

# 2017 VA LENDERS CONFERENCE

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# DAY 1/AGENDA

## TUESDAY, APRIL 11

TIME	SESSION	SPEAKERS
7:45	<b>Registration</b>	Name badge pickup – Outside Basie Ballroom <i>**Name badge is required prior to entrance**</i>
8:45	<b>Welcome</b> -Starts promptly at 8:45	Mark Connors
9:20	<b>Opening Remarks</b>	John Bell III, Assistant Director for Loan Policy & Valuation
9:50	<b>Keynote</b>	Curtis L. Coy, Deputy Under Secretary for Economic Opportunity
10:30	<b>Break</b>	
10:50	<b>VA's Minimum Property Requirements</b>	Mike Andrews, Kathy Bernheim, Myron Head
11:35	<b>Credit &amp; Income Underwriting</b>	Mark Jamison, Laura Rodriguez, Cherie Castanares
12:30	<b>Lunch</b>	
2:00	<b>Ginnie Mae</b>	John F. Getchis, Richard Perrelli, Stephanie A. Schader, Kathy Gibbons
3:00	<b>Eligibility</b>	Maxine Henry, Ricardo Holloway, Paula Jesse
4:00	<b>Break</b>	
4:15	<b>Open Forum</b>	Policy & Valuation Chiefs, SMEs

*All sessions will be held in the Basie Ballroom*

## SESSION DETAILS

### VA'S MINIMUM PROPERTY REQUIREMENTS

When an appraisal is marked "subject to repairs" questions often arise about specific repair items. Examples of frequently encountered repair items will be shared. This information will be beneficial for lenders in responding to questions from Veterans and real estate professionals when a property needs repairs.

### CREDIT AND INCOME UNDERWRITING

This presentation is for anyone who has wondered what an egregious loan looks like to VA. We will review several loans from 2016 where lenders were required to sign indemnification agreements. Find out how you should treat federal tax liens, collections, CAIVRS hits, foreclosures, bankruptcy, deeds in lieu of foreclosure and short sales.

### INVITED SPEAKERS FROM GINNIE MAE:

*John F. Getchis, Senior Vice President of the Office of Capital Markets*

*Richard Perrelli, Product Manager for the Multiclass Securities Program in the office of Capital Markets*

*Stephanie A. Schader, Program Development Manager, Office of Issuer and Portfolio Management*

*Kathy Gibbons, Senior Policy and Program Development Advisor, Office of Issuer and Portfolio Management*

### VA MORTGAGES AND THE CAPITAL MARKETS: SECURITIZATION OBJECTIVES, METRICS AND REGULATORY UPDATE

Ginnie Mae's Capital Markets experts will explain how their guaranteed MBS program supports the availability of funds for VA mortgages. You will hear how VA and other government housing loans are delivered into securities, sold into the market and generate profit or loss for lenders. The Ginnie MBS pool composition is dynamic and the changing proportions of FHA, VA and RD loans, and whether they are purchase money or refinances, all have an impact on the performance (meaning prepayments) of pools with varying coupons and is a component of market pricing. We will discuss the way in which the borrower profile of Veterans or changes in VA policy on features such as streamlined refinance standards, modifications, or underwriting could make a difference to investors, and how the government programs that share the Ginnie Mae platform can impact one another's success in offering mortgages at the best rate for borrowers, including Veterans. From our policy and program development staff, you will also hear a brief update of the priorities of the agency and a few recent developments of special interest to VA lenders.

### ELIGIBILITY

Did you know that lenders can make corrections to the VA Certificate of Eligibility (COE)? Learn the do's and don'ts of inputting the information into ACE, so that you get the correct COE the first time. We will also discuss how to process a Surviving Spouse' COE and when to use the deceased Veterans' information. The VA team will walk through many examples and give you some insight on upcoming enhancements to the COE process.

***Bring your questions!***

# DAY 2/AGENDA

## WEDNESDAY, APRIL 12

TIME	SESSION	SPEAKERS
7:45	Administrative Notes	Mark Connors
8:00	VA Fee Appraiser Panel Update	Kevin Eason
8:30	Notice of Value Conditions	Kevin Diomedi, Marty Finlin
10:00	Break	
10:20	Prior Approvals	Peggy Wallace, Amy Beruman, Jeff Bolla
11:05	VA Funding Fee	Jeff Bolla, Jennifer Tillery
11:30	Lunch	
1:00	CoreLogic	Frank Nothaft, SVP, Chief Economist, CoreLogic
2:00	TRID/CD	Peggy Wallace, Amy Berumen, Jeff Bolla
2:45	Break	
3:05	Staff Appraisal Reviewer (SAR) Approval Process	Kevin Diomedi, Ryan Nelson
3:35	Issues Processing VA Loans	Mark Jamison
4:05	Open Forum	Policy & Valuation Chiefs, SMEs

*All sessions will be held in the Basie Ballroom*

## SESSION DETAILS

### VA FEE APPRAISER PANEL UPDATE

Hear the latest news on VA's fee appraiser recruitment drive and updates about the fee appraiser panel. Lenders may know of qualified appraisers who perform conventional appraisals who could be given information about applying for VA's fee appraiser panel. Appraisal fees and timeliness standards will also be covered.

### NOTICE OF VALUE CONDITIONS

The conditions on the Notice of Value will be the focus of this presentation. Checklists will be provided to help streamline the process of issuing a Notice of Value for all types of properties including existing, new and proposed construction. Get the most from the Appraisal Management System (AMS) high alerts by knowing which NOV conditions should be included on the NOV.

### PRIOR APPROVALS

Priors are going paperless! How to get your prior approvals processed faster. We will give a quick overview of the prior approval reference guide. Let our Subject Matter Experts take you through the latest update and implementation process for electronic uploading of prior approval loan files to WebLGY. We will also highlight the most common issues that are seen on prior approval files submitted to RLC's.

### VA FUNDING FEE ISSUES

Specifically, learn how to avoid making a payment under the wrong LIN. We see many lenders making two payments then asking us to refund one, instead of just correcting the record. Also, learn about future enhancements to the Funding Fee Payment System.

### INVITED SPEAKER FROM CORELOGIC:

*Frank Nothaft, SVP, Chief Economist, CoreLogic: "Housing and Mortgage Market Outlook"*

Mortgage rates are up compared to a year ago, yet remain low historically. More millennials are forming households but living in rental homes. For-sale inventory remains lean and prices continue to rise. Frank will explore how the uptick in rates, demographic trends, and housing market conditions are expected to affect affordability, household mobility, and mortgage originations in 2017 and beyond.

### TRID/CD

Update on the TRID/CD with real life examples, and an early discussion of the future of file reviews.

### STAFF APPRAISAL REVIEWER (SAR) APPROVAL PROCESS

Find out how to become a VA approved SAR or help others grow in their careers by becoming a SAR. Since experienced SARs may train new SARs employed by the same firm, this is an opportunity for lenders to expand their appraisal review staff.

### ISSUES PROCESSING VA LOANS

This topic will cover VA's Safe Harbor guidelines, months to recoup, pre-pays, and VA Form 26-8923, IRRRL Worksheet. We will also cover titles that are held in trust, and what federal guidelines require to ensure proper title. There will also be discussion related to Energy Efficient Mortgage Improvements, and VA consecutive purchase with improvement loans.

# DAY 3/AGENDA

## THURSDAY, APRIL 13

TIME	SESSION	SPEAKERS
7:45	Administrative Notes	Mark Connors
8:00	LGY Director's Address	Jeff London, Director, Loan Guaranty Service
8:30	Condominiums	Phyllis Chilton
8:45	Panel Discussion: Latest Trends in the Appraisal Industry	John Bredemeyer, President, Realcorp; Alan Hummel, Chief Appraiser, First American Mortgage Solutions; Greg Stephens, Chief Appraiser/Compliance, Metro-West Appraisal Co., LLC; Gerald A. Kifer, Supervisory Appraiser; Moderator: John Bell III, Assistant Director for Loan Policy and Valuation
10:15	Break	
10:35	Construction Loans	Kent Koehler, Greg Nelms
11:05	Summary of Discussion and Next Steps	John Bell III, Chiefs
12:00	Lunch	
1:30	Scorecards	Greg Nelms, Kent Koehler
2:30	Break	
3:05	Lender Site Visits	Dreama Walker, Greg Nelms
3:35	Interest Rate Reduction Refinancing Loan Worksheet-Policy Clarification	Jeff Wilson
3:50	Open Forum	John Bell III, Chiefs
4:50	Closing Remarks	Mark Connors

*All sessions will be held in the Basie Ballroom*

## SESSION DETAILS

### CONDOMINIUMS

Did you know lenders are required to upload condominium documents that need to be reviewed by VA directly into WebLGY? This presentation will cover a quick overview of the process, required documents, common issues and the importance of including a cover sheet with point of contact information. This presentation will be of interest to all lenders who process loans on condominiums.

### PANEL DISCUSSION: LATEST TRENDS IN THE APPRAISAL INDUSTRY

#### INVITED GUESTS:

*John Bredemeyer, President, Realcorp*

*Alan Hummel, Chief Appraiser, First American Mortgage Solutions*

*Greg Stephens, Chief Appraiser/Compliance, Metro-West Appraisal Co., LLC*

#### VA SPEAKERS:

*Gerald A. Kifer, Supervisory Appraiser*

*Moderator: John Bell III, Assistant Director for Loan Policy and Valuation*

### CONSTRUCTION LOANS

Receive updated guidance on recommended paths for originating and processing VA construction loans. This presentation will provide a brief overview on the current state of VA construction loans, as well as explaining why changes to the way lenders are currently processing them is required. A recommended pathway for originating new construction loans will be provided

to attendees, including information about inspections, certificates of occupancy, and change orders. If your company currently originates VA construction loans, or is interested in learning where to begin, this presentation is for you.

### SCORECARDS

Learn how your organization is performing on a wide range of issues that are key to the VA Home Loan program.

### LENDER SITE VISITS

Receive information regarding what to expect during a VA Lender audit. Such things as, lender selection criteria, definition of an operational audit, timeline of the audit, common audit trends, quality control plans, and how to avoid making mistakes. Actually review a sample report so that you will know what to expect when you receive your own individualized report.

### INTEREST RATE REDUCTION REFINANCING LOAN WORKSHEET - POLICY CLARIFICATION

Learn how to complete VA Form 26-8923, Interest Rate Reduction Refinancing Loan Worksheet, during this detailed overview.

## VA LOAN GUARANTY STAFF IN ATTENDANCE

**Jeff London**, Director, Loan Guaranty Service

**John Bell III**, Asst. Director for Loan Policy & Valuation

**Alberto Planas**, Asst. Director for Oversight

**Andrew Trevayne**, Asst. Director for Loan Management

**Jeff Bolla**, Program Analyst

**Mark Connors**, Lender Liaison

**Ricardo Da Silva**, Management Analyst

**Maxine Henry**, Program Analyst

**Gerry Kifer**, Supervisory Appraiser

**Greg Nelms**, Chief, Loan Policy

**Dreama Walker**, Chief, Monitoring Unit

**Mike Andrews**, Valuation Officer, Atlanta Regional Loan Center

**Kathy Bernheim**, Asst. Loan Guaranty Officer, St. Petersburg Regional Loan Center

**Amy Berumen**, Asst. Loan Production Officer, Phoenix Regional Loan Center

**Cherie Castanares**, Loan Specialist, Honolulu Regional Office

**Phyllis Chilton**, Valuation Officer, Phoenix Regional Loan Center

**Kevin Diomedi**, Valuation Officer, Roanoke Regional Loan Center

**Kevin Eason**, Valuation Officer, Denver Regional Loan Center

**Marty Finlin**, Valuation Officer, Cleveland Regional Loan Center

**Myron Head**, Valuation Officer, Houston Regional Loan Center

**Ricardo Holloway**, Loan Production Officer, Atlanta Regional Loan Center

**Mark Jamison**, Loan Production Officer, Cleveland Regional Loan Center

**Paula Jesse**, Asst. Loan Production Officer, Denver Regional Loan Center

**Kent Koehler**, Loan Production Officer, St. Paul Regional Loan Center

**Joseph Lorinc**, Appraiser, Honolulu Regional Office

**Ryan Nelson**, Valuation Officer, St. Paul Regional Loan Center

**Laura Rodriguez**, Asst. Loan Production Officer, Houston Regional Loan Center

**Jennifer Tillery**, Asst. Loan Production Officer, Atlanta Regional Loan Center

**Peggy Wallace**, Loan Production Officer, Roanoke Regional Loan Center

**Jeff Wilson**, Loan Guaranty Officer, Phoenix Regional Loan Center