MONTHLY LENDER NOTICE

February 1, 2014

NOTE TO LENDERS: *The purpose of the Monthly Lender Notice is to provide Lenders with important program information updates and reminders. Interest rate information is published each week in the "Availability of Funds and Notice of Terms Bulletin". A new Monthly Lender Notice is issued by SONYMA by the first calendar day of each month.*

UPDATES

LOAN OFFICER RECOGNITION PROGRAM - 2013

Each year, SONYMA announces its list of the top ten (10) producing Loan Officers statewide. Each of the Loan Officer's names will appear in the "Hall of Fame" section of the SONYMA website. In addition, top ten (10) producing Loan Officers are recognized as Platinum Award recipients and each Loan Officer's contact information will be posted on the applicable Region page of our List of Participating Lenders. SONYMA also recognizes the top producing Loan Officers within each SONYMA Region. Each will receive a congratulatory letter from New York State Commissioner of Homes and Community Renewal, Darryl C. Towns, and their names and contact information will also appear on our website within the Region pages of our **List of Participating Lenders**. The 2013 list has been released and we congratulate each of the top producing Loan Officers of 2013. We're proud to share their accomplishments and we thank them for their commitment to first-time homebuyers across the state.

SONYMA UNIVERSITY – E-LEARNING SERIES

SONYMA University is a new, comprehensive training tool to educate lenders, realtors, homebuyers and homeownership counselors on the benefits and mechanics of SONYMA programs. We are launching this initiative with a series of four webinars covering key subjects designed to help increase your efficiency and productivity while better serving your customers.

Please see attached for course descriptions and links to register. Please also note that our first session is on Tuesday, February 4, 2014.

REMINDERS

FHA PLUS PROGRAM

On December 11th, SONYMA announced its newest mortgage program - the **FHA Plus program ("FHA Plus").** FHA Plus combines SONYMA's Down Payment Assistance Loan ("DPAL") with an FHA-insured mortgage. **HUD Mortgagee Letter 2013-14**, provides SONYMA with the unique ability to enable lenders to utilize the DPAL towards the borrower's 3.5% minimum cash contribution. The program is available for both home purchases and refinances and features the following:

- Competitively priced, 30-year fixed interest rate mortgages with no required borrower points;
- Eligible borrowers do not have to be first-time homebuyers;
- No income or purchase price limits (Standard FHA County Loan Limits Apply); and
- Availability of SONYMA down payment assistance:
  - for purchase transactions, up to 3% of the home purchase price.
  - for refinance transactions, up to 3% of the lower of the unpaid principal balance or the appraised value. (The DPAL may be used as a credit against the closing costs and prepaids.)

Note: Borrowers must contribute one percent (1%) of their own funds towards purchase transactions.

Approved lenders may begin accepting applications for FHA Plus. For more information on this product offering refer to **SONYMA FHA Plus Program Lender Letter dated December 11, 2013.**

SUBMISSION OF SELLER/SERVICER'S ANNUAL CERTIFICATION

Pursuant to the Seller's Guide, Lenders are reminded that if your fiscal year ended December 31, you must submit, **by no later than March 31, 2014**, a fully completed and executed **Seller/Servicer Annual Certification (Form 240/1-12).** Please submit the form to Nadya Peeva, SONYMA, 641 Lexington Avenue, New York, NY 10022 or **npeeva@nyshcr.org**. Please also be reminded that Lenders who also service SONYMA loans are required to submit the "Annual Certification of Compliance with Minimum Servicing Standards."

SONYMA BUSINESS DEVELOPMENT OFFICERS

As announced on October 23rd, SONYMA has appointed to new Business Development Officers (formerly known as Relationship Managers) to provide Lenders with assistance and training on products, processes, policies, procedures, and our soon to-be-released SONYMA Express® automated underwriting and compliance system. They may at times partner with Lenders at seminars, trade shows, workshops, and conferences as a representative of SONYMA. We will look to them to organize and conduct educational seminars for realtors, not-for-profits, builders, potential mortgagors and to promote SONYMA. But most importantly, they will serve as Lender advocates and SONYMA liaisons. Attached is listing of the territories that each Business Development Officer will cover.

Gail Kresge	848-218-2102 or 917-576-8250 Cell gkresge@nyshcr.org
Dawn Adams	646-539-8776 Cell dawnadams@nyshcr.org
Vida Gerst	646-539-8308 Cell vgerst@nyshcr.org

SONYMA EXEMPT FROM FEDERAL ABILITY-TO-REPAY RULES

In late May, the Consumer Financial Protection Bureau (CFPB) released its final concurrent rule to supplement the final Ability-to-Repay/Qualified Mortgage (QM) rule it published in January. The final rule exempts all loans originated under state housing finance agency programs. SONYMA is a state housing finance agency. In addition, the final concurrent rule also includes language clarifying that the exemption applies to loans originated by other creditors (i.e., SONYMA participating lenders) pursuant to HFA programs.

As a result of this ruling, SONYMA will continue to make available the same underwriting guidelines it offers today (97% financing, maximum debt ratios of 45%, etc.).

IMPACT OF NEW YORK STATE HIGH-COST AND SUBPRIME LOAN LAWS AND FEDERAL HIGHER PRICED MORTGAGE LOANS AND HOEPA LOANS REGULATIONS ON SONYMA MORTGAGES

Our **Lender Letter dated December 5, 2013** provides details on the impact of New York State high-cost and subprime loan laws and federal higher priced mortgage loans and HOEPA loans regulations on SONYMA mortgages. In short, SONYMA loans are exempt from New York State High-Cost and Subprime Loan laws. SONYMA loans are not exempt from the Federally-mandated "higher priced mortgage loans" (or HPMLs) and HOEPA requirements. However, we believe that SONYMA loans comply with HPML rules and the December 5th letter provides a remedy for loans not complying with the HOEPA rules.

SONYMA RATES

Lenders have asked us why our interest rates sometimes exceed those of conventional mortgages. Keep in mind that SONYMA raises its capital through the issuance of tax-exempt bonds, thus our interest rates are based on the rates of these bonds and not on US Treasury rates. We make every effort to keep our rates as low as possible given our cost of borrowing. Although our rates aren't as competitive as in the past, SONYMA loans continue to offer many benefits

such as 97% financing, down payment assistance, lower mortgage insurance coverage and premiums, no loan level price adjustments, etc.

SONYMA LOAN EXTENSION AND RATE RE-LOCK POLICY

Requests for a loan extension, accompanied by appropriate supporting documentation in an upward rate market*, must be made by completing and submitting the **Loan Extension and Rate Re-Lock Request Form (Form #235/8-11)** ***on or before*** the initial rate expires for any loan not expected to close with the initial rate lock period. Send this request to the attention of Sylvia Roberts, SONYMA Team Leader. The re-locked interest rate will be determined on the date SONYMA receives Form 235 and all acceptable supporting documentation. SONYMA will review the request and, if approved, will process the extension by modifying the expiration date of the loan and, if applicable, will change the interest rate on Lender Online (LOL) to the re-locked rate. Upon approval of the request, the loan will be extended and the interest rate re-locked for a period of **45 days** in accordance with the policy outlined in **Seller's Guide Bulletin #5-2011**. Lenders will be able to view the revised expiration date and re-locked interest rate on LOL.

*SONYMA requires Lenders to submit supporting documentation when the current SONYMA rate, at the time the extension is requested, is higher than the previously locked-in or extended rate, documentation supporting the reason for the request will be required. (Refer to **Seller's Guide Bulletin #1-2013** and see section below for more information.)

EXTENSION PENALTIES

Lenders who submit a Loan Extension and Rate Re-Lock Request Form *after* the rate expires will be subject to a 0.25% penalty.

TEMPORARY LOAN EXTENSION POLICY

SONYMA recognizes that recent interest rates increases may cause some applicants to no longer qualify for financing. To assist these applicants, we are releasing the following temporary modification to our loan extension policy, effective immediately:

For any extension granted after June 14, 2013, borrowers who no longer qualify for the program applied due to excessive credit qualifying ratios that resulted from a recent rate increase will receive consideration of a rate reduction. The following criteria will apply to eligible borrowers:

1. The new rate will be reduced to the maximum rate in which the borrower qualifies based on the original terms requested.
2. The new rate will not be less than the original locked in rate.

This policy will not apply to borrowers whose ratios have been impacted due to undisclosed debt or an increase in debt payments since they applied. Exceptions will be made on a case-by-case basis for ratios impacted due to changes in the original terms requested such as a change in loan amount or change in program.

To receive consideration for a rate reduction for impacted borrowers, Lenders will be required to contact Genworth Mortgage Insurance (Genworth) or the Mortgage Insurance Fund (MIF), as applicable. Upon review, the Pool Insurer will make a determination on the maximum affordable interest rate. SONYMA, upon review of the Pool Insurer's recommendation will notify the Lender of the new rate.

SONYMA RATE CHANGES – DOCUMENTATION REQUIRED

When the interest rate increases as the result of an extension request, SONYMA requires an amended Residential Loan Application (1003), Transmittal Summary Form (1008) and **Interest Rate Option (Form #D3)** reflecting the new rate. Lenders may opt to either have the borrower sign a new **Interest Rate Option (Form #D3)** at the extended rate for 45 days (not 100 or 240 as initially disclosed) or make the changes to the initial form and have the borrower initial these changes.

INTEREST RATE CHANGES; LAPSE OF COVERAGE; MATERIAL CHANGES TO LOAN FILE AFTER COMMITMENT

If SONYMA approves an extension of the mortgage commitment, lenders are responsible for notifying the pool insurer and the appropriate PMI insurer, if applicable, of changes in interest rates prior to closing. AN INCREASE IN THE INTEREST RATE MAY RESULT IN A REJECTION OF THE LOAN BY THE POOL INSURER. Lenders are also responsible for ensuring that coverage from such insurer has not lapsed prior to loan closing.

Most lenders update credit documents and appraisals prior to closing. In the event these updates indicate the borrower's credit, income, or asset position has changed to the point where the borrower's ability to repay or close on the requested loan amount is impacted, or the value of the property has declined, these updates must be forwarded to the appropriate pool and/or mortgage insurer for reconsideration of the insurance commitment.

OPTION TO OBTAIN THE ORIGINAL INTEREST RATE

In the event a Borrower's initial rate expires and the Lender or Property Seller is responsible for delays resulting in a rate increase, the Lender or Property Seller may pay a penalty to retain the original locked rate (however, such reduction can be no more than 0.50%). The new rate will be locked for a period of 45 days and will expire 45 days from the Extension Request Date. **Under NO circumstance will SONYMA allow Borrower(s) to pay a penalty to reduce the rate.** Lenders should utilize SONYMA's current penalty schedule for "Loans Reserved or Closed at an Incorrect Interest Rate." The schedule is summarized on the following page:

Interest Rate Differential	Penalty as % of Loan Amount
0.125%	0.5%
0.250%	1.0%
0.375%	1.5%
0.500%	2.0%
More than 0.50%	NOT AVAILABLE

Note: When a Lender fails to reserve/register a loan on time and the delay results in a rate increase, Lenders may pay a penalty based upon the above Penalty Schedule to buy-down the rate.

PROCEDURE FOR REQUESTING PERMISSION TO PAY A PENALTY IN ORDER TO REDUCE AN INTEREST RATE

If a Lender agrees to pay the penalty, the Lender must submit a written request to Marie Cammarata at **mcammarata@nyshcr.org**. The request must include the Borrower's name, SONYMA loan #, property address, the interest rate requested, and the penalty amount. Please note that the penalty amount will be deducted from the Lender's loan funding proceeds.

PROGRAMS

CONVENTIONAL PLUS PROGRAM FOR PURCHASE MONEY MORTGAGES AND REFINANCES

This product is designed to take advantage of certain benefits afforded by Fannie Mae to state housing agencies, such as SONYMA. The Conventional Plus program offers a Fannie Mae MyCommunityMortgage® with the following features:

- 97% financing (pursuant to our **letter dated September 25, 2013**);
- no loan level price adjustments;
- lower mortgage insurance coverage requirements;
- the availability of mortgage insurance provided by Genworth Mortgage Insurance or SONYMA's Mortgage Insurance Fund (MIF); and
- the availability of SONYMA down payment/closing cost assistance (which can be used to pay a one-time upfront mortgage insurance premium, thus significantly reducing a borrower's monthly payment).

The product is available for home purchases and for limited cash-out refinances.

To demonstrate the advantages of Conventional Plus, we've create two calculators – one for purchase transactions and the other for refinances. The calculators are easy to use and can be accessed by clicking on the below link:
http://www.nyshcr.org/Topics/Lenders/Lenders/ConventionalPlus/

All Conventional Plus program information including term sheets, operational instructions, forms, and lender sign-up information have been published on SONYMA's website. In addition, you may contact Jeff Mastro of M&T Bank at **jmastro@mtb.com.**

Effective for any loan applications taken as of December 16, 2013, Lenders will be compensated 2.5% of the loan amount for each loan originated under Conventional Plus. See our **December 16th letter** for more details.

HOMES FOR VETERANS PROGRAM

SONYMA offers the Achieving the Dream Program interest rate to all applicants eligible for the Homes for Veterans Program (HFV). Active duty US military personnel and qualified US military veterans are eligible to receive the current Achieving the Dream Program rate as long as their household income is within the income limits of the Low Interest Rate Program. This program allows active duty US military personnel who are first-time homebuyers to take advantage of the benefits of the program. Lenders can reserve loans in one of the following programs and receive the lower interest rate, as applicable: 1) HFV Construction Incentive Program (long-term locks); 2) HFV Low Interest Rate Program (short-term locks); or 3) HFV Remodel New York Program.

SONYMA OWN IT, FIX IT NEW YORK! HOME MORTGAGE

Under Own it, Fix it New York! Home Mortgage repair escrow option, eligible purchasers can buy a home and finance the cost of renovating it with one low, fixed rate mortgage. Complete details of the Own it, Fix it New York! Home Mortgage can be found in the **SONYMA Own it, Fix it New York! Home Mortgage Seller's Guide Bulletin #1-2011** and **Bulletin #2-2011**.

USE OF DOWN PAYMENT ASSISTANCE LOAN TO PAY SINGLE MORTGAGE INSURANCE PREMIUMS

SONYMA will allow its Down Payment Assistance Loan ("DPAL") to be used to pay single premium mortgage insurance ("SPMI"). Paying the upfront, one-time premium eliminates the monthly mortgage insurance payment, thus significantly reducing a borrower's monthly payment. In cases where the DPAL is more than sufficient to pay the SPMI, the remainder may be used towards down payment and/or closing costs. If the DPAL is insufficient to pay the premium, the borrower must contribute funds from an acceptable source to cover the cost difference. The MI premium is non-refundable.

SPMI rates for both Genworth Mortgage Insurance and SONYMA MIF have been published on SONYMA's website.

ENERGY STAR® PROGRAM

For loans reserved under the ENERGY STAR® Program, once the home is complete, the builder must submit documentation, including the final certification from a certified third-party Home Energy Rating System (HERS) rater, to the **Conservation Services Group** (CSG). CSG will review the documentation for accuracy and completeness and will provide a notification to the lender that the home has been built and tested to meet the New York ENERGY STAR® Labeled Homes Program requirements. Upon receipt of the notification from CSG, the lender may close the loan and the borrower(s) will receive the special incentive interest rate offered by SONYMA. **Click here** to see interest rates for this product.

COMPLIANCE UNDERWRITING

CENSUS TRACT NUMBER REPORTING – CONTINUED USE OF 2000 CENSUS TRACTS

Please be reminded that the appraisers must continue to report the Census Tract number on the appraisal report based on **2000 Census Data** and not the 2010 Census Data Information. The following link will take you to our Lender Notice dated November 4, 2011 which describes the use of 2000 Census Tracts for Target Area determinations: **http://www.nyshcr.org/Topics/Lenders/Lenders/Useof2000CensusTracts.pdf**

FIRST-TIME HOMEBUYER DEFINED

SONYMA defines a first-time homebuyer as a person who (i) has not had an ownership interest in his/her principal residence at any time during the three years prior to the date of making an application for a SONYMA mortgage loan; and, (ii) at the time of making the loan application to SONYMA and at time of closing, does not own a vacation or investment home. This definition applies to all borrowers and includes residences owned in the United States and abroad. The complete technical definition of first-time homebuyer can be obtained by accessing Section 2.301 our Seller's Guide.

To assist lenders in determining if a prospective borrower is an eligible first time homebuyer and waivers for this requirement, we have created a Q & A regarding first time homebuyer eligibility entitled, "**Can you pass the SONYMA first-time homebuyer test?**. This information can be found on our **Information for Loan Officers** page of our website.

IMPORTANT REMINDER WHEN SUBMITTING FILES TO SONYMA

SONYMA's Pre-and Post-Closing Checklists (and other SONYMA forms) require Lenders to provide the name, phone number, and email address of the Lender's contact person. This information is vital as it gives SONYMA the ability to respond quickly and directly with the person most familiar with the loan file.

SONYMA PRE-CLOSING FILE REVIEW

SONYMA's review time for loan application files is approximately 24 to 48 hours from receipt of the loan file. Lenders could help us improve our turnaround time by ensuring that all documents are submitted in the manner described on the **Pre-Closing Application File Checklist (Form #225/1-12)**. Files submitted with missing or incomplete documents require us to perform multiple reviews of the same file and slows our response time in reviewing newly submitted loans. Additionally, if your loan file is suspended for deficient or further documentation, please submit any corrective or trailing documents at one time.

MORTGAGE INSURANCE/POOL INSURANCE/CREDIT UNDERWRITING

***FINAL STAGES!* - SONYMA *EXPRESS*® AUTOMATED UNDERWRITING AND IRS COMPLIANCE SYSTEM**

SONYMA parallel testing phase of **SONYMA *Express*®** with two participating lenders is in process. This system will provide automated decisions on SONYMA loan eligibility and eliminate the need for Lenders to send Pre-Closing compliance file submissions to SONYMA for review. **SONYMA *Express*®** is expected to be launched this month.

POOL INSURANCE & MI SUBMISSIONS

All Participating Lenders are reminded to fully process and underwrite all loans prior to submission to Genworth or the MIF for mortgage insurance approval. This will help to increase the number of loans which will receive first submission approvals and to reduce the number of days from application to commitment.

NEW CONSTRUCTION PROPERTIES

Lenders are encouraged to order the appraisal at time of application regardless of construction phase for all new construction properties to eliminate processing delays. Applications for new construction properties will be approved subject to completion per plans and specs. This step will reduce processing time and in most instances, will eliminate the need to update credit documents and request extensions or reinstatement of reservations saving additional time and costs.

INQUIRIES REGARDING LOAN DECISIONS

Lenders are advised not to refer applicants to call Genworth, SONYMA, or the MIF regarding loan decisions. All dialogue should be between the SONYMA Lender, and Genworth, MIF and/or SONYMA.

SUBMISSION OF CREDIT DOCUMENTATION AND APPRAISALS FOR PMI/POOL INSURANCE UNDERWRITING

Lenders are reminded that credit documents (paystubs, credit report, and bank statements) must be dated within 90 days of the date a file is submitted for PMI/pool insurance consideration. ***Additionally, until further notice, property***

appraisals must be dated within four (4) months of the date a file is submitted for review. If the appraisal is greater than 4 months old at the time of submission, the mortgage insurance underwriter will determine whether an appraisal update or a new appraisal is required. If an appraisal update is submitted and the appraiser states that the value of the property has declined since the original appraisal, a new appraisal will be required. Once a loan has been approved, if the loan does not close prior to the expiration of the pool and/or MI certificate (six (6) months), the credit documents must be updated and a new appraisal is required.

POOL INSURER COMMITMENT TIMEFRAMES

Both Genworth Mortgage Insurance Corporation and SONYMA's Mortgage Insurance Fund ("MIF") issue insurance commitments for a 6-month period, starting from the date the loan is approved for mortgage insurance and/or pool insurance. As a reminder, loans not closing within the 6-month commitment period will require a second review by Genworth and/or MIF, as applicable, to ensure the loan application remains a good credit risk. As such, after the 6-month commitment period has expired, Genworth and/or MIF will require updated credit documentation (paystubs, credit report, bank statements, etc.) and a new appraisal (i.e. Fannie Form 1004 or Freddie Form 70). ***The SONYMA loan must close on or prior to the extended expiration date of the MI/pool commitment.***

SUBMITTING FILES TO THE POOL INSURER

All Low Interest Rate and Achieving the Dream Program loan files must be sent directly to Genworth Mortgage Insurance Corporation for pool (and MI, if necessary) insurance underwriting [not to SONYMA's Mortgage Insurance Fund (MIF)]. Loans for which Genworth elects not to provide mortgage insurance, but which meet SONYMA guidelines, will continue to be approved through Genworth with MIF providing the mortgage insurance. Only loans reserved under the Construction Incentive, Remodel New York, and Habitat for Humanity Programs should be sent directly to MIF for mortgage insurance. Files should be sent as noted below and on the following page:

Program	***SONYMA Loan Number Prefix***	***Pool Insurer Address***
Low Interest Rate and Achieving the Dream Programs	890, 895, 910, 915, 920, 925, 935	Genworth Mortgage Insurance Corporation Attn: Central Imaging 8325 Six Forks Road Raleigh, NC 27615
Construction Incentive, Remodel New York, and Habitat for Humanity Programs	892, 896, 912, 916, 919, 932	SONYMA Mortgage Insurance Fund 641 Lexington Avenue, 5th Floor New York, NY 10022 Attention: Mike Esposito

LENDER ONLINE/LOAN RESERVATIONS

WEEKLY AND MONTHLY LENDER REPORTS

Lenders are encouraged to prepare weekly loan status reports on LOL in order to confirm new reservations, extensions and cancellations, as well as to review the monthly status of all loans in the Lender's SONYMA pipeline. If you need assistance running these reports, please click on the appropriate links located at the bottom of the **LOL Home Page** or contact Marie Cammarata for guidance at 212-872-0401 or **mcammarata@nyshcr.org**. Click here for "**Instructions on How to Run Reports on Lender Online**" from our website.

USE PROJECT-SET ASIDE NUMBERS (PSA #) WHEN RESERVING LOANS ON LENDER ONLINE (LOL)

Under SONYMA's Project Set-Aside Program, SONYMA will pre-approve a condominium or co-operative project and agree to finance up to 50% of the units to eligible purchasers. In order for SONYMA to accurately track the number of units reserved in each project, it is very important that Lenders enter the PSA # assigned to the project when registering loans on Lender Online. This will enable SONYMA to maintain a more accurate accounting of the number of units available for financing and assist Lenders in knowing when the maximum has been reached. Below is the link

to our Project-Set Aside Approval List which contains a list of SONYMA approved condominium and co-operative projects, the number of loans available for reservation, and the project's respective PSA number.

http://www.nyhomes.org/assets/documents/ProjectSetAsideApprovalList.pdf

SONYMA LOAN STATUS

Lenders can get up-to-date loan status information by accessing Lender Online as discussed above or by calling Lou Germanakos at 212-872-0407.

RESERVATION/RATE LOCK-IN REQUESTS & USE OF LENDER ONLINE

Lenders must reserve loans via our internet-based Lender Online ("LOL") system. As a reminder, if you have not been assigned a logon ID and password to allow you to access LOL, please contact your SONYMA Primary Contact. If you do not know whom to contact, please call Lou Germanakos at 212-872-0407 or e-mail him at **lgermanakos@nyshcr.org**. ***LOL Administrators:*** When reserving loans on LOL, a Contact Person and Loan Officer must be assigned to the loan; otherwise, the reservation will not be accepted. If the Loan Processor information is available, this name can also be assigned at the time of reservation. Please remember to set up a Contact Person, Loan Officer and Loan Processor for each branch office listed on LOL.

Lenders must be in receipt of a fully executed binder or sales contract, prior to accepting a loan application and registering the loan with SONYMA. Any applications taken without such verification must not be reserved. Reservations made without the proper documentation will be subject to a rate change and possible Lender penalty. **Reminder:** Lenders locking new construction loans as short term are advised that Lender paid penalties may result should the loans close beyond the initial lock term.

RESERVATIONS NOT ACCEPTED BY LENDER ONLINE (OR IF LENDER ONLINE IS NOT FUNCTIONAL)

Lenders will be unable to reserve a loan on Lender Online when (1) the application was taken 7 days or more prior to the reservation date, and (2) the applicant exists on the system from a previous reservation (already reserved, or if the application was denied or withdrawn); only SONYMA personnel can reserve these loans. If you receive a message that the application is 7 days or older or the applicant has a previous reservation, the reservation must be entered by SONYMA. When this occurs, the Lender is required to submit the below listed documents by fax to 917-274-0406:

*Fully completed and executed **Loan Reservation Worksheet & Rate Certification Form (Form #238/10-10**)
*Completed and executed **Interest Rate Option Form (Form #D3)**.

NOTE: *SONYMA has eliminated the requirement to submit copies of the 1003 and the sales contract with Forms 238 and D3. Lenders remain responsible for ensuring that the sales contract is dated on or prior to the loan application date.*

SONYMA will research previously canceled or rejected reservations and will contact the sender of the fax if any issues arise. Additionally, for applications of 7 days or more, SONYMA may require the lender to pay a penalty if SONYMA's rates change during that time.

MAINTENANCE OF LENDER ONLINE USERS

Lenders are reminded that it is your responsibility to maintain a current list of all LOL users within your organization. *In particular, individuals who are no longer employed by your company should be immediately removed.* For more information, please refer to the **Lender Online User's Guide**.

CLOSINGS

REMINDER TO NON-SERVICING LENDERS – TIMELY SUBMISSION OF REQUIRED LOAN FILE TO SONYMA'S MASTER SERVICER

Lenders who do not service loans for SONYMA are reminded of their obligations to transfer servicing of loans to SONYMA's master servicer, M&T Bank ("M&T"), in accordance with previously agreed to procedures. **Click here to**

review the procedures. Each Lender has represented to SONYMA that it will transfer the servicing of each loan to M&T within 5 business days of the loan closing date. Lenders must advise borrowers at closing that M&T will be servicing their loan. Lenders may not process any servicing transactions prior to transfer and any mortgage payments received are to be sent to M&T for processing. ***Failure to do so may result in SONYMA suspending your company from taking new loan applications.***

SUBMISSION OF FILED UCC DOCUMENTS

The New York City Register Office recently announced that they will no longer return filed UCC documents for cooperative loans. Therefore, SONYMA will not require Lenders to submit original filed UCC documents for the counties of Bronx, Kings, New York, Queens, and Richmond. Instead, SONYMA will accept a copy of the filed UCC documents that have been printed from the Automated City Register Information System (ACRIS). Note that Lenders must continue to submit original filed UCC documents for all other counties.

REVISED MASTER HAZARD AND FLOOD INSURANCE CERTIFICATE AND MASTER LOAN FUNDING CERTIFICATION DOCUMENTS

With **Seller's Guide Bulletin #1-2012,** SONYMA announced two new forms that can reduce the number of hard-copy documents that Lenders are required to submit in each post-closing loan file. Once Lenders have submitted the executed **Master Hazard and Flood Insurance Certificate (Form 247/1-12)** and the **Master Loan Funding Certification (Form 248/1-12)** documents to SONYMA, it will no longer be necessary for Lenders to submit a completed and executed document with each closed loan file. Please refer to the bulletin for more information.

MISCELLANEOUS INFORMATION

COMPARE SONYMA BOND-FINANCED PROGRAMS WITH FHA

Members of the SONYMA Advisory Council recently developed a reader-friendly comparison between SONYMA bond-financed and FHA loans. The comparison chart can be found on our **Loan Officer's webpage** which contains a wealth of information for loan officers, including a list of required forms and documents, MIF and Genworth rate cards, a Loan Officer brochure which can be personalized, product training notes and much more. Additionally, SONYMA has furnished a calculator, also found on the Loan Officer's webpage, which can be used to determine the product most beneficial to the borrower.

LOAN OFFICER WEB PAGE

SONYMA maintains a web page specifically for Loan Officers. All the tools necessary for a Loan Officer to originate SONYMA mortgages are located on one comprehensive page. To access this page, please click here: **Information for Loan Officers.**

LOAN PURCHASE PROCEDURE

SONYMA will purchase approved post-closing loans on Thursdays. If Thursday is an Agency holiday, the loans will be purchased on Friday. Lenders will be advised by e-mail when each closed loan document file has been approved for purchase. The mortgage loan will be purchased on the next scheduled purchase date. Until further notice, all loans will be purchased under the Homeowners Mortgage Revenue Bond (HMB) Indenture.

SONYMA ADVISORY COUNCIL

The SONYMA Advisory Council is a work group organized by SONYMA and comprised of Participating Lenders and other industry professionals in New York State. This Council met on October 3rd and offers supportive advice and make recommendations on matters of importance including SONYMA programs, policies and procedures; key issues and challenges facing SONYMA and its Lenders and future SONYMA initiatives. We would like to extend our gratitude to our members who attended and their ongoing contributions they provide SONYMA.

SONYMA HOLIDAYS

SONYMA will be closed February 17th in observance of President's Day.

SONYMA UNIVERSITY

E-Learning Series

SONYMA University is a new, comprehensive training tool to educate lenders, realtors, homebuyers and homeownership counselors on the benefits and mechanics of SONYMA programs. We are launching this initiative with a series of four webinars covering key subjects designed to help increase your efficiency and productivity while better serving your customers.

Date & Time	Upcoming Webinars
Tuesday, February 4, 2014 10:00 am – 11:00 am To Register for this Webinar, Click Here	**How Can SONYMA Help You Grow Your Business?** - Are you a seasoned loan officer that hasn't taken a SONYMA mortgage application in a long time? A new loan officer looking to find new programs to help your borrowers achieve their home ownership goals? There is MUCH that's new at SONYMA, and this webinar will get you on the right track! Learn about all SONYMA has to offer in time to gear up for the Spring housing market!
Tuesday, February 18, 2014 10:00 am – 11:00 am To Register for this Webinar, Click Here	**Taking a SONYMA Loan Application** – Learn how to determine whether your borrower is eligible for a SONYMA loan, how to calculate compliance income, and take a quality, decision ready SONYMA Loan Application.
Tuesday, March 4, 2014 10:00 am – 11:00 am To Register for this Webinar, Click Here	**Understanding SONYMA Property Requirements** – SONYMA has a mix of special and standard property requirements. Learn how to review your sales contracts and appraisals to speed up your underwriting and approval process. We will discuss pitfalls to avoid when reviewing a SONYMA appraisal, learn how to review the contract of sale for supporting appraisal information, and become aware of some property red flags.
Tuesday, March 18, 2014 10:00 am – 11:00 am To Register for this Webinar, Click Here	**Understanding the FHA and Conventional Plus Programs** – Did you know that SONYMA has both an FHA and conventional loan program that is exempt from QM and ability to repay requirements, with no loan level price adjustments, that can be done in conjunction with our down payment assistance loan? These loans do not have a first time homebuyer requirements, and can even be used for refinance! You will learn how to market, originate and deliver these loans.

Meet the Trainers

Dawn Adams	Gail Kresge	Vida Gerst
AVP & Business Development Officer	AVP & Business Development Officer	AVP & Business Development Officer
Dawn currently covers Western NY. She came to SONYMA in October after 25 years as a mortgage originator in the Corning-Elmira area. She was a top SONYMA producer in the Binghamton Region. Dawn holds a Bachelors degree in Consumer Economics and Housing from Cornell University, and is a Past National President of NAPMW.	Gail currently covers Rockland, Westchester, Long Island and New York City. She has been in the mortgage industry for 27 years. She joined the SONYMA team 14 years ago having previously been both a Sales and Operations Manager. Her diverse background has enabled her to provide superior customer service to her client base.	Vida currently covers Hudson Valley, the Capital District and Mohawk Valley. She joined SONYMA in October 2013 bringing 23 years experience as a Mortgage Underwriter. She also has 13 years experience as an Adjunct Professor teaching Business Finance, Money and Banking and Mathematics courses.