

#### Name Account Executive

Contact Number E-Mail Address Website Address



- No Down Payment, 100% up to \$417,000.
- No Monthly Mortgage Insurance Premiums.
- Leniency on Credit and Employment history.
- No Reserve Requirements (1 unit only).
- Automated Underwriting, and Traditional Underwriting, using ratios and residual income.
- Seller can pay off debt for borrower.
- ➤ 100% gift funds allowed.
- 2 years on BK Discharge.
- > 1 year into Chapter 13 pay out.



- T200 30 Year Fixed
- T201 15 Year Fixed
- > T203 2-1 Buy-Down qualify at note rate
- > A231-3/1 ARM
  - Caps: 1% and 5% lifetime
  - Index: 1 year US Treasury
  - Margin: set by lender
  - May be used for all Property types

### Maximum Loan Amount

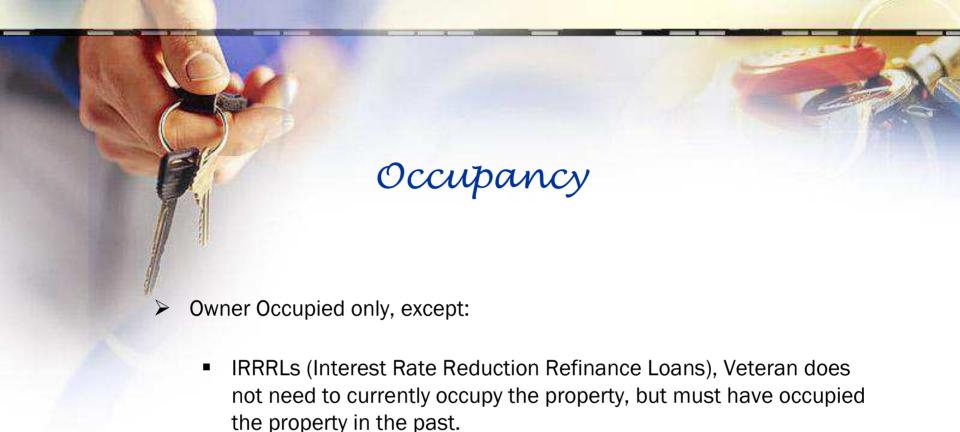
Loan Type	Limit
Purchase	\$417,000 including Funding Fee
Regular Or Cash Out Refinance	90% of appraised value (\$144,000 is max loan) unless there is excess equity, up to \$417,000. Use the following formulas:  A: 90% x appraised value, OR  B: 75% x appraised value, plus amount of entitlement (not to exceed \$36,000). Base loan amount is the lesser of A and B.
Interest Rate Reduction	VA will guarantee 25% of final loan amount as long as it is in compliance with VA regs. Use VA form 26-8923 to calculate max loan.



- VA has approved FNMA's DO/DU and FHLMCs LP as automated underwriting systems. These systems incorporate VA's credit standards.
- A finding of "Approve/Eligible" or "Accept", can reduce the amount of documentation requirements, and underwriting time of a loan file.
- Absence of the above positive findings does not provide a basis for denying a loan application.



- ▶ DTI 41%
- May exceed ratio if run through DU with "Approve/Eligible", or LP with "Accept".
- Additionally, residual income (balance available for family support) is calculated, with a set guide for varying family sizes, according to regions across the country.
- ➤ When the DTI is > 41%, the residual income should be at least 20% over the stated guideline. Loans not meeting this, require strong compensating factors.



Occupancy by Veteran's spouse in the case when a Veteran is

stationed in a distant location satisfies the occupancy requirement.



- Served in the military.
- Served with acceptable character of service, or :
  - ✓ Is the unmarried spouse of a deceased Veteran who died while in service or of service connected issues.
  - ✓ Only the spouse of Veteran is eligible to co-borrow with the Veteran on a VA home loan. No other person may co-borrow, i.e. brother, sister, parent, aunt, uncle, significant other, etc.
  - ✓ Non-Purchasing spouse is acceptable provided you provide current credit report and count ongoing debt (Collections not included).
  - ✓ Non Occupant co-borrowers are not allowed.
  - ✓ Two Veterans or VA eligible borrowers can purchase together



- - Regular/Full-Time/Active Duty
  - Reservist/National Guard
  - Annotated for Unmarried Surviving Spouse
  - You may see several different formats depending on if they were computer generated, typed, etc.



## Entitlement & Certificate of Eligibility

- Veteran to provide Certificate of Eligibility (COE)
  - When the Veteran does not have his/her COE, the broker should first try to obtain it through ACE (Automated Certificate of Eligibility), <a href="http://vip.vba.va.gov">http://vip.vba.va.gov</a>
  - Scroll down the left side until you see application and WebLGY.
  - Click this and choose Eligibility from main menu.
  - Choose Automated Certificate of Eligibility.
  - Follow instructions.

## Entitlement & Certificate of Eligibility (continued)

- ACE cannot make all determinations. Some types of cases that cannot be processed through ACE include:
  - Persons whose service was or is in the Reserves/National Guard.
  - Persons who may have had prior VA loan(s) that went to foreclosure.
  - Persons who did not serve the minimum required length of service and were not discharged for an authorized exception.
  - Persons who were discharged under conditions other than honorable.
  - Persons seeking restoration of previously used entitlement.
  - Unmarried surviving spouses.

## Entitlement & Certificates of Eligibility (continued)

- To obtain a COE, when Veteran and ACE cannot provide one:
  - Complete VA form 26-1880, Request for a Certificate of Eligibility.
  - Attach all required documentation to the form, (part D of the instructions on the back of the form describes the proof of military service needed.)
  - Submit the form and attachments to the appropriate VA Eligibility Center.

Western Area Office 3333 North Central Avenue, Suite 3026 Phoenix, AZ 85012-2402 1-800-827-1000

# Entitlement & Certificates of Eligibility (continued)

- A COE does not expire. It can be reused again and again, if it is properly restored.
- If a Veteran holds a valid COE, you can assume she/he has appropriate length and character of service. Sometimes, the COE is annotated for individuals currently serving in active duty.
- ➤ Lenders require at least 25% of the loan to be guaranteed by VA. The current maximum amount of entitlement available to each eligible veteran is \$36k. For Purchases, VA increases the amount of guaranty to 25% of the current FHLMC conforming limits. For our purposes, the guaranty will be \$104,250, which is 25% of \$417,000.
- ➤ It is possible for the Certificate of Eligibility to show an amount that is less than \$36,000. In these cases, refer to the VA Lenders Handbook, chapter 2, for more details on this issue.



- The Funding Fee is a charge that most Veterans pay to use the VA Loan Guaranty Program.
- The Funding Fee is calculated on the full loan amount.
- The following Veterans are exempt from paying the fee.
  - Veterans receiving VA compensation for service-connected disabilities
  - Veterans who would be entitled to receive compensation for service-connected disabilities if they did not receive retirement pay.
  - Surviving spouses of Veterans who died in service or from serviceconnected disabilities.



Type of Veteran	Down Payment	% 1st Time Use	% 2 <sup>nd</sup> + Use
	Purchase And Constru	ıction Loans	
Regular Military	None 5% to 10% 10% or more	2.15% 1.50% 1.25%	3.3% (3.5*) 1.50% 1.25%
Reserves/National Guard	None 5% to10% 10% or more	2.4% 1.75% 1.5%	3.3% 1.75% 1.5%
	Cash-Out Refinance	ing Loans	
Regular Military	N/A	2.15%	3.3%
Reserves/National Guard	N/A	2.4%	3.3%
Interest F	Rate Reduction Refinance	2	0.5%
VA has issued a temporar	y increase in this fundin	g fee, to 3.5%, until Sept	ember 30, 2007



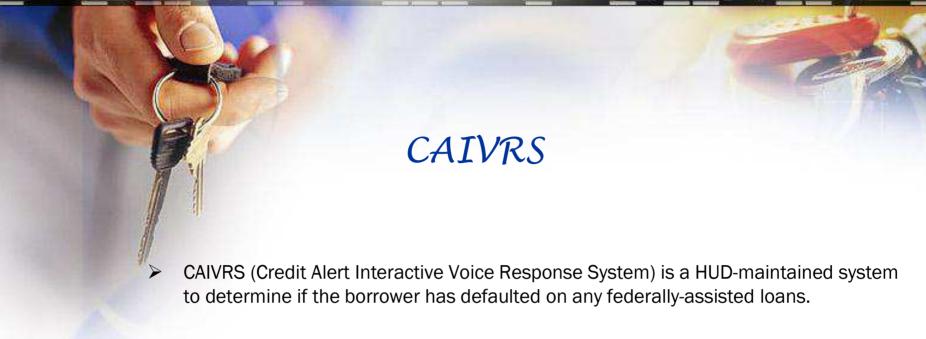
- A properly completed and signed VA Form 26-8937, Verification of VA Benefits Form, sent to and processed by VA.
- An award letter issued within 1 year of the date of the loan application indicating Veteran is entitled to receipt of VA disability compensation.
- For a Veteran who elected service retirement pay instead of VA compensation,
   a copy of the original VA notification of disability rating and documentation of
   the veteran's service retirement income
   - OR -
- Indications on the Certificate of Eligibility that the borrower is entitled as an unmarried surviving spouse.

#### Verification of VA Benefits 26-8937

- > This form should be completed on every VA loan, at origination.
- Ask the veteran and applicable co-borrowers if he or she:
  - 1. Is receiving VA disability benefits
  - 2. Would be entitled to receive VA disability, but for the receipt of retired pay
  - 3. Has received VA disability benefits in the past, or
  - 4. Is a surviving spouse of a veteran who died while on active duty or as a result of a service-connected disability.

If the answer is "yes" to one of the above questions, submit the form for completion to:

U.S. Department of Veterans Affairs Phoenix Regional Loan Center 3333 North Central Avenue Phoenix, AZ 85012



- A CAIVRS inquiry must be performed on all borrowers.
- ➤ HUD offers online access for CAIVRS to current FHA lenders, and to VA lenders with registration. <a href="https://vip.vba.va.gov">https://vip.vba.va.gov</a> (Veterans Information Portal).
- CAIVRS is also available via telephone, with FHA lender ID, or VA Lender ID, 304-744-4073. (instructions will be provided).
- Consider any obligations appearing in CAIVRS when qualifying.
- Any delinquent or default disqualifies the borrower from obtaining the loan, unless brought current or to satisfactory status with the Federal agency



project can be eligible for VA loan guaranty.

Condos must be on the approved condo list before any unit in the



- Request your appraisal, and obtain a case number by completing the "VA Appraisal Request Form", and faxing it to your Sierra Pacific Mortgage CSR. Fax number is 916-932-0551.
- Your CSR will inform you of your assigned VA appraiser and case number.
- You will need to send a completed 26-1805, "Request for Determination of Reasonable Value" to your assigned appraiser.

#### Loan Analysis Worksheet

- This is where everything comes together. There are 6 sections:
  - Loan Data
  - Borrower's Personal and Financial Status
  - Estimated Monthly Shelter Expenses
  - Debts and Obligations
  - Monthly Income and Deductions
  - Disposition of Application and Underwriter Certification

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disp	stayed Valid OMB	control numbers can be lo information on where to se	sated on the OMB into	ernet F	age at www.whitehouse.gov	fomb/library/ONI	SHV.V	A,EPA.	HIMINA, I O	estred, you can o
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15.	MORTGAGE F (Principal and In			23.				-		
16.	REALTY TAXE	s	s	25.			-	+		
17.	HAZARD INSU			26.	-					
18.	SPECIAL ASS	ESSMENTS		27.				_		-
19.	MAINTENANC	E & UTILITIES		28.						
20.	OTHER (HOA,	Condo fees, etc.)		29.	JOB RELATED EXPENS	E		$\vdash$		
21.		TOTAL		30.	(e.g., como care)	TOTAL				
			ECTION E - MO	NTE	ILY INCOME AND DE			-		
31	1		ITEMS			SPOU	SE	BO	RROWER	TOTAL
31.	GROSS SALA	RY OR EARNINGS FR		_		\$	_	s		3
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38.	PENSION, CO	MPENSATION OR OT	HER NET INCOME	(Spe	oify)	_				
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48a \	VALUE		148b EXPIRA	TION	V DATA (VA USE) DATE	149C ECO	NOMIC	LFE		-
				-						YRS.
П					ICATION AND UNDE ets of Chapter 37, Title 38, U.S.					ctives
	Recommend that t	he application be disappro-	ed for the reasons sta	ded ut	ider "Remarks" above.					
The	undersigned un ATE	derwriter certifies that h	e/she personally re 50 SIGNA	TURE	d and approved this loan. OF EXAMINERUNDERWRITE	(Loen was close R	d on t	he aut	omatic basis	
D.	NAL ACTION APPROVE APPLICATION	REJECT	52 DATE		53 SIGNATURE		PPROV	HNG O	FICIAL	
A FC	RM 26-639	1	EXISTING	STOC	K OF VA FORM SEASON SEP.	2003				



- Section A Loan Data.
- Section B Borrower's Personal and Financial Status.

		SE	CTION A - LOAN DATA			
1. NAME OF BORROWER			2. AMOUNT OF LOAF	3. CASH DOWN PRICE	PAYMENT ON PURCHASE	
			ls	s		
	SECTIO	NB-BORROW	ER'S PERSONAL AND F	INANCIAL STATUS		
4. APPLICANT'S AGE	5. OCCUPATION OF APPLICANT		6. NUMBER OF YEARS AT PRESENT EMPLOYMENT	7. LIQUID ASSETS (Cash, savings, bonds, etc.)	8. CURRENT MONTHLY HOUSING EXPENSE	
				S	\$	
9. UTILITIES INCLUDED	10. SPOUSE'S AGE	11. OCCUPATION OF	SPOUSE	12. NUMBER OF YEARS AT PRESENT EMPLOYMENT	13. AGE OF DEPENDENTS	

### Loan Analysis Worksheet Sections C and D

- Section C Estimated Monthly Shelter Expense Use monthly P & I, taxes and insurance, any HOA dues, and Maintenance and Utilities amount of \$0.14 per square foot.
- Section D Debts and Obligations, add child care expense here need Child Care Letter in file, if applicable.

SEC	TION C- ESTIMATED MONTHLY SHEI (This Property)	TER EXPENSES	SECTION D - DEBTS AND OBLIGATIONS (Itemize and indicate by (V) which debts considered in Section E, Line 41) (If additional space is needed please use reverse or attach a separate sheet)						
	ITEMS	AMOUNT			(4)	MO. PAYMENT	UNPAID BAL.		
14.	TERM OF LOAN: YRS.		22.			\$	\$		
15	MORTGAGE PAYMENT		23.						
	(Principal and Interest) @%	s	24.						
16.	REALTY TAXES		25.						
17.	HAZARD INSURANCE		26.						
18.	SPECIAL ASSESSMENTS		27.						
19.	MAINTENANCE & UTILITIES		28.						
20.	OTHER (HOA, Condo fees, etc.)		29.	JOB RELATED EXPENSE (e.g., child care)					
21.	TOTAL	\$	30.	TOTAL		s	s		



- Compute taxes & deductions, either with charts or online with www.paycheckcity.com.
- ➤ Do not use deductions on paystubs, use actual number of dependents, i.e. married couple with 2 children is 4 exemptions.
- Add non taxable income (Can be "grossed up) to compute Total Income, Line 39.
- Subtract Obligations in Section D, to compute Total Net Effective Income, Line 41.
- Subtract Estimated Monthly shelter Expense from Section D, to compute Balance Available for Family Support, Line 43. Fill in Guideline from Residual Income Chart.

## Loan Analysis Worksheet (Continued)

Finally, Compute Ratio by adding Lines 15-18, 20 & 40 and ÷ sums of lines 31 and 38. Do not use the maintenance and utilities in ratio.

		ITEMS	SPOUSE	BORROWER	TOTAL
31.	GROSS SALA	RY OR EARNINGS FROM EMPLOYMENT	s	s	\$
32.		FEDERAL INCOME TAX			
33.		STATE INCOME TAX			
34.	DEDUCTIONS	RETIREMENT OR SOCIAL SECURITY			
35.		OTHER (Specify)		\$ S S S S S S S S S S S S S S S S S S S	$V = \omega_{\pi}$
36.		TOTAL DEDUCTIONS	s		s
37.	37. NET TAKE-HOME PAY				
38.	PENSION, CO	MPENSATION OR OTHER NET INCOME (Specify)			
39.	TOTAL (Sur	n of lines 37 and 38)	\$	\$	\$
40.	LESS THOSE	OBLIGATIONS LISTED IN SECTION D WHICH SHOULD BE DEC	DUCTED FROM INCOME		
41.	TOTAL NET E	FFECTIVE INCOME			\$
42.	LESS ESTIMA	TED MONTHLY SHELTER EXPENSE (Line 21)	•		
43.	BALANCE AVA	NILABLE FOR FAMILY SUPPORT		GUIDELINE \$	s
44.	RATIO (Sum o	f Items 15, 16, 17, 18, 20 and 40 sum of Items 31 a	and 38)	•	

#### Residual Income Guideline

91		Tab	le of Resi	dual Inco	me by Re	gion		
	Loan a	mounts of S	579,999 and	For loa	an amounts of \$80,000 & above			
Family Size	N East	Midwest	South	West	N East	Midwest	South	West
1	\$390	\$382	\$382	\$425	\$450	\$441	\$441	\$491
2	\$654	\$641	\$641	\$713	\$755	\$738	\$738	\$823
3	\$788	\$772	\$772	\$859	\$909	\$889	\$889	\$990
4	\$888	\$868	\$868	\$967	\$1025	\$1003	\$1003	\$1117
5	\$921	\$902	\$902	\$1004	\$1062	\$1039	\$1039	\$1158
Over 5	Add \$75	for each ac	ldl. membe	r up to 7	Add \$80	) for each a	ddl. membe	r up to 7

Check VA's website <a href="www.homeloans.va.gov">www.homeloans.va.gov</a> for "Key to Geographic Regions" used on the above table

### Allowable Closing Costs

- The Veteran can pay a maximum of:
  - Reasonable and customary amounts for any or all of the "Itemized Fees and Charges" designated by VA, plus
  - A 1% Origination Fee, plus
  - Reasonable discount points.
  - Veteran can't pay escrow, processing, document, under-writing, termite report and repairs, tax service, notary fees,
- The Veteran can also pay the following fees:
  - Appraisal, recording, credit report, flood cert, survey fee
  - Prepaid Items, taxes, assessments, insurance
  - Hazard insurance premium
  - Title insurance



- Verify all liquid assets to the extent they are needed to close the loan.
- > VOD's 2 months bank statements, gift letters and receipt, etc.
- Reserves are not required, but are helpful in determining overall credit analysis.
- > Seller concessions are 4%, but do not include normal discount points, and buyer's non-recurring closing costs.
- > Seller may pay off debt for Veteran, provided it is within the 4% maximum concession.
- Premium pricing (closing costs only)



- Perform a CAIVRs Inquiry on all borrowers (see instructions).
- Order VA Benefits Form if necessary.
- RMCR or MCR (3 file merged) reports are acceptable.
- Current Rent and/or Mortgage history.
- Absence of Credit History, use utility, auto insurance, cell phone, or other forms of payment records.
- Adverse credit history of non-purchasing spouse is not considered against veteran. Monthly obligations are considered due to community property state. A credit report is required on all non-purchasing spouses.
- Collections may not necessarily be required to be paid, upon review of explanation and any supporting documentation by borrower, this is considered on a case by case basis.



- > Judgments must be paid in full, or subject to repayment plan with timely payments (12 months).
- Consumer Credit Counseling -1 year payments made with no with lates Credit Counselor or any accounts outside of CCC unless it was entered into without any prior adverse credit.
- ➤ Bankruptcy discharged more than 2 years are disregarded. Less than 2 years, must have established new and positive credit with a length of timely payments (12 months), and the bankruptcy was caused by circumstances beyond the control of the borrower.
- Foreclosure or Deed-in-Lieu, follow BK guidelines above.



- Must verify alimony and child support.
- Student loans scheduled to begin within 12 months of the close of escrow will be counted.
- Loans secured by deposited funds are not counted.
- Installment debts with less than 10 months remaining do not necessarily need to be included in credit qualifying. Large payments should be considered.



- Wages require 2 yr. history, less than 2 yrs considered case by case.
- ➤ Overtime income and 2<sup>nd</sup> job income generally needs 2 year history, less than 2 years considered case by case.
- Commission 2 year history, unless previous related employment or specialized training – 1040s required.
- Self Employment averaged 24 months, 1040's required.
- Alimony and Child Support must be verified and stable.
- Seasonal jobs and unemployment may be averaged with 24 month history of both.
- > Other Income, pension, retirement, disability, etc. must be verified.



- Active Military income consider base pay as stable & reliable unless applicant is within 12 mos. of release of active duty. Leave and Earnings Statement is required (LES). If re-enlisting, letter from commanding officer, or if leaving military, job offer letter from new employer.
- Military quarters allowance can be considered income need form DD form 1747, status of Housing Availability - non taxable.
- Other Military allowances obtain verification of type and amount and length of receipt.
- Income from Reserves or National Guard can be considered if the length of total service indicates a strong probability of continuance.



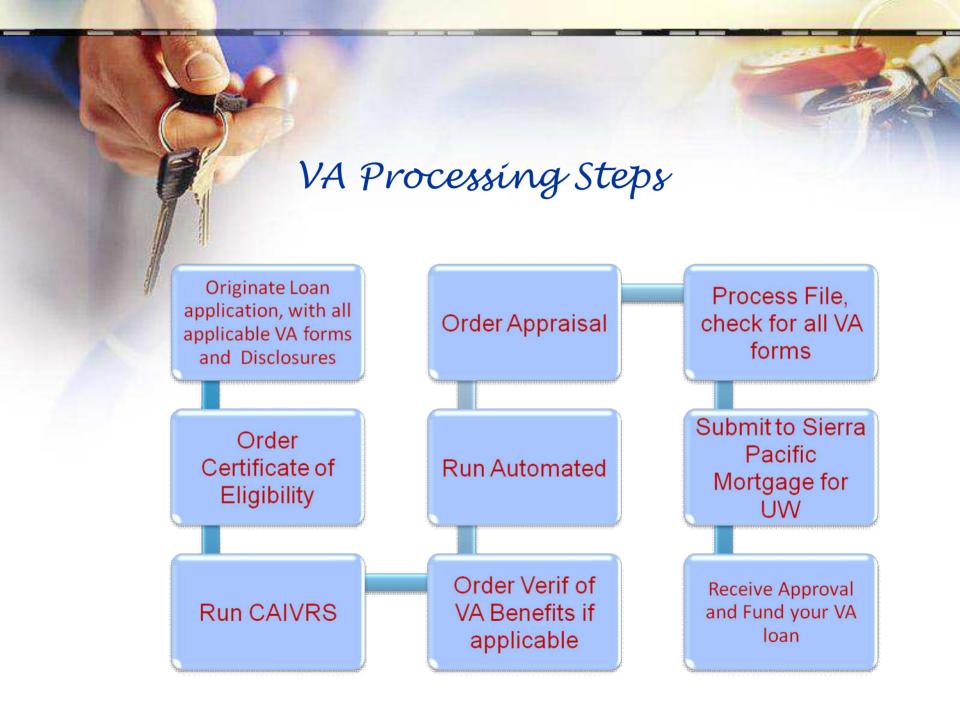
- Determine the appropriate deductions for Federal income tax and Social Security/Medicare by using "Employer's Tax Guide" charts.
- Determine the appropriate deductions for state and local taxes using California Withholding charts, or applicable state materials.

OR

Log on to <u>www.paycheckcity.com</u> and select "Personal Calculators", then "Paycheck Calculator" to determine all types taxes.



- Excellent credit history.
- Conservative use of consumer credit.
- Minimal consumer debt.
- Long-term employment.
- Significant liquid assets.
- Sizable down payment.
- Little or no increase in shelter expense.
- High residual income.
- Low debt-to-income ratio.





- Loan limit is \$417,000.
- ➤ Interest Rate Must be lower than rate on current VA loan, except ARM to Fixed.
- Term Existing VA loan term plus 10 years, not to exceed 30 years.
- Payment The P&I must be less than the P&I on the current loan unless: the IRRRL is refinancing an ARM, or the term of the IRRRL is shorter than the term of the current loan, or Energy Efficiency improvements are included in the IRRRL.
- ➤ If the PITI increases by 20% or more, Veteran must credit qualify.
- ➤ Credit Loan must be current. Mortgage rating and/or in file credit report required. Any derogatory credit since loan origination will be previewed by underwriting and determined acceptable.



- NO APPRAISAL
- Certificate of Eligibility showing outstanding LH#
- Rate Reduction Refinancing Worksheet, VA 26-8923
- VA Benefits Form (if applicable) VA 26-8937
- Initial Original Loan Application
- VA Old versus New worksheet
- Evidence case # on old loan is same as case # on Cert. of Elig.
- Credit Report
- Mortgage Rating
- Copy of Note on Existing Loan
- Copy of payoff demand from Title
- Preliminary Title Report
- Veteran's Nearest Living Relative



- VA Loan Analysis Sheet VA Form 26-6393.
- Request for Determination of Eligibility VA Form 26-1880.
- Copy of Certificate of Release or Discharge from Active Duty, DD Form 214 (This is obtained from Veteran).
- Verification of VA Benefits VA Form 26-8937.
- VA Addendum to URLA, pages 1 and 2 VA Form 26-1802a.
- Request for Determination of Reasonable Value VA Form 26-1805.
- Child Care Certification.
- Reservist Certification.
- Nearest Living Relative.
- Federal Collection Policy Notice VA Form 26-0503.
- Counseling Checklist (enlisted personnel only) VA Form 26-0592.

### VA Forms and Disclosures (Continued)

- Interest Rate and Discount Statement.
- Amendatory Statement (VA Option Clause).
- VA Assumption Notice.
- Interest Rate Reduction Refinancing Loan Worksheet.
- VA Loan Comparison Old versus New Loan.
- Sierra Pacific Mortgage Appraisal Request Form.

#### Other items:

- CAIVRS instructions.
- Federal and State Tax Charts, Social Security deduction information.



- VA Website Lenders and Real Estate Professionals Homepage. This site provides access to VA Circulars, Lenders Hand book, etc. <a href="http://www.homeloans.va.gov/ls.htm">http://www.homeloans.va.gov/ls.htm</a>
- ACE system: <a href="https://vip.vba.va.gov">https://vip.vba.va.gov</a>
- Paycheck deduction calculator: www.paycheckcity.com/netpaycalc/netpaycalculator.asp