

Bulletin # 206
December 8, 2021

To: CHFA Lenders and Originators
 From: CHFA Single Family Underwriting
 Subject: CHFA Lock/Reservation Policy, Ancillary Fees, Lender Compensation and Bonus

Effective with loan reservations dated on or after January 1, 2022, the following changes will apply to CHFA processes, lock/reservation policies, allowable ancillary fees, and lender compensation:

- The 1% Origination/Point program is suspended until further notice.
 - CHFA will only offer a 0-point lock option.
- Lenders may now charge a total of **\$1,295** ancillary/origination charge and **RETAIN** those funds in addition to improved compensation listed below (*previously* \$395 + \$395). A total of \$1,295 will be the maximum amount allowed to be disclosed in the Origination Box on the LE and CD.
- Lock term shall be **90** days from the date of reservation (*aka lock*).
 - Up to two 30-day extensions will be available at a cost of 0.25% each.
 - **There will no longer be a separate/additional “Commitment Period”.**
 - Lender must request extension(s) from CHFA **PRIOR** to the expiration date – email any existing reservation change to reschanges@chfa.org.
 - If the loan is not delivered/purchased within the lock period (*up to 150 days total with extensions*), CHFA, AmeriNat, or IHFA are not obligated to purchase the loan.
 - Lender will have the opportunity to deliver the loan with renegotiated terms based upon current market, should current market be higher than locked terms.
- A new reservation/lock will be required in the case of a property change – a change of property address on an existing reservation will not be permitted.
- **Increased** Lender Compensation (*see chart below*):

Lender compensation for loans delivered to CHFA, AmeriNat or IHFA and purchased:

Loan Valuation		
Borrower Pays 0% Points - see above for allowable ancillary fees/origination charge		
	Service RELEASED	Service RETAINED
SRP - Due from CHFA (90 day lock period)	2.00%	1.50%
Bonus for loans delivered and purchased within 75 days of reservation date*	0.50%	0.50%

*CHFA Lenders and Originators (the “Lenders”) are entitled to an Additional Compensation (the “Bonus”) from CHFA so long as the loans are delivered and purchased by CHFA (*service retained*) or delivered and purchased by AmeriNat or Idaho Housing and Finance Assoc. (IHFA), as applicable (*service released*), within 75 days of the reservation date.

All questions regarding this Bulletin should be directed to Lisa Hensley at lisa.hensley@chfa.org or Carolyn Christensen at carolyn.christensen@chfa.org