



**From the Desk of Malloy Evans**  
Chief Credit Officer for Single-Family

Aug. 7, 2019

## Executive Overview of *Selling Guide* Updates

Today's *Selling Guide* announcement:

- **Updates lender quality control (QC) requirements.** We updated lender QC process requirements to provide more clarity and flexibility to lenders. Specifically, we added requirements to the QC vendor reporting timeframes and the statistical sampling methodology. We also clarified processes related to the independence of the QC function, QC staff, and the reverification of income, employment, and assets. In addition, we added new flexibilities related to re verifying Social Security retirement income and military income.
- **Introduces construction-to-permanent financing for manufactured homes.** Lenders may now use construction-to-permanent single-closing or two-closing financing options when originating a manufactured home loan. We also now permit limited cash-out refinance transactions to involve a new or existing manufactured home and we updated the types of costs that can be included in the loan amount.
- **Clarifies appraisal waiver eligibility for refinance transactions.** To streamline appraisal waiver logic and align our policies for purchase and refinance transactions, we removed the requirement that the borrower name on the loan casefile must match the borrower name on the prior appraisal.
- **Removes Refi Plus options references.** We removed all references to Refi Plus™ options, which are being retired. All DU Refi Plus/Refi Plus loans must be delivered by Sept. 30.

[Announcement SEL-2019-07](#) details these and other miscellaneous updates.

Thank you for your continued partnership!

Malloy Evans