

Seller Guide Update



SEL-2026-033: Multiple Topics

September 30, 2026

- ☒ Correspondent Lending
- ☒ Housing Finance Agency (HFA)

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The following topics are included in this update:

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Summary



U.S. Bank Correspondent Seller and HFA Lending Guides

The items listed above have recently been updated in the Correspondent Seller and HFA Lending Guides, specific to Loan Delivery, Underwriting and Credit Policy.

- Unless notated within each section as Correspondent only policy or based on product availability such as Portfolio products available only in Correspondent, these updates are applicable to both our Correspondent and HFA lenders.
- The respective sections of the Correspondent Seller and HFA Lending Guides are included in each section. This communication serves to announce changes and updates including an effective date.
- Always review the U.S. Bank Correspondent Seller and HFA Lending Guides for the most current policy.
- Guidelines are updated with the information in this communication and should always be utilized as the source of truth.
- As a reminder, U.S. Bank publishes a monthly summary of all Correspondent and HFA communications published for the previous month. This summary is intended to assist you in making sure your organization received and read all U.S. Bank communications published during the prior month. All documents are published in our Correspondent and HFA Communications libraries in Section 1000 of AllRegs:
 - 1010: Bulletins
 - 1011: Seller Guide Updates
 - 1012: Best Practices
 - 1013: Pricing Flashes

Underwriting, Delivery, and Product Grids

For overall ease of use, we have enhanced our communications to include underwriting and delivery method checkboxes to each section when applicable.

You'll also find grids that outline the applicable products.

Effective Date

Immediately unless otherwise noted within each section.



This document is not a Consumer Credit Advertisement and is intended for Correspondent/HFA use only. This information is provided to assist Correspondents/HFA and is not a consumer credit advertisement as defined by Regulation Z. Loan approval is subject to credit approval and program guidelines. Not all loan programs are available in all states for all amounts. Interest rates and program terms are subject to change without notice. Mortgage and Home Equity products are offered by U.S. Bank National Association. Deposit Products offered by U.S. Bank National Association. Member FDIC. ©2026 U.S. Bank. CR-68556445

Employment Related Assets/Accumulated as Income

Underwriting/Delivery	
X	Corr. Delegated
X	Corr. Non-Delegated
X	Corr. EZD
X	Corr. Mandatory
X	HFA Delegated
X	HFA Non-Delegated
Products	
X	Conv. (Freddie)
X	Conv. (Fannie)
	Conv. (Portfolio)
	FHA
	VA
	Rural Development

Freddie Mac announced in Bulletin 2026-10 updates to their accumulated assets as income policy. U.S. Bank will adopt the following policy for all Conventional Agency loans:

Mortgage Eligibility Requirements

The retirement assets may only be used to qualify the Borrower if the Mortgage meets all of the following requirements:

- The Mortgage is secured by a 1- or 2-unit Primary Residence or a second home
- The Mortgage is either a purchase transaction Mortgage, "no cash-out" refinance Mortgage
- The Mortgage has a maximum loan-to-value (LTV)/total LTV (TLTV)/Home Equity Line of Credit (HELOC) TLTV (HTLTV) ratio is (regardless of the amount of asset used)
 - 70% LTV/TLTV if the owner(s) of the asset(s) have unrestricted access (not subject to penalties and taxes) which generally occurs at 59 ½ or when documented through the Summary Plan Description (SPD). If the asset is jointly owned, all owners must be a borrower on the loan and have unrestricted access (not subject to penalties and taxes), or
 - 80% LTV/TLTV if the owner of the asset(s) being used to qualify is at least 62 years old at the time of closing. If the asset is jointly owned, all owners must be a borrower on the loan and the borrower using the income to qualify must be at least 62 years old at the time of closing.

The IFI Code H31 must be entered regardless of investor.

Minimum Net Eligible Asset Value

The net eligible retirement asset amount calculated must be at least \$30,000.

Asset Calculation Method for Establishing the DTI Ratio

Asset calculation method	
Step	Requirement
Step 1	Determine the total eligible documented asset amount from retirement assets. Refer to Retirement assets for additional information.
Step 2	Subtract all of the following from the total eligible documented assets: • Any funds required to be paid by the Borrower to complete the transaction (e.g., Down Payment, Closing Costs) • Borrower required reserves • Any gift funds • Any borrowed funds • Any portion of assets pledged as collateral for a loan or otherwise encumbered Net eligible assets: The resulting figure is the "net eligible assets." "Net eligible assets" must be at least \$30,000.
Step 3	Divide the "net eligible assets" by the greater of 180 or the Applicable Term of the Loan in Months. Qualifying amount: The resulting figure is the "qualifying amount" used as Borrower's income.

Retirement Income Requirements

Retirement income may be considered qualifying income if the borrower can evidence the type of retirement income (e.g., Social Security, pension, annuity), source, amount, and consistent receipt. If any retirement income, such as employer pensions or 401(k)'s, will cease within the first full three (3) years of the mortgage loan, such income may not be used in qualifying.

Effective income for borrowers planning to retire during the first three (3) year period must include the amount of:

- Documented retirement benefits;
- Social Security payments; or
- Other payments expected to be received in retirement

Asset Eligibility and Documentation Requirements

The following table contains eligibility, documentation and calculation requirements for retirement assets:

Retirement assets	
Topic	Requirements
Asset eligibility	- The following requirements related to ownership and accessibility must be met: - The retirement assets must be in a retirement account recognized by the Internal Revenue Service (IRS) (e.g., 401(k), Individual Retirement Account (IRA)) - Borrower must be the sole owner - The asset must not currently be used as a source of income by the Borrower - As of the Note Date, the Borrower must have access to withdraw the funds in their entirety, less any portion pledged as collateral for a loan or otherwise encumbered, without being subject to a penalty or an additional early distribution tax - The Borrower's rights to the funds in the account must be fully vested - Cryptocurrency may not be considered in the calculation of net eligible assets for determining the qualifying amount used as Borrower's income.
Documentation	Streamlined Accept and Standard Documentation: - Most recent retirement asset account statement - Documentation evidencing asset eligibility requirements are met

Depository Accounts

Depository Accounts (e.g., checking, savings, money market, certificate of deposit (CD)) regardless of the source of funds are not allowed.

Securities

Use of Non-Retirement Assets, including securities that are traded on an exchange or marketplace, generally available to the public, are not allowed. Examples include but are not limited to:

- Stocks
- Vested stock options
- Bonds
- Mutual funds
- U.S. government securities
- Other securities

Delegated Sellers/Lenders

Delegated Sellers/Lenders should review:

- Freddie Mac [Bulletin 2026-10](#) and become familiar with the accumulated assets as income requirements. These requirements apply to loans purchased by U.S. Bank on or after December 1, 2026, however they can be implemented sooner.
- Fannie Mae refer to [B3-3.4-01, General Requirements for Other Sources of Income](#) for requirements.

Delegated Sellers/Lenders should continue to apply their own interpretation of the guidelines.

Guideline Location in AllRegs

[713.7 Agency – Effective Income](#)
[Agency Overlay and Clarification Matrix](#)

Please contact a Sales Manager or Underwriting Credit Manager with questions.

USDA Guaranteed Rural Housing Funding Update

Underwriting/Delivery	
X	Corr. Delegated
X	Corr. Non-Delegated
	Corr. EZD
X	Corr. Mandatory
X	HFA Delegated
X	HFA Non-Delegated
Products	
	Conv. (Freddie)
	Conv. (Fannie)
	Conv. (Portfolio)
	FHA
	VA
X	Rural Development

[As announced by USDA](#), at the beginning of Fiscal Year 2027 (FY 2027), which will begin October 1, 2026, funding for USDA's Single Family Housing Guaranteed Loan Program (SFHGLP) will not be available for a temporary time period.

Temporary Lapse of Funding

During the temporary lapse of funding, Rural Development will issue Conditional Commitments (Form RD 3555-18/18E) "subject to the availability of commitment authority" for purchase and refinance transactions.

U.S. Bank will continue to purchase USDA Rural Housing loans during the temporary lapse with Conditional Commitments "subject to the availability of commitment authority" for purchase and refinance transactions.

Final Documents - Final Conditional Commitment and Loan Note Guaranty

Lenders will be required to provide U.S. Bank the **final Conditional Commitment (RD 3555-18/18E)** and the **Loan Note Guaranty** once they are received from USDA as post closing documentation requirements. As referenced in the **Correspondent Seller and HFA Division Lending Guides (900: Delivery and Funding > M. Final Documentation)**, lenders are required to provide original loan documents for each loan purchased by U.S. Bank within 90 days from date of purchase.

Loans without a Conditional Commitment are not eligible for purchase.

Questions



Correspondent: Please contact your Account Executive or the Client Support Area at 800.200.5881, option 1.

HFA: Please contact the Housing Finance Agency Hotline at 800.562.5165, option 1 for the HFA Customer Care Team.