

# *Senior Freedom Inc.*

**Conference Call March 17, 2015 at 10am**

**NEW! Call in number 712-832-8310 SAME Code 122150**

1. Remember that we can do some manufactured homes and condos
  - a) Manufactured homes for most banks now need to have been built after 1992, though Urban may still go by the HUD rule of June 15th, 1976
  - b) Man. homes need to be listed as real property, not have been located in more than one location (other than the sales lot where it was sold), and not be a single-wide
  - c) Man. homes need to be up to HUD codes, but most manufactured homes can be retro-fitted to get up to standard
  - d) An engineer's report is needed to determine if the home is up to HUD standards, or if it will need work
  - e) Condos need to be HUD approved. Some are not currently approved, but a new application can be sent to HUD for approval.
    - I) Some condo management groups will not permit HUD loans, so that is the first priority in finding out if a condo can be approved.
    - II) There are limitations regarding the percentage of units that are rentals (no more than 50%), and a certain amount of money must be held in reserve.
2. Two-plex, three-plex, and four-plex units are also permissible for a HECM. The total value of the building is used in establishing the appraised value.
3. Be realistic on your estimated values!! If it is more that 10% over CAD value, you may be pushing the value too much. In the last few appraisals, we have seen values coming in substantially below the estimated value. The closest valuation tool that has been consistently at or near the final appraised value has been Zillow: <http://www.zillow.com>
4. Still getting applications without a signature and date on the closing cost worksheet. This is not a requirement and no signature line appears there, but it can save you time in the future. The question was asked, why doesn't the signature and date on the GFE receipt disclosure suffice and the answer is we don't know.