗌 Top |) Products by Type Top | Products Rate N/A | Side by Side | Compari Price N/A | Blend B Detail Show < | Sest Pricing |
| Print Eligible Product Get The Lead Out 0% Amortized 1 Get The Lead Out 0% Deferred 30 | All E .5 Year Non-Profit (5005) Year Owner Occupied (5004) | Eligible and Ine 🔻 🗌 Top | Products by Type Top | Products Rate N/A N/A | Side by Side P&I N/A N/A | Compari Price N/A N/A | Blend B Detail Show Show | Compare |
| Print Links Eligible Product Get The Lead Out 0% Amortized 1 Get The Lead Out 0% Deferred 30 Septic 0% Deferred 30 Year Fixed | All E .5 Year Non-Profit (5005) Year Owner Occupied (5004) (5001) | Eligible and Ine 🔻 🔪 Top |) Products by Type Top | Products Rate N/A N/A N/A | Side by Side P&I N/A N/A N/A | Compari Price N/A N/A N/A | Blend B Detail Show Show Show | Sest Pricing |
| Print Links Eligible Product Get The Lead Out 0% Amortized 1 Get The Lead Out 0% Deferred 30 Septic 0% Deferred 30 Year Fixed Septic 2.5% 15 Year Amortized (50) | All E .5 Year Non-Profit (5005) I Year Owner Occupied (5004) (5001) 002) | Eligible and Ine 🔻 🗌 Top | Products by Type Top | Products Rate N/A N/A N/A N/A | Side by Side P&I N/A N/A N/A N/A | Compari Price N/A N/A N/A N/A | Blend B Detail Show Show Show | Lest Pricing |
| Print Links Eligible Product Get The Lead Out 0% Amortized 1 Get The Lead Out 0% Deferred 30 Septic 0% Deferred 30 Year Fixed Septic 2.5% 15 Year Amortized (50 Get The Lead Out 3% Amortized 1 | All t .5 Year Non-Profit (5005) Year Owner Occupied (5004) (5001) 002) .5 Year Investor (5006) | Eligible and Ine 🔻 🛛 Top | Products by Type Top | Products Rate N/A N/A N/A N/A N/A | Side by Side P&I N/A N/A N/A N/A N/A | Compari Price N/A N/A N/A N/A N/A | Blend B Detail Show Show Show Show Show | Jest Pricing |
| Print Links Eligible Product Get The Lead Out 0% Amortized 1 Get The Lead Out 0% Deferred 30 Septic 0% Deferred 30 Year Fixed Septic 2.5% 15 Year Amortized (50 Get The Lead Out 3% Amortized 1 Home Improvement 5% 15 Year Amort | All t 5 Year Non-Profit (5005) 1 Year Owner Occupied (5004) (5001) 002) 5 Year Investor (5006) mortized (5003) | Eligible and Ine 🔻 🕅 Top | Products by Type Top | Products Rate N/A N/A N/A N/A N/A N/A | Side by Side P&I N/A N/A N/A N/A N/A N/A | Compari Price N/A N/A N/A N/A N/A N/A | Blend B Detail Show Show Show Show Show | Jest Pricing |
| Print Links Eligible Product Get The Lead Out 0% Amortized 1 Get The Lead Out 0% Deferred 30 Septic 0% Deferred 30 Year Fixed 1 Septic 2.5% 15 Year Amortized (50 Get The Lead Out 3% Amortized 1 Home Improvement 5% 15 Year Amortized 1 Links Ineligible Product | All E 5 Year Non-Profit (5005) Year Owner Occupied (5004) (5001) 002) 5 Year Investor (5006) mortized (5003) | Eligible and Ine 🔻 🛛 Top | Products by Type Top | Products Rate N/A N/A N/A N/A N/A N/A | Side by Side P&I N/A N/A N/A N/A N/A N/A | Compari Price N/A N/A N/A N/A N/A N/A | Blend B Detail Show Show Show Show Show | lest Pricing |
| Print Links Eligible Product Get The Lead Out 0% Amortized 1 Get The Lead Out 0% Deferred 30 Septic 0% Deferred 30 Year Fixed Septic 2.5% 15 Year Amortized (50 Get The Lead Out 3% Amortized 1 Home Improvement 5% 15 Year Amortized 1 Links Ineligible Product DPA 15 Year Fixed (4001) | All E 5 Year Non-Profit (5005) 9 Year Owner Occupied (5004) (5001) 002) 5 Year Investor (5006) mortized (5003) | Eligible and Ine 🔻 🔪 Top | Products by Type Top | Products Rate N/A N/A N/A N/A N/A N/A | Side by Side P&I N/A N/A N/A N/A N/A N/A | Compari Price N/A N/A N/A N/A N/A N/A | Blend B Detail Show Show Show Show Show | Lest Pricing |

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



| harles Second | | | | | Lock | Locked |
|--|--|-----------------------------------|--------------------------------------|--------------------------------------|-------------|-----------------|
| 0 Main Street, Saugus, MA, 01906 3-Test TPO UCT Del | Loan Number Loan Purpose Total Loan Amount | Get The Lead Out | t 0% Deferred 30 Year Own | er Occupied | | |
| | | ADJUSTMENTS | | RATE | PRICE | PRICE(\$) |
| ECAN SUMMARY | Product, Pricing & Lo | Base | | | 100.000 | \$0.00 |
| URLA | | Net | | | 100.000 | \$0.00 |
| | Product & Lock I | Lock Requested Del | livery Type Lock Effective | Lock Expiration | Lock Period | New Lock |
| | | Date Indi 03/03/2022 Effe | Ividual Best Date orts 03/03/2022 | Date 08/30/2022 | 181 days | Expiration Date |
| | Get The Lead | | | | | |
| | ADJUSTMENTS | Loan Information Details for Lock | | | | |
| S) FORCHASE ADVICE | Base | | | | | |
| LOAN ACTIONS | Net | Loan Type Conventional | Base Loan Amount \$30,000.00 | 100.000 / 200.000 / 2 | 00.000 | |
| Import Additional Data | Lock Requested Date | Amortization Type | MI, MIP, FF Financed | Credit Score | | |
| Submit for Review | 03/03/2022 | Fixed | \$0.00 | 700 | | |
| Import Additional Data Submit for Review | Lock Requested Date 03/03/2022 | Amortization Type Fixed | MI, MIP, FF Financed \$0.00 | Credit Score 700 Front End DTI | | |
| lithdraw Loan | | | | | | |



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