Nevada Housing Division First Time Homebuyer Program

Funding & Delivery

May 1, 2014

Client Support Executive

Jason Hubbard

All of **us** serving you®



"Working with Housing Authorities is our Business"

Dedicated
Facility and Team
of
Individuals



The MRB Master
Servicer with a
Facility
DEDICATED
to the

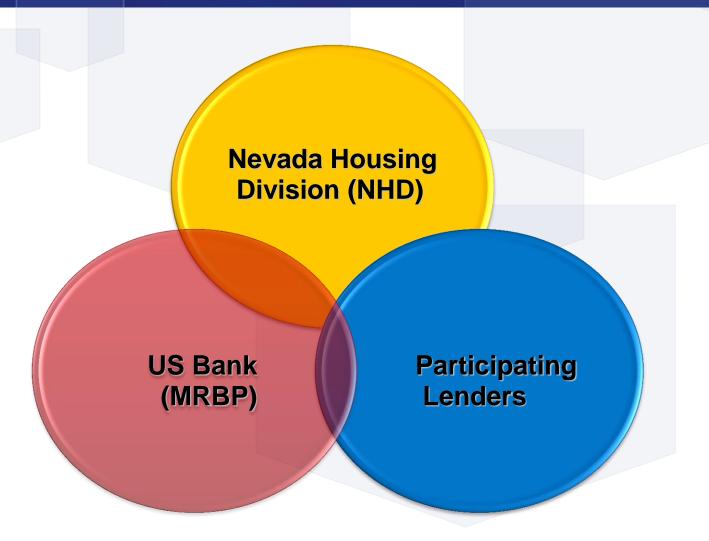
Acquisition and Servicing of MRB Loans

All loans
Serviced at
our location
are originated
through State
and Local
HFA Programs





Partnership Roles in the Program





Disclaimer

- This presentation is for basic informational purposes only. It does not modify or replace the information provided by FHA, RD and VA
- It is the lenders responsibility to follow all specific Agency guidelines, mortgagee letters, announcements, or bulletins.
- This presentation is to provide general product & program requirements.
- Lenders should also follow USB Product descriptions and any bulletins issued by U.S. Bank mrbp.usbank.com
- U.S. Bank and Nevada Housing Division are not liable for loans not meeting product or GSE guidelines



Agenda

- U.S. Bank Home Mortgage
- Delivery and Funding
- Help Desk and Lender Reference
- Customer Service and Loss Mitigation
- Underwriting Highlights and Resources



U.S. Bank Home Mortgage

- Review, purchase, securitize, and service mortgage loans from all participating lenders who are approved to originate in a program.
- Loans must meet compliance requirements and loan product underwriting guidelines, as well as any U.S. Bank guidelines.



Documentation and Manuals

- ★ Review prior to CLOSING, Delivery and Funding Guidelines, Checklists, Forms, and Bond Program Information
- ★ Access our website at www.mrbp.usbank.com, select U.S. Bank Lending Manuals and link up to our information via AllRegs;
 - Lender manual
 - Loan Delivery Checklists
 - Product Descriptions
 - U.S. Bank Lender Bulletins
 - Manufactured Housing requirements (state specific)
 - Underwriting/Closing
- ★ Share information with Originators, Closers & Shippers



Underwriting Highlights

- All loans should be underwritten in compliance with the most *current* underwriting guidelines of the applicable loan type or program
- It is the lender's responsibility to follow all guidelines specific to the program as well as any U.S. Bank guidelines including mortgagee letters, announcements, or bulletins
- U.S. Bank does not re-underwrite loans and are not liable if a loan does not meet product guidelines
- Manual Underwriting- Permitted but must follow manual underwriting guidelines as established by FHA/VA/RD or Fannie Mae and whether allowable per program guidelines
- Approved (AUS) automated underwriting systems:
 - FHA/VA DU or LP
 - USDA GUS
 - Conventional (DU only)



Minimum Credit Score Requirements

- All Borrowers MUST have a minimum representative Credit Score of 640
- Maximum DTI cannot exceed 45%
 - In the event FHA or VA guidelines differ, the stricter limits shall prevail
- Borrowers with representative Credit Scores below 640 are not eligible for any loan product.
 - Exception: If a Borrower has No Credit Score, Alternative Credit can be used for manual underwriting of the loan application. Follow the manual underwriting guidelines for the product. i.e. FHA or VA.



Manufactured Housing Requirements

- Manufactured Homes are permitted
- Read & comply with all Agency and U.S. Bank guidelines prior to loan closing (Reference website for manufactured housing guidelines at www.mrbp.usbank.com
- Minimum FICO credit score of 660
 - (mid score must be 660 or above)
- Maximum DTI cannot exceed 45%
 - (Note: In the event FHA, VA or RD guidelines differ, the stricter limits shall prevail)
- Title must be surrendered at closing



Preparation

- Advise borrower their loan is being sold to U.S. Bank Home Mortgage as soon as possible.
- Verify all documentation is completed & correctly executed prior to shipping to US Bank Home Mortgage
- Include all documents per the FHA, RD, or VA delivery checklist
- Ship loan(s) immediately after closing, within required guidelines of the HFA program requirements



Delivery & Funding

Access information:

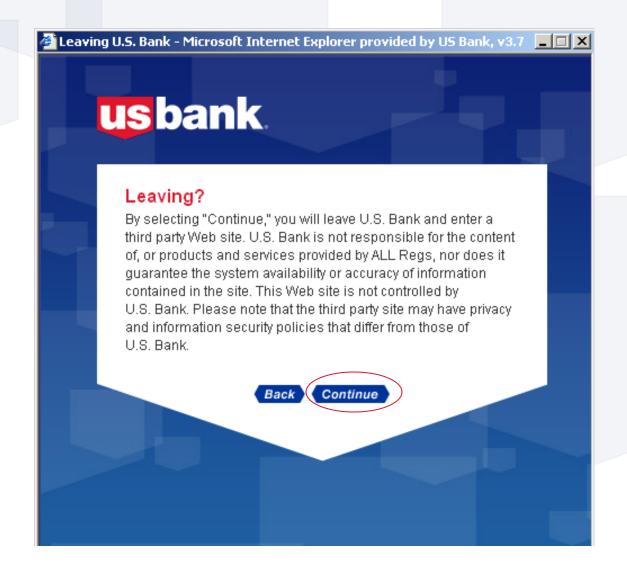


Select U.S. Bank Lending Manuals



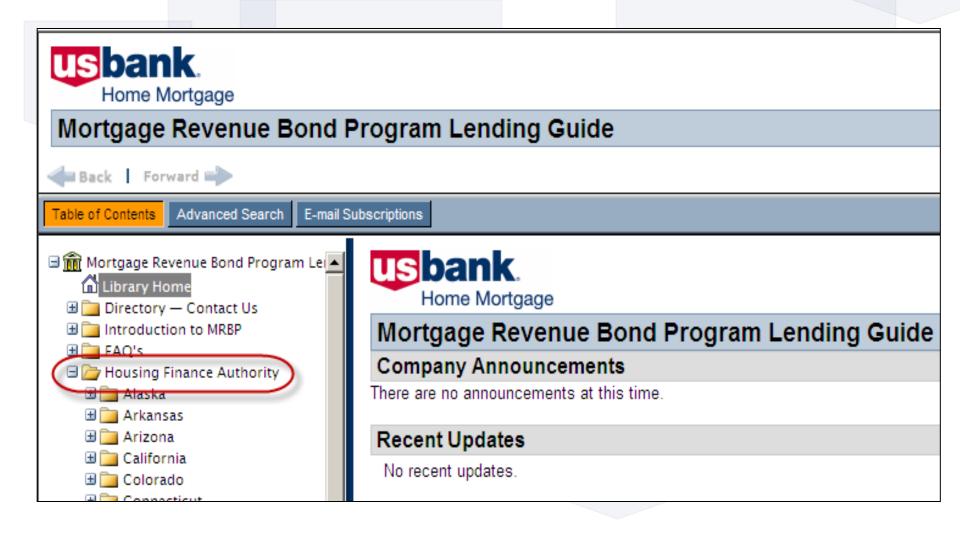


Continue to Access Allregs





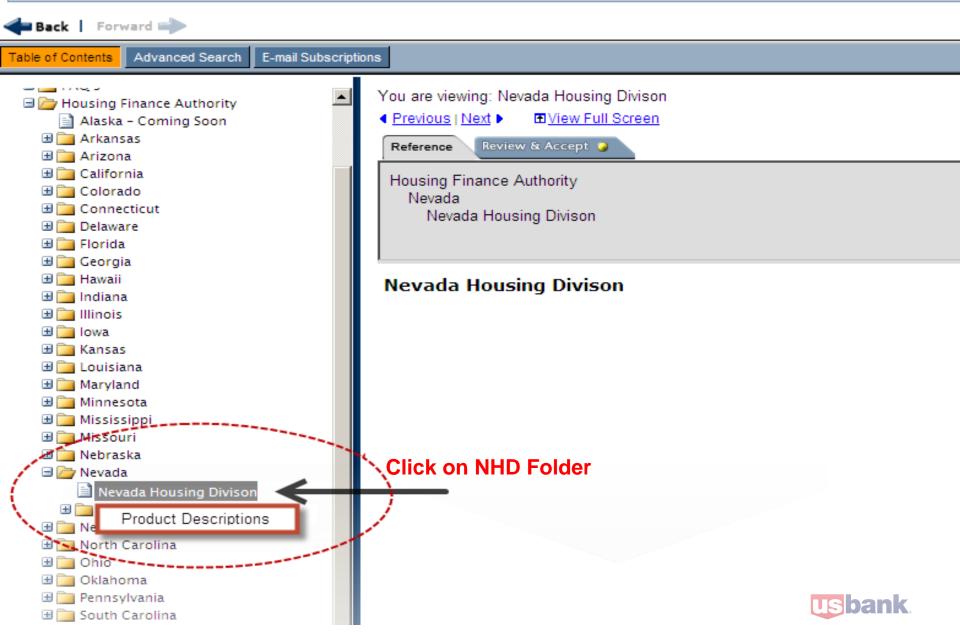
Open Housing Finance Authority Folder and Select State







Mortgage Revenue Bond Program Lending Guide



All Regs Resources





Mortgage Revenue Bond Program

Company Announcements

There are no announcements at this time.

Recent Updates

No recent updates.



Delivery and Funding Checklist

MRBP GOVERNMENT LOAN DELIVERY CHECKLIST

Lender	Mortgagor(s) Name(s)
Contact Person and Phone Number	Property Address
Loan Program	U.S. Bank Loan Number
Documents R	Required For All Loans
1. Ballee Letter with Warehouse Bank Information	23. Initial Uniform Residential Loan Application
 2. Original Note(s) endorsed to: U.S. Bank National Association 	(URLA / 1003) signed and dated by interviewer
or acceptable Note Allonge	 24. Early TIL Disclosure
 3. Certified copy of all Mortgage(s) / Deed(s) of Trust with attached legal description and applicable Riders 	 25. All Corrective TIL Disclosures 26. Final Initialed, fully executed Uniform Residential
(If MERS, must be on MOM Docs)	Loan Application (URLA / 1003) (7/05)
 4. Certified copy of Assignment of Mortgage to U.S Bank National 	
Association (if applicable)	 28. Appraisal for subject property to include all pages
 5. Certified copy of Power of Attorney, (if applicable) 6. Original notarized Name Affidavit(s), (if applicable) 	 29. Final Inspection(s) (if applicable) 30. Work Completion Escrow Agreement (if applicable)
□ 7. Initial / First Payment Letter	 31. FFIEC Rate Spread Calculator Results (If HPML)
8. Title Commitment / Binder 9. Plat Drawing / Survey, (if applicable) 10. Book Title College Office for Protection Letter	 32. Documentation of Lender Lock-in Date (if HPML)
Plat Drawing / Survey, (if applicable) 10. Final Title Policy OR Closing Protection Letter	 33. DU/LP/GUS with all pages included (if applicable) 34. VOE for each employed borrower (if applicable)
11. Tax Certification Sheet	 □ 34. VOE for each employed borrower (If applicable) □ 35. Credit Report(s) for all Borrowers
□ 12. Final HUD-1 Settlement Statement and Itemization(s)	 36. Copies of Underwriting Conditions
 If DPA utilized, source must be disclosed on HUD-1 	 37. IRS W-9 (primary borrower only)
13. Initial Escrow Account Disclosure 14. Hazard Policy with paid receipt to	 38. IRS 4506-T (8821 if self-employed) for all borrowers 39. IRS Tax Transcript or Record of Account for all borrowers
Include Mortgagee Clause to U.S. Bank National Association	40. One month Year-to-Date paystubs
□ 15. Standard Flood Hazard Determination	41. Two years most recent W-2/1099
□ 16. Notice to Borrower In Special Flood Hazard Area,	 42. One year most recent fully executed tax returns
signed and dated on or before closing, (if applicable) 17. Flood Policy with paid receipt (if applicable), to include	 43. Two months Bank Statements / VOD 44. Homebuyers Education Certificate (if applicable)
Mortgagee Clause to U.S. Bank National Association	☐ 45. Gift Letter(s) and proof of transfer (if applicable)
 18. Wind/Hall Policy with paid receipt (If applicable) 	46. Compliance / Errors and Omissions Agreement
□ 19. Notice of Assignment of Servicing Rights / RESPA	47. Customer ID Notice – Patriot Act (only if u/w by USBHM)
20. Sales Contract/Purchase Agreement (if applicable) 21. Initial and all subsequent Good Faith Estimates (GFEs)	 48. Homeownership Counseling Organizations Disclosure 49. All specific requirements per HFA Program
22. Certification of Delivery of Values (ECOA)	a 45. Al specific requirements per Fil A Program
Additional Documents for FHAN	A/USDA Loans and Manufactured Homes
FHA Section ☐ 1. HUD-92900-A to include pages 1-4	HFA Specific Documents See page 2
2. Important Notice to Homebuyer	
 3. Real Estate Cert and Amendatory Clause (Purchase Only) 	
□ 4. Notice to Homeowner – Assumption Notification	
5. MI Consumer Choices Notification	VA Section
 6. FHA Case Query reflecting UFMIP as received 7. LUTS 92900-LT with CAIVRS/LDP/GSA sections complete 	 1. VA-26-1802A to Include pages 1-2 2. VA-26-1820 Report & Certification of Loan Disbursement
8. Conditional Commitment with all requirements	3. Certificate of Eligibility (COE) for Veteran borrower
9. Borrower Certification and Authorization	 4. VA Funding Fee Receipt reflecting settled/processed
10. Loan must be FHA insured if > than 90 days from close	☐ 5. VA 26-6393 Loan Analysis
11. If attached Condo, provide Lender Unit Certification form	☐ 6. CAIVRS Authorization for all Borrowers
 □ 12. Buydown Agreement, (if applicable) □ 13. HUD-92561 (Hotel/Transient Use – required if 2+ units) 	 □ 7. VA Notice of Value with all conditions □ 8. Borrower Certification and Authorization
☐ 14. Down Payment Assistance Funding Form (USB002) and	9. VA Rider to Security Instrument (or 5 clauses)
attachment (If DPA is being used)	☐ 10. Escape Clause / Amendatory Clause (Purchase only)
FHA New Construction Section	11. VA-26-0592 Counseling Checklist (active duty only)
1. Builder's Certificate (HUD-92541)	 12. VA HUD-1 Itemization (lines 801, 1100, and all credits)
2. Builder's Warranty of Completion (HUD-92544)	☐ 13. Lender Loan Quality Certification (Title 38 USC)
 3. Evidence of 10 Year Warranty, or in lieu of Warranty, 	 14. VA 26-1866 Commitment Cert (if Prior Approval from VA 15. VA Loan Guaranty Certificate (if > 90 days from close)
Builder's Permit & Certificate of Occupancy	2 In coal coalainy certificate (ii - 30 days from close)
 4. Final Inspection (HUD-92051 or 1004D, if applicable) 5. Termite / Wood Destroying Insect / Soil Treatment Guar 	
a tremme / wood beautying maedi / Son freatment Guar	-

Manufactured Homes Section (If permissible per HFA)

☐ 1. Alta 7.1-06 (or equivalent) on Title Commit / Final Title

USDA Section

1. RD 1980-18 Conditional Commitment with all attachments

□ 2. 1008 Underwriting Transmittal



Delivery and Funding Checklist

MRBP LOAN DELIVERY CHECKLIST

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SPECIFIC HFA REQUIRED DOCUMENTS

Nevada Housing Division Loan Program

U.S. Bank Loan Number

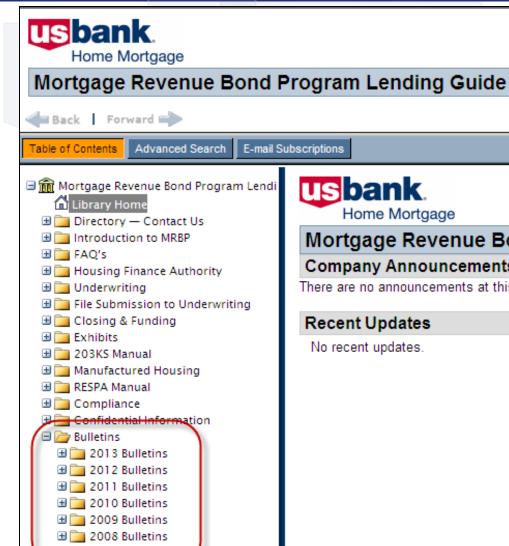
HFA Documents Required For All Loan Types

(Certified Copies of these Exhibits are acceptable)

- □ 1. Buyer's Confirming Affidavit Exhibit F
- 2. Certificate of Participating Lending Institutions Exhibit G
- 3. Recapture Tax Notice Exhibit N



Bulletins



🛅 2007 Bulletins



Home Mortgage

Mortgage Revenue Bond Program Lending Guide

Company Announcements

There are no announcements at this time.

Recent Updates

No recent updates.



Bulletin 2009-40

Mortgage Disclosure Improvement Act

U. S. Bank Home Mortgage MRBP Division will require <u>ALL</u> closed loan files delivered for purchase contain:

- A copy of the <u>EARLY</u> TIL disclosure (to include the added statement: "You are not required to complete this agreement merely because you have received these disclosures or signed a loan application") that was delivered or mailed to the Borrower(s), dated no later than 3 general business days after the creditor received the Borrower(s)' written application.
- All <u>CORRECTIVE</u> TIL disclosures that were required to be delivered or mailed to the Borrower(s).
- A <u>FINAL</u> TIL disclosure signed and dated at consummation.
- Signed and dated initial loan application (1003) by Interviewer.



Bulletin 2009-40 Page 2

Timing of EARLY TIL Disclosure and Required Waiting Period

- U. S. Bank Home Mortgage MRBP Division will review each closed loan file delivered for purchase to ensure the creditor delivered or mailed the <u>EARLY</u> TIL disclosure no later than 3 general business days after the creditor received the Borrower(s)' written application. The file will also be reviewed to ensure the <u>EARLY</u> TIL disclosure was delivered or mailed no later than 7 precise business days before consummation.
- U. S. Bank <u>will not purchase</u> a loan if the required <u>EARLY</u> TIL disclosure was not provided within the required 3 general business day period and <u>will not purchase</u> a loan closed prior to the expiration of the 7 precise business day waiting period.

CORRECTIVE TIL Disclosure and Required Waiting Period

A <u>CORRECTIVE</u> TIL disclosure will be required when the APR on the <u>EARLY</u> TIL disclosure increases by more than the .125% tolerance due to changes in loan terms, fees, etc. a <u>CORRECTIVE</u> TIL disclosure must be provided to the Borrower(s). The Borrower(s) must receive the <u>CORRECTIVE</u> disclosure no later than 3 **precise business days** before consummation.

- If the <u>CORRECTIVE</u> TIL disclosure is signed and dated by the Borrower(s), consummation may
 occur 3 precise business days from the date the Borrower(s) signed the <u>CORRECTIVE</u> TIL
 disclosure.
- If the <u>CORRECTIVE</u> TIL disclosure is not signed and dated by the Borrower(s), must confirm 6
 precise day waiting period has been met. (6 days = 3 precise business days for delivery/mailing
 + 3 precise business days for review by customer).
- U. S. Bank Home Mortgage MRBP Division <u>will not purchase</u> a loan closed prior to the expiration of the applicable 3 precise business day <u>waiting</u> period.



Bulletin 2009-69

High Priced Mortgage Loans (HPML)

Loans purchased by USBHM must comply with TILA requirements and changes to Reg Z regarding HPML's

You may have a HPML loan in the following Purchase Money, Fixed Rate, First Mortgage Loan programs:

- Conventional
- FHA
- RD
- VA

Additional requirements for loans that fall under the HPML category:

- Requires verification of borrower(s) full repayment ability including verifying income and asset information, qualifying using the largest scheduled payment of principal and interest.
- · Requires tax and insurance escrows/impounds
- Prohibits prepayment penalties.

When to test for HPML?

- At time of Early TIL Disclosure
- At time of locking the loan; or
- · At time of any Corrective TIL Disclosure; and
- · At time of Final TIL prior to loan closing.



Bulletin 2009-69

Page 2

High Priced Mortgage Loans (HPML) cont.

Purchase Fund Lenders:

For all loan applications dated on and after October 1, 2009 the following additional information will be required in the closed loan package submission:

- Final FFIEC Calculator print out.
- · Evidence of the rate and date of lock with borrower.
- If the loan is a HPML in an eligible product, Underwriter certification that loan was underwritten as HPML and meets all requirements.

Prior to purchase, USBHM will review and validate FFEC Calculator results provided.

How to Determine if a Loan is HPML

Proceed to the FFIEC site to obtain the "Average Prime Offer Rate" Table and rate spread calculation tool. The website address is: http://www.ffiec.gov/

Additional reference USB Bulletin 2013-07



High Priced vs. High Cost Loans

- ➤ U.S. Bank <u>may</u> purchase a High Priced Mortgage Loan (HPML)
 - ✓ High Priced is based on the interest rate and APR
 - ➤ U.S. Bank will <u>not</u> purchase a High Cost mortgage
 - ✓ High Cost is based on excessive fees in the loan transaction



Down Payment Assistance Loan

- Lender requests assistance funds from NHD by noon 1 day prior to loan closing.
- Assistance will be funded by NHD and sent to the closing agent.
- Per HUD, lender must obtain and keep the documentation of the wire transfer for the assistance funds in its mortgage loan application binder.
- Include a copy of DPA Acknowledgement Form (signed by borrower) in file submission to USBHM.



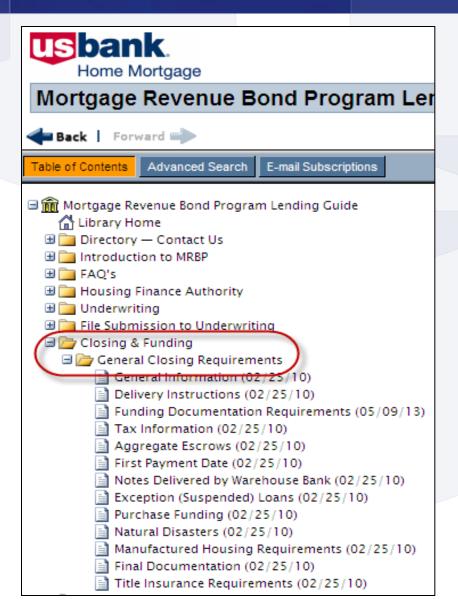
USB 002

us bank.		
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Down Payment Assistance Funding Verification		
Form		
TO: U.S. Bank Home Mortgage-MRBP		
RE:		
Borrower Name		
Co-Borrower Name		
Property address		
USBHM LOAN #:(If available)		
DPA AMOUNT: \$		
Please attach one of the following to this form:		
☐ Copy of the wire or check information from HFA verifying direct transfer of down payment assistance from the Housing Finance Agency.		
☐ Copy of the HFA's Commitment to fund the Down Payment Assistance Letter that was provided at loan closing from the HFA.		
As part of the Mortgagee Letter 2013-14, it is noted that "The Mortgagee is reminded to document a Gift Letter for the borrower's cash to close, including the required Minimum Cash Investment as described in HUD Handbook 4155.1.5.B.5 a Gift Letter Requirement." Please be certain you are following the established guidelines.		
Form USB002 6/30/13		



Lender Guide





Reference

Endorsements / Assignments

"U.S. Bank National Association" (First Mortgages)

Hazard Insurance / Loss Payee Clause:

U.S. Bank National Association

its successors and or assigns as their interest may appear.

c/o **U.S. Bank Home Mortgage** P.O. Box 7298 Springfield, OH 45501-7298



RESPA Reminders

U.S. Bank's File Review

U.S. Bank Home Mortgage-MRBP staff performs a basic compliance review of the GFE document to ensure compliance with the following:

- Ensure GFE is on proper form
- Ensure HUD-1 is on proper form
- ■Verify "Loan Terms" on HUD-1 match "Summary of Your Loan" on the last issued GFE
- Verify HUD-1 is within acceptable tolerances with last GFE issued including a review of charges that cannot increase by more than 10%
- Verify lender provided acceptable cure documentation, if applicable

Post Settlement Cure: HUD allow lenders a **30-day cure** period from date of borrower's signed closing documents for violating GFE/HUD-1 fee tolerances. Lenders exceeding fee tolerances will be in violation of Section 5 of RESPA. USBHM must receive proof of refund to borrower and a corrected HUD-1, from settlement agent prior to loan purchase.

NOTE: If there is a known issue, don't wait until USBHM has reviewed as you may exceed the 30-day cure period for correction.

Loan Delivery Address

U.S. Bank Home Mortgage
Attn: Operations Department
17500 Rockside Road
Bedford, OH 44146



Timeframes/Interim Servicing

- In general, timeframes for review, exception clearing and purchase of loan files are as follows:
- ☐ Initial Loan Review: 6-10 business days from the date of receipt by U.S. Bank
- ☐ Loan Exceptions: Cleared within 36 hrs. of receipt
- ☐ Loan Purchase: Within 1-2 business days after all exceptions items have been cleared
 - NOTE: Our goal is to adhere to these timeframes, however during high volume periods times may vary
- ☐ Interim Servicing: Lender is responsible for servicing the loan until purchased by U.S. Bank



Loans With Exceptions

- Sent via daily fax and weekly recap report
- Send exception items to: mrbp.exceptions@usbank.com
- Current payment histories are required if any payments have been made prior to purchase
- Please provide separate cover letter for each loan exception and include U.S. Bank loan number



Loan Purchase Process

- Loans are purchased daily once eligible
- Loans will be funded at an amortized balance net of escrow funds (no checks)
- Purchased loan summary faxed to designated contact
- Post funding inquiries should be directed to:
 - mrbp.postfunding@usbank.com



Lender Compensation and Program Fees

Lender Compensation

Origination/Discount 1.00%

Commitment Fee 0.00

SRP 1.50%

Total Lender Compensation

FHA / RD Lender net = 2.50%

*VA Loans Lender net =2.00%

*FNMA HFA Preferred =2.25%

U.S. Bank / Program Fees

USB Funding Fee \$250.00

USB Tax Service Fee \$85.00

Compliance Fee - (paid directly to NHD)

@ loan submission) \$75.00

Total = \$410.00

NOTE: Lenders are permitted to collect normal and customary fees; Follow GSE & Nevada Housing Division program guidelines.



MDIA Compliance

Truth in Lending

- Initial T-I-L not in file
- Final T-I-L not in file
- Corrective final T-I-L, if applicable, not in file
- MI under-disclosed or not disclosed in the payment stream

Initial Loan Application

- Interviewer date missing
- Missing from file
- Date for timing of early T-I-L not documented properly

See Bulletins 2009-40 and 2009-52



RESPA Compliance

HUD-I

- Missing signed copy of the final HUD-1
- Evidence of tolerance violation in GFE fee comparison with no cure Monthly escrows not collected

Good Faith Estimate

- Most recently issued in file does not match loan terms at closing
- Missing from file

See Bulletin 2009-89



Hazard & Flood Insurance Reminders

Hazard Insurance □ Complete & Accurate Homeowners Information One year proof of payment ■ Sufficient dwelling coverage ☐ Insurance Agent required to have A.M. Best Company Key rating guide of Class VIII/A, non assessable company with a Demotech A rating or a Financial Performance Rating (FPR) of 6 or better ☐ Deductibles based on state and product (See Section Hazard Insurance section in our Lender Guide) Flood Insurance & Certifications ☐ Flood Certification is required Life of Loan

Transferable to USBHM

□ Proof of Flood Insurance & Payment (if applicable)



Insurance Exceptions

Hazard Insurance Policies

- Deductibles greater than required
- Proof of payment not included in file

Government Loans

Unless a higher maximum amount is required by state law, maximum deductible clause may not exceed the greater of \$2,500.00 or 2.5 percent of the face amount of the policy



Maximum Flood Insurance Deductible

 Unless a higher maximum amount is required by state law, maximum deductible clause may not exceed the greater of \$1,000 or 1% of the face amount of the policy

Flood Ins. Coverage Requirements:

- Amount of coverage for single family dwelling,1-4 Family unit, PUD or detached individual condo unit must equal the lower of:
 - Loan amount
 - Replacement cost of the insurable improvements or
 - Maximum amount of coverage sold under applicable program of the NFIP for the type of improvements

Condo (if high rise or vertical dwelling unit):

- The building replacement cost or
- \$250,000 multiplied by number of residential units in the building
- Condo properties in a flood zone will require the number of units to covered by both hazard and flood policies



Post-Purchase - Final Documents

- Organize documents according to checklist
- All lenders are responsible for delivery of documents to U.S. Bank
- A late fee of \$50 will be assessed after 120 days

Deliver to: U.S. Bank Home Mortgage

Attn: Document Control

17500 Rockside Road

Bedford, Ohio 44146-2099



Post-Close Trailing Doc Exceptions

Title Policy:

- Mortgage amount is missing
- Schedule A, item 4 contains incorrect deed of trust recording information
- Name of insured is incomplete (needs to mirror deed of trust and have "it's successors and/or assigns")
- Missing required endorsements

Deed of Trust or Mortgage:

- Closing date is incomplete
- Missing marital status of borrower(s)
- Incorrect maturity date
- Legal description missing
- Riders are recorded with second deed of trust instead of the first deed of trust

Assignments:

• Missing all recordings of the deed of trust



Consistency

Endorsements and Assignments

Loans must be endorsed and assigned **exactly** as follows: U.S. Bank National Association.

- Loans may be registered via (MERS) in lieu of Assignment of Mortgage
- U.S. Bank MERS ID # 1000212, Refer to Delivery & Funding Guide for information about MERS
- Non-MERS lenders should assign to

U.S. Bank National Association

Lender Name

Must be consistent.



Lender Scorecard

- Quarterly analysis of lender funded received and funded loans are completed based on loan performance and lender efficiency.
- HFA are advised as necessary of any issues with lender's performance outside of the allowed tolerances
 - Volume, average LTV, and average FICO
 - 24 month deficiencies, delinquency, foreclosure & bankruptcy statistics



Lender Help Desk

Help Desk Line:1-800-562-5165

E-Mail the Help Deskmrbp.helpdesk@usbank.com

- Lender application/approval inquiries
- Status of loans
- Status of documents received
- Loan Deficiencies / Exceptions
- Program guidelines
- General information



Lender Help Desk Contacts

General Program Questions:

 Contact (800) 562-5165 select option #4 or e-mail <u>mrbp.helpdesk@usbank.com</u>

Scanned Exceptions E-mail To:

mrbp.exceptions@usbank.com

Loan Status, Exceptions & Exception Reports:

- Contact 800-562-5165 select option #2
- mrbpcommunications@usbank.com

Post Funding Purchase Detail:

• mrbp.postfunding@usbank.com

Final & Recorded Documents:

- Contact 800-562-5165 select option 3
- documentcontrol@usbank.com



Customer Service

Borrower Payment Address and website:

U.S. Bank Home Mortgage P.O. Box 468002 Bedford, OH 44146-8002

www.usbankhomemortgage.com

Customer Service Toll Free Number

800-240-7890

Hours: Monday – Friday

7:00 am - 8:00 pm EST

www.usbankhomemortgage.com



Customer Service

- Borrowers receive monthly billing statements
- Spanish Speaking Customer Service & Default Representatives
- Interactive Voice Response System (24 hours a day)
- Mortgagor Website Access (24 / 7) at www.usbankhomemortgage.com
- Default Servicing Call Center Operations (8:00am 8:00pm est.)
- Flexible Payment Methods: ACH, Mail, Website, Phone



Thank you

for your participation in the Nevada Housing Division First Time Home Buyer Program



