

U.S. DEPARTMENT OF HOUSING AND URBAN DEVELOPMENT



17th Annual SMAC Conference

Southeast Region

April 10 - 12, 2018



Our Mission Statement

HUD's mission is to
create strong,
sustainable, inclusive
communities and quality
affordable homes for all.



Southeast Region Multifamily Production Application Processing

1.

**MAP approved
Lender submits
FHA Project
Number request
to HUD.**



**2. Program Analyst
assigns FHA
Project Number
and sends it to
lender via email.**

**3. Lender has (30)
days to submit
application once
project number
is assigned.**

Southeast Region Multifamily Production Application Processing

4.

Lender submits electronic copy of application to HUD (2 flash drives or CD's are required).

5.

- (A) Lender CD is reviewed for completeness.**
- (B) Underwriter Analyst determines whether application requires light, medium, or heavy touch.**
- (C) Application is uploaded to SharePoint Site.**

Southeast Region Multifamily Production Application Processing

6.

- A. Production Director, Branch Chiefs and Program Analyst assign project to an Underwriter and/or Underwriting Team.**
- B. Underwriting Team is notified of project assignment.**

7.

- A. Assigned Underwriter emails lender with team assignments and notification where to send hard copies of application.**
- B. Lender submits one application with original signatures and one additional copy of application.**

Southeast Region Multifamily Production Application Processing

8.

- A. An application is placed in preliminary reject status if deficiencies are noted. The lender is notified and has (5 - 14) calendar days to correct deficiencies.
- B. The Underwriting Team completes review and drafts Firm Commitment when deficiencies are corrected. Firm Commitment is distributed for signatures and mailed to the lender.



Multifamily Production Goals Fiscal Year 2018



Criteria	Actual #	Actual %	Target
221(d)(4)	25	96%	85%
223(f)	64	98%	85%
223(a)(7)	9	100%	90%
Affordable Units	7,595	72%	100%

*** This slide reflects MPG percentages as of March 30, 2018 ***

Production Summary Fiscal Year 2018

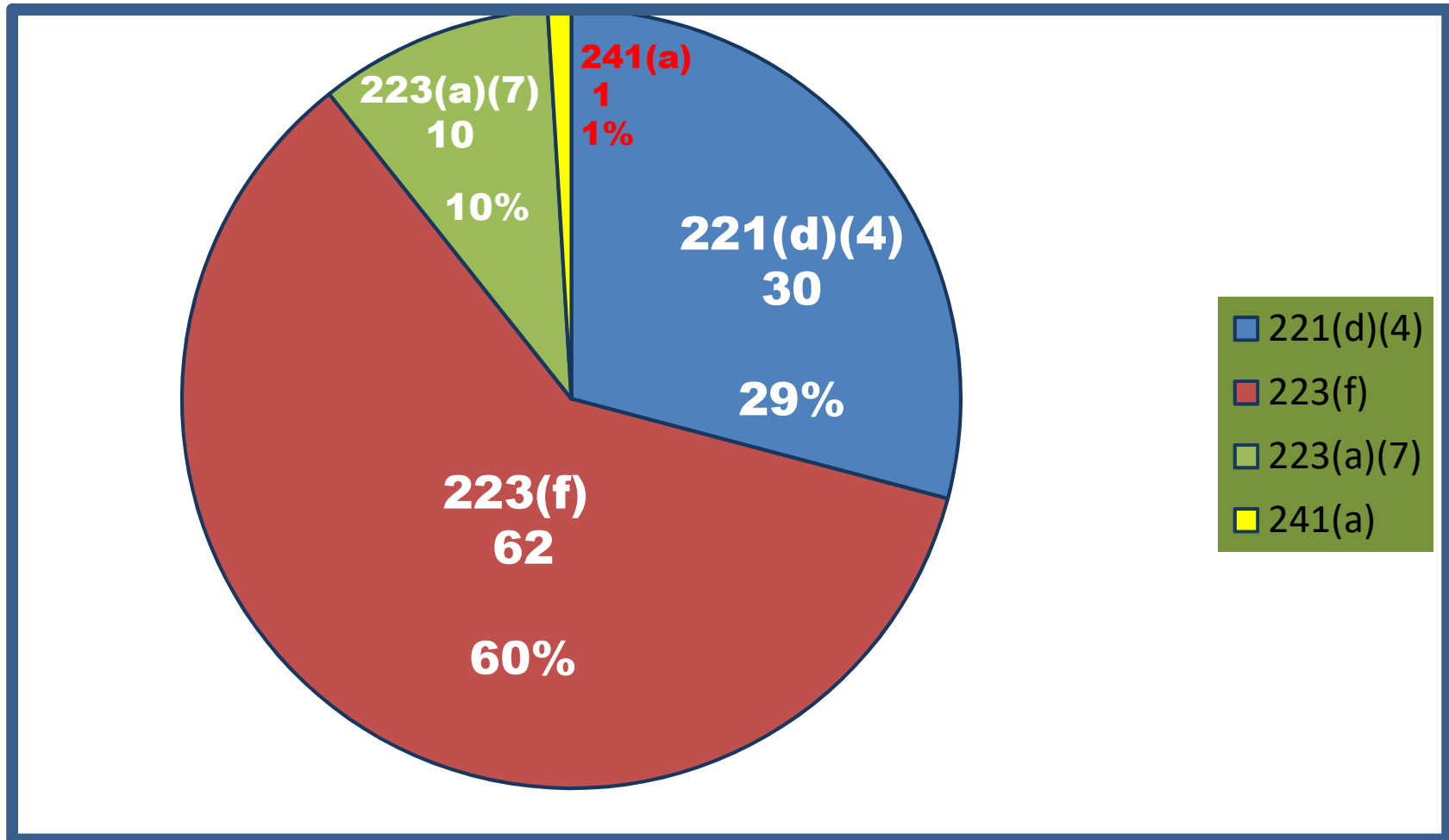
**Early Assigned
FHA Project
Numbers:
89**

**New
Applications
currently
in Pipeline:
72**



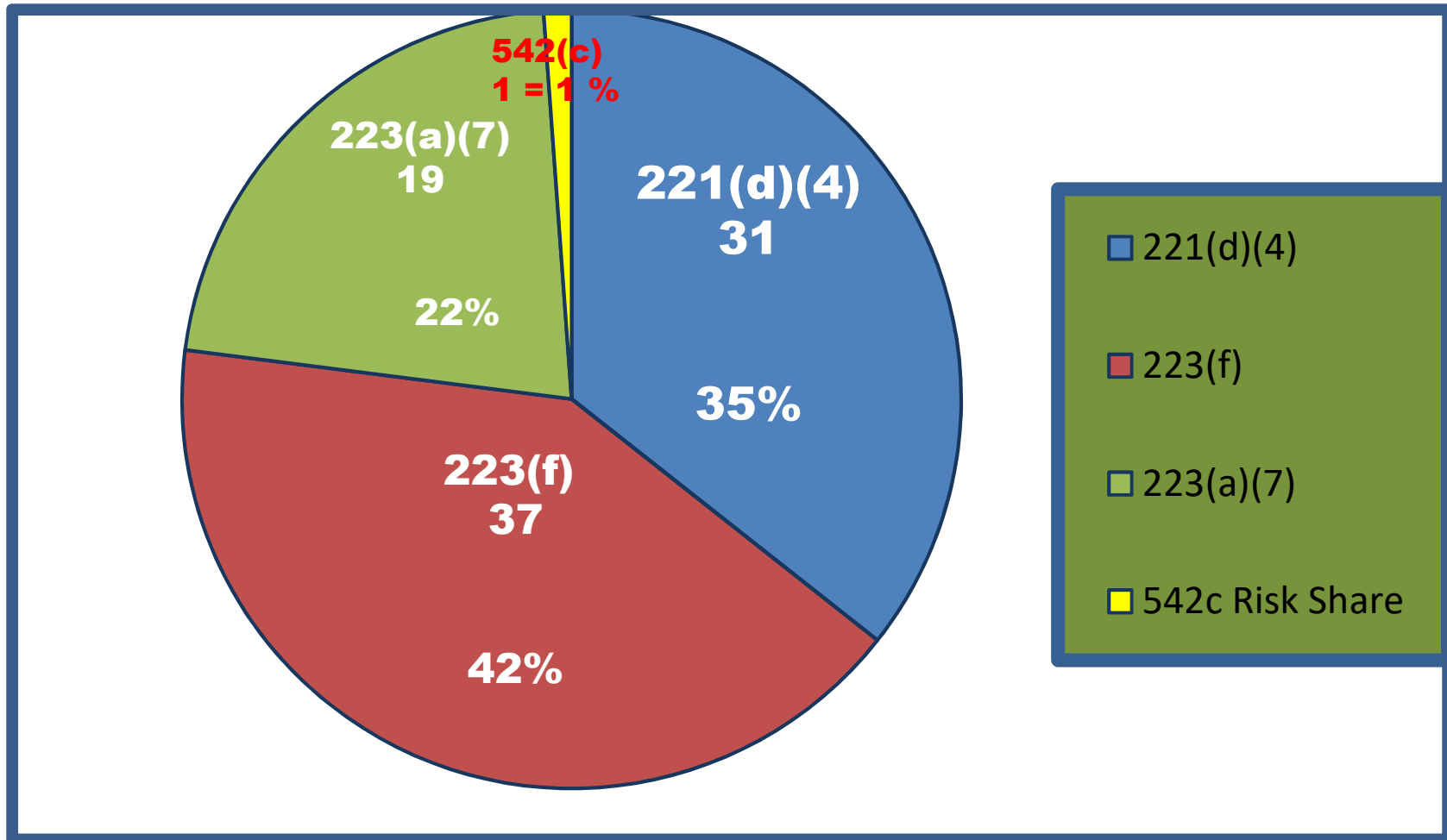
Totals reflect applications received as of March 30, 2018

Firm Commitments Issued to Date Fiscal Year 2018: 103



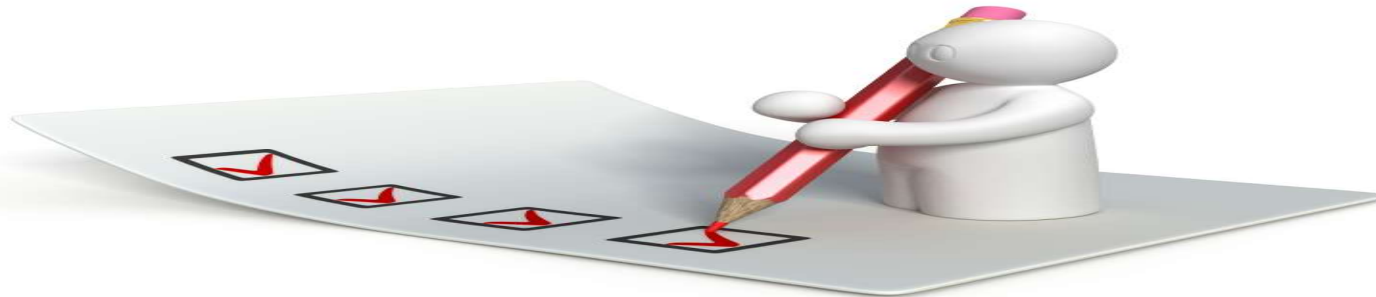
* Fiscal Year: October 1, 2017 – March 30, 2018 *

Firm Commitments Issued Fiscal Year 2017: 88



* Fiscal Year: October 1, 2016 – March 30, 2017*

Loans Endorsed to Date Fiscal Year 2018



Criteria	Loans	# of Units	Mortgage Amount
221(d)(4)	46	7,996	\$944,750,100
223(f)	44	7,855	\$537,936,200
223(a)(7)	10	1,453	\$79,266,000
542(c)	1	48	\$690,000
Total	101	17,352	\$1,562,642,300

*** Loans Endorsed from October 1, 2017 – March 30, 2018 ***

Production Summary to Date Fiscal Year 2018

1. Number of Firm Commitments issued:	103
2. Number of Loans Endorsed:	101
3. Number of applications workshared out to Sister Regions:	0
4. Number of applications workshared in from other Regions:	0
5. Number of projects Rejected	18

Defining our Biggest Challenges

- **CNA e-Tool Submissions**
- **HEROS**
- **Staffing Shortages and Hiring Freeze**



Customer Service

TEAM WORK



Working together
as a team we
have become a smooth
running machine

Thank You

