



OFFICE OF HOUSING

# Southwest Mortgagee Advisory Council Annual Conference Regional Roundup

OFFICE OF MULTIFAMILY HOUSING PROGRAMS

# Southwest Multifamily Region



Regional Office:  
307 West 7th St.  
Suite 1000  
Fort Worth, TX  
76102

Satellite Office:  
400 State Avenue  
Suite 300  
Kansas City, KS  
66101

# What's New for 2022

COVID-19 Community Levels - the below pandemic-related safety requirements are applicable to HUD employees, contractors, and visitors who will enter the facility

## Low

### Mask-Wearing (Regardless of Vaccination Status):

- The use of a mask is **not required**, but the Department encourages the use of a mask when in communal areas, meetings, or gatherings.

#### Telework Guidelines:

- Regular telework schedule

## Medium

### Mask-Wearing (Regardless of Vaccination Status):

- The use of a mask is **not required**, but the Department encourages the use of a mask when in communal areas, meetings, or gatherings.

#### Telework Guidelines:

- Regular telework schedule

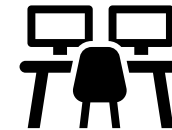
## High

### Mask-Wearing (Regardless of Vaccination Status):

- **The use of a well-fitting mask IS required.**

#### Telework Guidelines:

- **Situational telework permitted; employees can work at office voluntarily**



Most of the HUD staff and supervisors are **teleworking** and will be in the office 1-2 days per week.

# What's New for 2022

## Staffing

### Southwest Multifamily Staffing

65 New Hires since FY20

28 Current Hiring Pipeline

56 Departures since FY20

156 Total Current Staff

### Southwest Production Staffing

16 New Hires since FY20

7 Hiring Pipeline

13 Departures since FY20

55 Total Current Staff

### Queue News

- Continue to see downward trend
- Elimination of queue anticipated by EOY

Southwest Application Queue Since 10/2/2020  
Implementation



### Looking Forward

- Guidance on Insurance Deductibles
- Processing 4% bond LIHTC applications in the Southwest

# Concept Meetings

Concept Meetings are held  
via conference call or  
Microsoft Teams  
Tuesdays - Wednesdays - Thursdays



 Please email your concept package to [SWConcepts@hud.gov](mailto:SWConcepts@hud.gov)

 A letter of encouragement/discouragement will follow the meeting

# Applications

Submit your application through **Catalyst**

Email SWProduction@hud.gov to inform us of your submission

We download your application and change the status in Catalyst to **"Received"**

Your application is **screened** and you will receive an **email update** from the screener

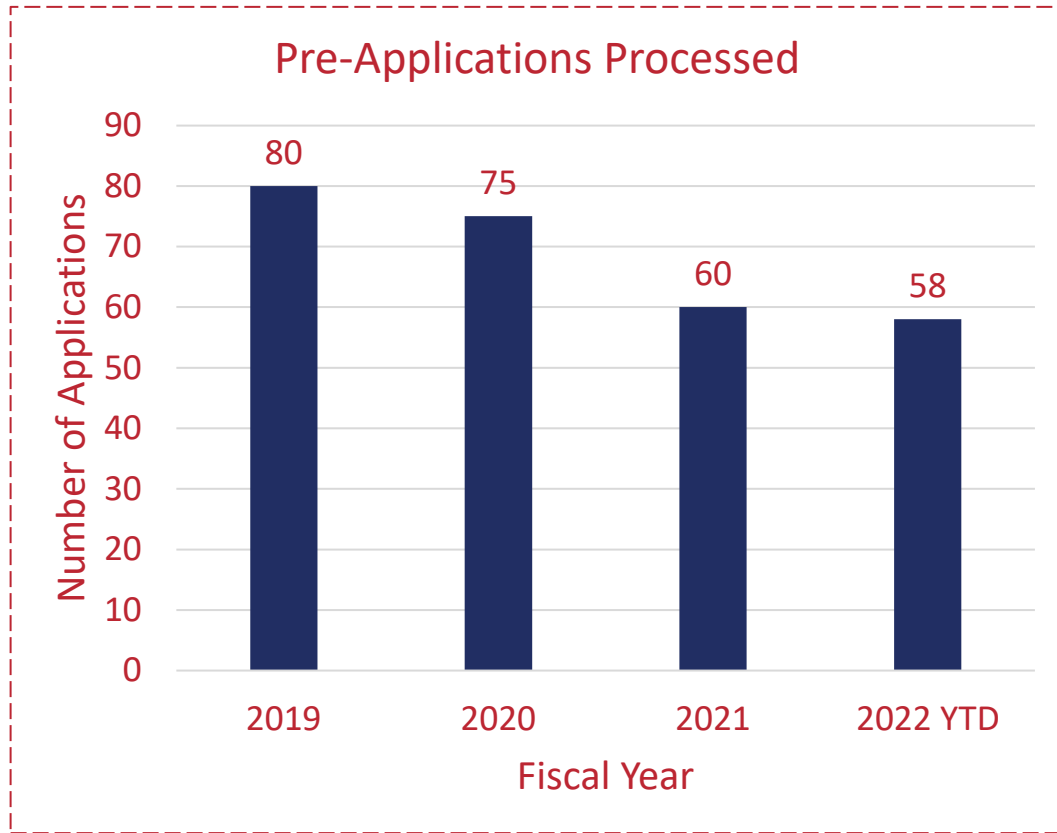
Cure deficiencies, if any

Your application goes into the queue

You are assigned an underwriter



# Southwest Region Pre-Applications



Percentage of Pre-Apps Invited to Submit a Firm Application:

2019 - 80%

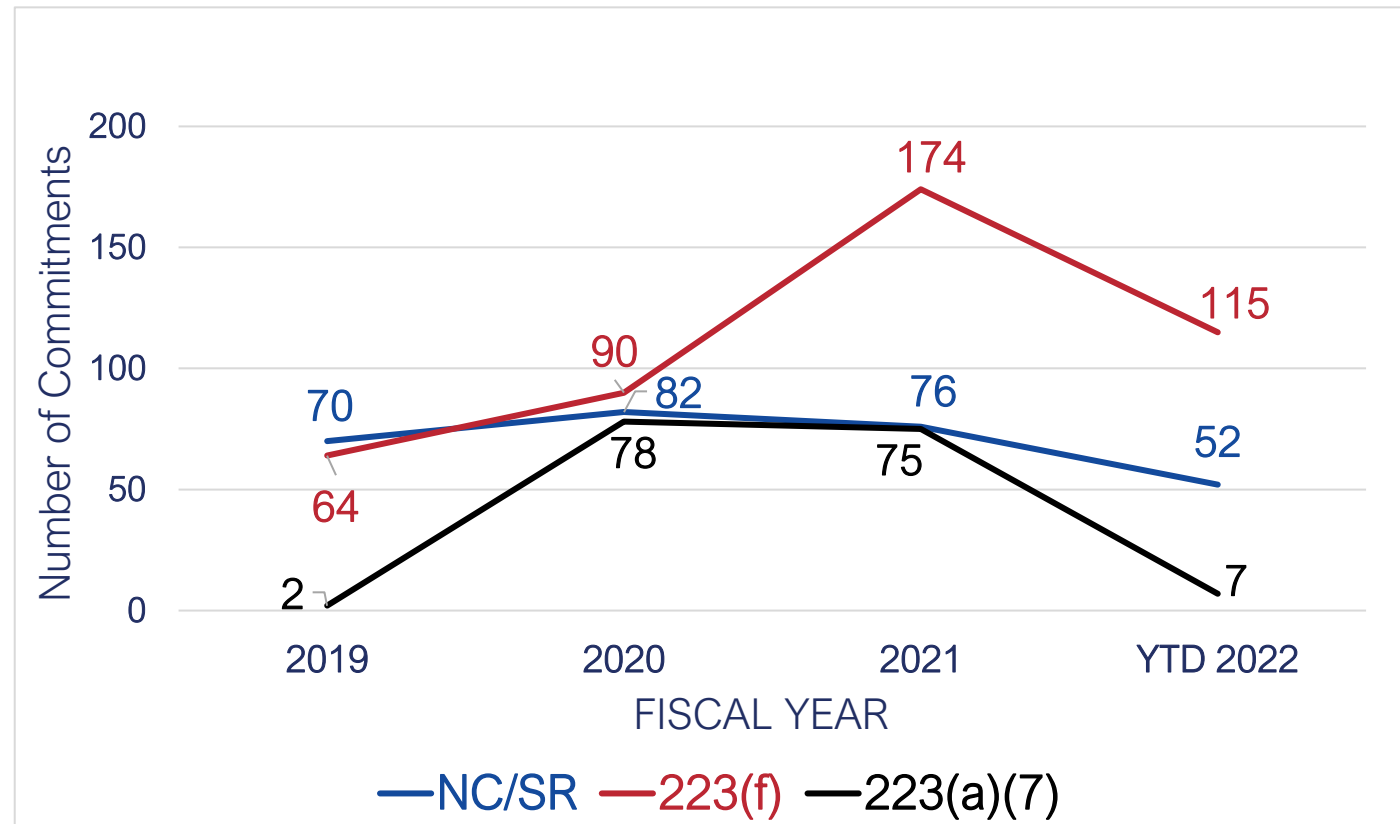
2020 - 81%

2021 - 85%

2022 - 80%

# Southwest Region Firm Commitments Issued

In FY2021, the Southwest Region issued \$6.15 billion in firm commitments for mortgage insurance.



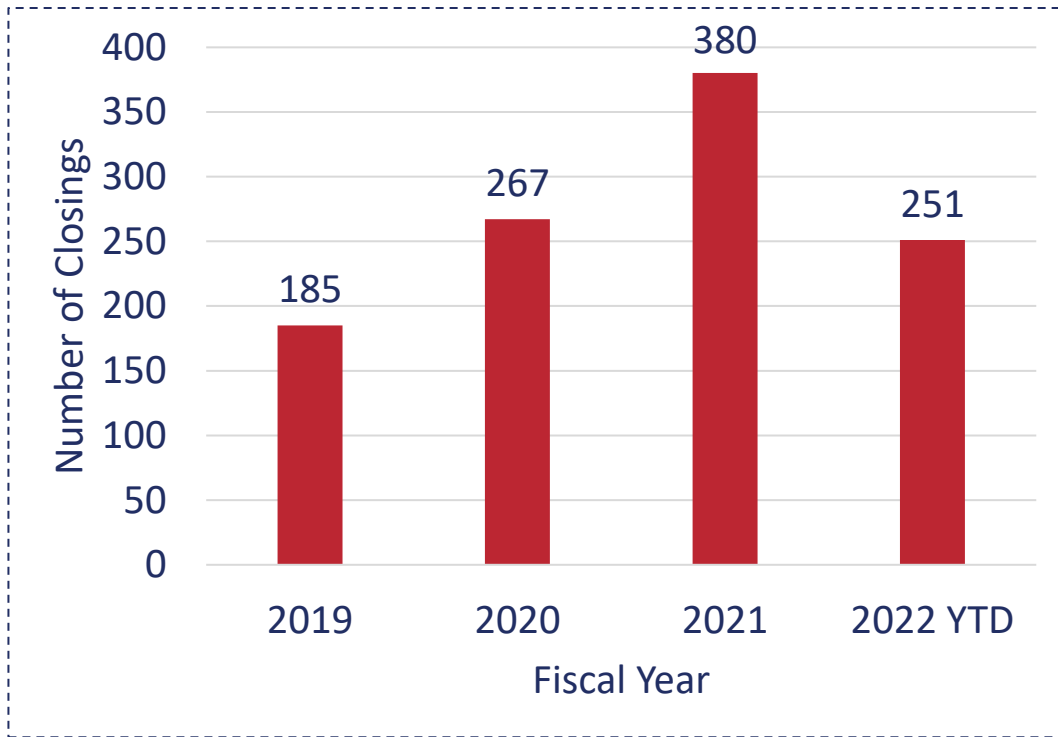
➤ Affordable properties made up 39% of Firm Commitments issued YTD FY22

📈 FY21 saw a record high of 325 firms issued, totaling 57,348 units





# Southwest Region Closings



2022 as of 7/31/22	223(a)(7)	223(f)	NC/SR	Total
Closings (IE & FE)	12	117	122	251
Units	2,481	17,062	22,993	42,536
Mortgage Amount	\$224M	\$1.65B	\$3.18B	\$5.05B

# Southwest Construction Activity - FY22 as of 08/02/22

 146 projects

 28,895 units

 \$4.19 billion in FHA mortgage insurance

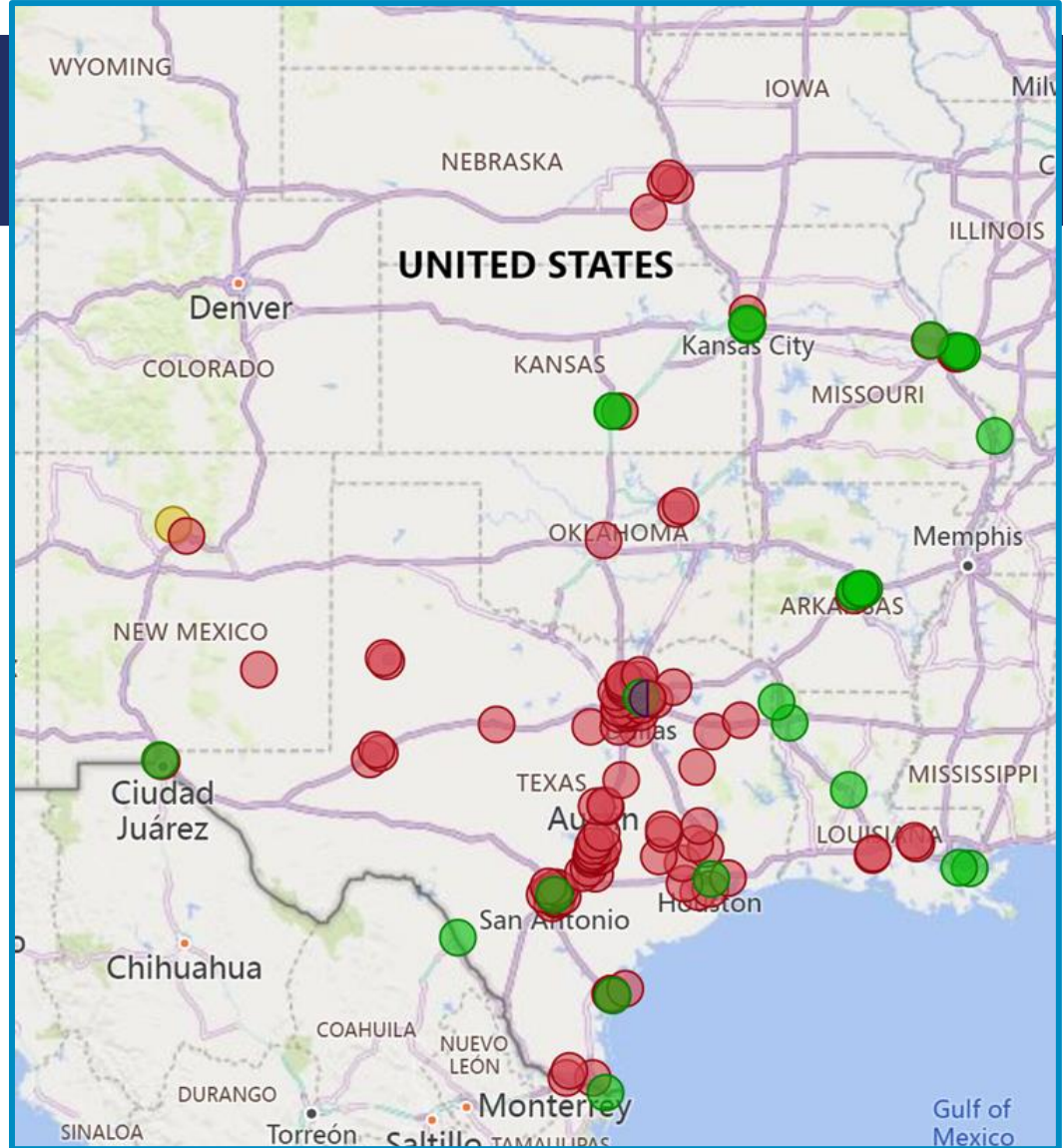
202 Capital Adv -- 33 units -- \$3.7M

220 NC -- 437 Units -- \$152.9M

221d4 NC -- 24,321 Units -- \$3.7B

221d4 SR - 4,104 units -- \$400.5M

231 NC -- 122 units -- \$12M



202 CA

220 NC

221d4 NC

221d4 SR

231 NC



# Southwest Region Construction

FY22 Average  
Affordable NC/SR  
Loan Size

\$17M

152  
Units

FY22 Average  
Market Rate  
NC/SR Loan Size

\$41M

236  
Units

68

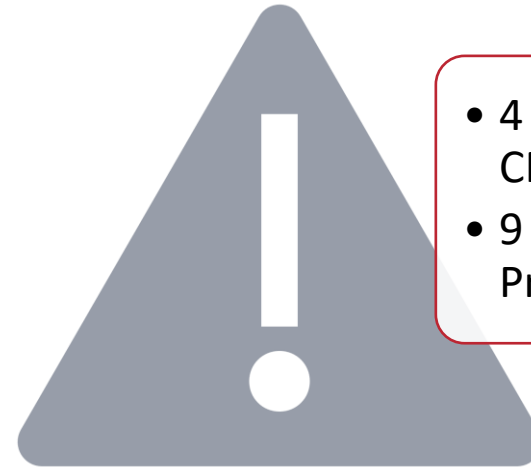
Average number of  
time extension days  
for projects under  
construction

Construction Delays

- 4 Properties on CPR List
- 9 Elevated Risk Properties



FY19 Average Market Rate Loan Size  
\$30M ~ 221 Units



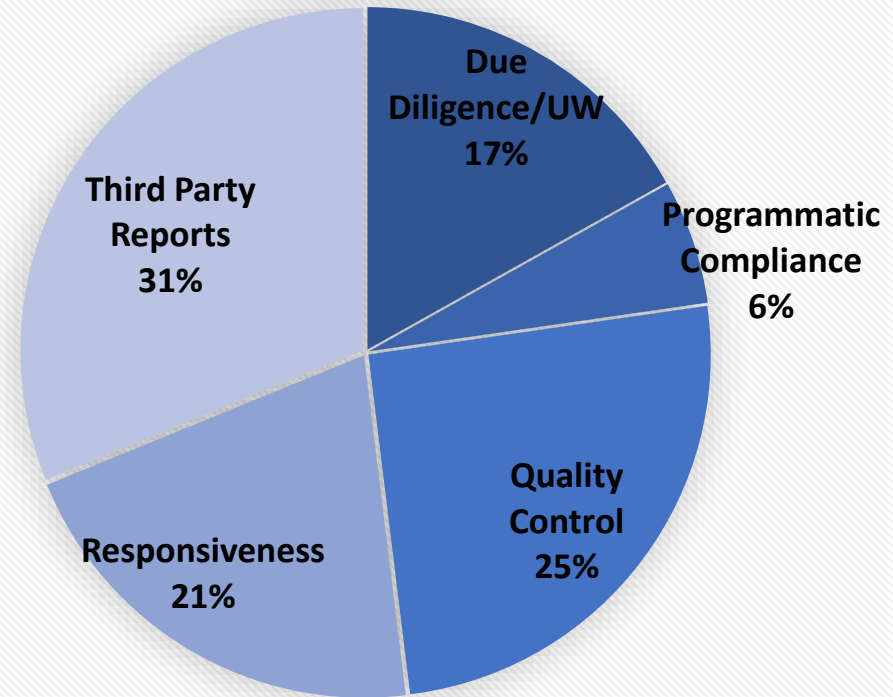
# Lender Metrics



FY22 YTD

- Slight increase in applications with issues from FY21
- Third-party reports continue to be a major driver of processing delays

FY22 YTD  
Breakdown of Issues



# Connect with us!

Regional Website: <https://www.hud.gov/states/shared/working/southwest/mf>

SWConcepts@hud.gov

- Schedule Concept Meetings

SWProduction@hud.gov

- FHA number requests, general correspondence

MFSWProductionAppeals@hud.gov

- Submit appeals to pre-application and firm decisions

SWConstruction@hud.gov

- Submit PTO requests, change orders, draw requests, non-critical repair escrow releases, construction inspections, etc.

MFSouthwestMARS@hud.gov

- Submit Monthly Accounting Reports (MARs)

MFSouthwest@hud.gov

- Submit Asset Management routine servicing requests and correspondence

