

Ralph M. Perrey, Executive Director



MEMORANDUM

DATE: June 4, 2020

TO: THDA Originating Agents

FROM: Rhonda Ronnow, Director of Single Family Loan Operations

SUBJECT: **Lender Compensation Change**

Effective for loans with an interest rate locked **on and after July 1, 2020**, THDA is changing the Originating Agent (OA) compensation for all THDA loan programs. THDA will not allow OAs to charge an origination fee effective for loans with interest rates locked on or after July 1, 2020. OAs will be compensated 1.75% at the time THDA purchases the loan. THDA will continue to provide a 1% service release premium as outlined in section 8.6 of THDA's Origination Agent Guide. Therefore, the total OA compensation from THDA on an eligible loan purchase is 2.75%.

THDA will also implement a maximum of \$1,400 for all origination charges that are listed in section A, page 2 of the loan estimate/closing disclosure. These fees include, but are not limited to, underwriting, processing, administration and program fees.

With the new compensation structure, THDA anticipates a rate change effective July 1, 2020, that will be announced no later than June 29, 2020.

Thank you for your continued participation in THDA's mortgage loan programs. If you have any questions, please contact sfASK@thda.org or call 615-815-2100