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CHAPTER 10. PROPERTY ACQUISITIONS

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# 10.01 PROPERTY ACQUISITIONS (38 CFR 36.4323)

a. Servicers have the option to transfer custody of a property to VA after a loan is terminated through foreclosure or deed-in-lieu (DIL) of foreclosure. All transfers are conditional upon VA Regional Counsel’s approval of title. The Transfer of Custody (TOC) event must be submitted to VA within 15 days of loan termination. The transfer of custody occurs on the day the TOC event is reported in the VA Loan Electronic Reporting Interface (VALERI). If the TOC event is not reported within the allowable 15-day timeframe, VALERI will reject the event and the servicer may submit an appeal for VA consideration. Refer to Chapter 16 of this Manual for more information on Appeals.

b. If all VA regulatory requirements are met at the time the TOC event is submitted, the routine Certify Acquisition process will open in the certification workbasket. The process will be reviewed for payment by a certifying official, which is a Senior Loan Technician (SLT), Servicing Officer (SO), or Loan Administration Officer (LAO). If VA regulatory requirements are not met, the Review Non-Routine Acquisition process will open in the VA-assigned technician’s workbasket for additional review. The assigned technician must complete the review, make a recommendation, and fully document the case notes within the VALERI established timeframe. There must be two reviews for all payments. The approving official cannot certify the same payment in VALERI.

# 10.02 ELIGIBILITY TO TRANSFER CUSTODY

a. Prior to initiating a TOC event, servicers must determine eligibility to transfer custody. A servicer may initiate a TOC event when all of the following conditions are met:

1. The loan was terminated through a foreclosure or DIL.

2. If the net value of the property is less than the unguaranteed portion of the indebtedness

(i.e., the total eligible indebtedness, minus VA’s maximum claim payable under the guaranty), the servicer must write off all indebtedness not covered by the maximum claim payable and the acquisition payment and must send a deficiency waiver notice to the borrower once the claim is paid.

3. The servicer did not rent the property to a new tenant, or extend the term of an existing

tenancy, on other than a month-to-month basis during an after-sale redemption period.

4. The title of the property is or will be acceptable to prudent lending institutions, informed

buyers, title companies, and attorneys, generally, in the community in which the property is located.

5. There has been no breach of any conditions affording a right to the exercise of any

reverter.

6. If a partial release of security was granted on the property, there was full compliance with

the requirements for partial releases of security as described in 38 CFR 36.4827.

# 10.03 TRANSFER OF CUSTODY (TOC) EVENT REPORTING

a. If the servicer chooses to transfer custody of the property, they must report the TOC event to VA within 15 days of loan termination. Loan termination is defined as:

1. Foreclosure: The date of legal termination as defined under state law.

2. DIL: The date the deed is recorded or the date the deed is sent for recordation.

b. When a loan is terminated in a confirmation/ratification state, the servicer must provide the date of confirmation/ratification in the TOC event. The servicer is also responsible for providing all insurance and property tax information, including all taxing authority property identification numbers. It is important to note that the holder of the loan must pay any taxes, special assessments, or ground rents due within 30 days after the date of transfer of custody to VA.

c. In states that require a Confirmation of Sale, there could be lengthy delays between the foreclosure sale and confirmation. In such cases, if the servicer plans to convey the property to VA, VA may require the servicer to order a new VA appraisal at the servicer’s expense and provide a copy of the most recent property inspection completed.

d. Each TOC submitted in VALERI is evaluated against VA regulatory requirements. VALERI rejects the TOC event if any of the following conditions apply:

1. The loan is not guaranteed.

2. The loan is not terminated (i.e., the servicer did not report the appropriate event that

identifies a loan termination in VALERI).

3. The successful bidder specified on the Results of Sale event was “third party.”

4. The servicer reports the TOC event 16 or more days from the date of loan termination.

e. Servicers can review the rejected TOC events on the Servicer Events Report Log Report.

10.04 ACCEPTANCE OF PROPERTIES

a. Conveyance of properties to the Secretary is addressed in Title 38 CFR 36.4323, titled “Election to Convey Security.” The regulation provides that the conveyance is subject to a number of provisions, particularly that the holder will convey the title to the Secretary via a special warranty deed and must provide evidence to the Secretary of acceptability of title (which need not be provided if the transfer is via a general warranty deed). Thus, the fact that VALERI accepts an event to report the notice of election to convey, does not mean the Secretary has actually accepted conveyance of the property until the other provisions of 38 CFR 36.4323 are satisfied.

b. Additional State Transfer Requirements. In some states, both the Grantor (seller) and

the Grantee (buyer) are required to execute a transfer deed. Additionally, some states require execution of other documents by the Grantor and/or the Grantee. Sometimes these documents must accompany the transfer deed when it is submitted for recordation. Some documents are required to establish status and value for future real estate taxes, while others may relate to potential taxable income from the sale of real estate. VA will execute such documents when they are clearly in conformance with their stated purposes (e.g., to establish real estate tax value). However, in no event will VA’s execution of such a document be deemed as VA’s acceptance of a property. Furthermore, when there are questionable items shown, such as a report that a deed to VA is a DIL of foreclosure, although such a deed should be to the loan holder, with a subsequent transfer deed to the Secretary, then VA may seek clarification from the appropriate Regional Counsel prior to execution of the document. The following are examples of uncommon document requirements:

1. Kentucky. VA is required to execute a warranty deed to reflect acceptance of the deed

transfer to comply with state recordation requirements.

2. California. Per California Government Code, Section 27281, VA is required to execute a

Certificate of Acceptance to transfer the property to a political corporation or governmental agency for public purposes. Conveyances to VA are actually made to the Secretary as an officer of the United States, as part of a salvage operation under the Home Loan Guaranty program. Therefore, such properties do not fit this section of the California Government Code, which requires either a resolution of acceptance on the part of the political corporation, or else a certificate of acceptance substantially in the form provided in the code. Accordingly, such a certificate is not necessary. However, if a local jurisdiction demands such a form in order to record a deed involving the Secretary, then authorized VA officials will sign a certificate to include the qualifying language: “is accepted if the Grantee determines the property meets the requirements of part 36 of Title 38, Code of Federal Regulations. The Grantee consents to the recordation thereof by its duly authorized officer. Nothing herein waives the Grantee’s authority to determine that the property is not acceptable pursuant to 38 CFR 36.4323.”

3. Delegated Signature Authority. Under 38 CFR 36.4345, “Delegation of Authority,”

employees filling certain positions are authorized to sign documents related to real estate transfers on behalf of the Secretary. Designated positions include Loan Guaranty Officers and Assistant Loan Guaranty Officers, who are authorized to sign documents for properties nationwide. Any time a VA employee signs a document on behalf of the Secretary, the document should include a signature block that cites the delegation of authority. Above the line for the signature should be something similar to the following “(Name of employee, position) on behalf of the Secretary of Veterans Affairs, an Officer of the United States, pursuant to the delegation of authority at 38 CFR 36.4345, but subject to the limitations of 38 CFR 36.4323.” This signature will describe the authority of the individual signing the document, and also serve as notice that whatever the document may state, VA retains its right to determine acceptability of title to the property and to reconvey if the title is not acceptable.

4. VA Address. For any documents requiring an address for VA, use “Secretary of

Veterans Affairs, an Officer of the United States of America, successors and assigns, at (insert address of the RLC of geographic jurisdiction [may be different than the office of the assigned VALERI technician]).” For a listing of VA Regional Loan Center (RLC) geographic jurisdictions, and the address for the appropriate RLC to be inserted into the conveyance information in the preceding sentence, please refer to <http://www.benefits.va.gov/homeloans/rlcweb.asp>. If an in-state address is required in a particular state, contact the RLC of geographic jurisdiction for the address of the VA Regional Office in the state. If a personal name is required for the Secretary, use the official name of the current Secretary of VA.

# 10.05 ACQUISITION PAYMENT CALCULATION

a. VALERI determines the acquisition payment for a loan terminated through a foreclosure sale or DIL of foreclosure based on the net value and the servicer reported total eligible indebtedness.

b. The net value is calculated by multiplying the VA Net Value cost factor times the “As is” value from the Notice of Value (NOV) issued in WebLGY. The Net Value cost factor represents the cost VA incurs from acquiring and disposing of properties. The Net Value cost factor is published by VA in the Federal Register per 38 CFR 36.4301. Current and past rates for the Net Value cost factor can be viewed at: <http://www.benefits.va.gov/HOMELOANS/servicers_valeri.asp>.

c. For example, if a servicer forecloses on a property with an NOV “As is” value of $100,000 and the VA Net Value cost factor is 14.95 percent, VALERI calculates the net value as follows:

1. NOV “As is” Value: $100,000.

2. Application of VA cost factor (14.95 percent x $100,000) = $14,950.

3. Net value ($100,000 minus $14,950) = $85,050.

d. The net value calculated by VALERI is compared to the amount reported by the servicer in the Results of Sale or DIL Complete event. If there is a discrepancy, VALERI uses its calculation of net value to determine the acquisition payment.

e. There are two types of acquisition payments the servicer may receive:

1. Total debt.If the net value is greater than or equal to the reported total eligible

indebtedness, the acquisition payment is the unpaid principal balance (UPB) as reported in the most recent Delinquency Status Update.

2. Net value*.* If the net value is less than total eligible indebtedness, the acquisition payment

is the net value amount.

# 10.06 ACQUISITION NOTIFICATION

a. The determination of the acquisition payment is posted on the Servicer Web Portal (SWP). For information such as the acquisition amount, certification date, bid type, and disbursement status, servicers may view the Acquisition Payment Status Report. Technicians can view and research the payment determination in VALERI in order to address servicer inquiries when funds for an acquisition payment are not received within 14 days after the Financial Management System (FMS) issued a payment transaction number.

b. If an acquisition payment is denied, servicers have 30 days from the denial to exercise the option to appeal a decision. For more information on appeals, refer to Chapter 16.

# 10.07 SUBMISSION OF INSURANCE POLICIES AND TITLE DOCUMENTS (36.4323)

a. The servicer must submit all required documents to VA’s property management contractor within 60 days of loan termination in most jurisdictions. In some cases, due to redemption periods, confirmation hearings after sales, and/or delays in recorders’ offices, other timeframes after the sale may apply. A list of required title documents, property management contact information, and allowable timeframes can be located at: <http://www.benefits.va.gov/HOMELOANS/servicers_valeri.asp?expandable=0&subexpandable=4>.

b. If the title is not approved, VA’s Contract Assurance – Property Management section notifies the servicer and VA-assigned loan technician. Custody of the property is returned to the servicer and a Bill of Collection (BOC) is issued to recover acquisition funds and any other additional costs. For detailed information on returns of custody and BOCs, please refer to Chapter 11, Return of Custody, and Chapter 17, Bills of Collection, of this Manual.