



**Buyer Select Program:
Alaska, Oregon, Washington
Closing Agent (Escrow Company) Q&A**

- 1. How soon will the escrow company receive the ratified contract and Earnest Money Deposit (EMD)?**
The original ratified contract and EMD check will be sent within 48 hours of ratification. BLB Resources will forward the ratified contract and the Local Listing Broker (LLB) assigned to the property will forward the EMD check.
- 2. Who does escrow contact if the EMD is not received?**
Please contact the LLB assigned to the property, since the LLB should be holding the EMD and is responsible for forwarding it to escrow upon contract ratification. The LLB's contact information may be found on the "Closing Agent Instructions" cover sheet of the ratified contract. Please contact our Customer Service Department if you need assistance locating this information.
- 3. How much time does escrow have to open a file and order escrow instructions/preliminary title report?**
Escrow has 7-10 days to email the Seller's escrow instructions and a copy of preliminary title report to 6Sopeningpackages@blbresources.com. Please note that this email address is **not monitored** and is to be used **ONLY** for submitting documentation to BLB Resources to be uploaded in HUD's P260 system. Questions should not be sent to this email address as you will not receive a reply. Please also call us after the prelim title report is submitted if there's an issue with title, such as HUD not in title, or notice of pendency, etc.
- 4. How do I order HOA documentation?**
HOA CCR'S are considered third party fees via the Field Service Manager (FSM). However, escrow will need to contact the HOA right after opening of escrow to request HOA demands. Once escrow receives demands /invoices are to be submitted to 6Sdemands@blbresources.com.
- 5. What if the preliminary title report shows liens or any other outstanding items?**
Escrow is to send a copy of the preliminary title report and a brief description of the issue to CE-Title@blbresources.com. BLB Resources will help to expedite the clearing of title. This is to be completed upon escrow obtaining title report. This may delay transaction if not addressed in a timely manner.
- 6. How does escrow process a contract modification?**
After the contract has been ratified, the buyer may make changes such as adding or removing purchasers, or changing the financing type within a timely manner. No changes to sales price/closing cost, or commission are allowed. Email the change request form to 6SAddendas@blbresources.com. Please use the appropriate form for each change.
- 7. Where can I find the BLB Resources forms?**
The appropriate form must be completed, and are located on the Forms page for the corresponding state on our website, www.blbresources.com. Directions on how to complete and submit the forms may be found at the top of each form.
- 8. How does escrow process demands/invoices to be paid?**
Escrow is to obtain all outstanding demands / invoices such as utilities, HOA, title liens. Once obtained, escrow is to email to: 6SDemands@blbresources.com. Please ensure all appropriate back up documentation is attached (i.e., invoice/demands for payments).
- 9. Is the \$100.00 down payment program still available?**
No, that program was discontinued in the M&M 3.5 Contract in our contract areas. However, please note that if a GNND purchaser qualifies for and uses any FHA-insured mortgage program [i.e., 203(b),



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203(b) repair escrow, or 203(k) financing], the down payment is only \$100, and closing costs and pre-paid expenses may be financed.

10. What is the HUD policy on city inspections?

HUD will not consent to city inspections (based on Federal Sovereignty doctrine). However, the buyer is free to bring in whomever they choose as part of their due diligence. The buyer will be responsible for any costs and damage, and any city inspector findings will not be repaired by HUD prior to closing escrow. The property will be sold as-is, and the buyer will be required to enter into a post-closing rehabilitation agreement with the city.

11. What if a state or county requires well and/or septic inspections?

HUD will open a work order via the FSM, who will provide the certification.

12. What is the time frame and cost of extensions?

Extension requests and fees must be submitted by the selling agent/buyer to BLB Resources at least 5 calendar days prior to the expiration of the sales contract. The selling agent/buyer must send all extension fees via overnight mail to:

BLB Resources, Inc.
Attn: Accounting/Lockbox
16845 Von Karman Ave., Suite 100
Irvine, CA 92606

Extensions are only granted in 15 calendar day increments. Any unused extension fees will be prorated to the purchaser at close of escrow.

Checks for extension fees must be made payable to HUD, in the form of a cashier’s check or U.S. Postal Money Order ONLY, in the amount specified below according to the purchase price of the property:

| Gross Sales Price | Fee Per Day | Extension Fee |
|----------------------|-------------|---------------|
| \$24,999 or less | \$10 | \$150 |
| \$25,000 to \$49,999 | \$15 | \$225 |
| \$50,000 or more | \$25 | \$375 |

13. If an extension is necessary, will BLB Resources waive the fee?

The extension fee is required to be submitted with **all** extension requests. BLB Resources will review the request to determine if the fee may be waived. If the fee is waived, it will be refunded to the buyer at close of escrow.

14. How long does it take for the Seller’s deed package to be reviewed and approved?

Please allow up to 48 hours for BLB Resources to review and approve the deed package.

15. For how many days are seller-signed Special Warranty Deeds valid?

Seller-executed Special Warranty deeds must be recorded within 5 business days of seller execution date. If transaction is not closed within 5 business days, escrow must submit a request for a **one** day only extension via email to 6sclosingspackages@blbresources.com or a new warranty deed must be submitted for execution.



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16. What happens after BLB Resources has been notified of recording?

BLB Resources will notify the FSM to stop all FSM vendors' services. Also, all payments will be stopped as of recording date/closing date.

17. How soon does escrow have to notify BLB Resources of the recording?

Daily at the end of business day to: 6SRecordings@blbresources.com.

18. How much time does escrow have to submit the final deed package to BLB Resources?

The final deed package must be emailed to 6SRecordings@blbresources.com within 24 hours. BLB Resources will reconcile the case and upload it to HUD's P260 system.

19. How much time does escrow have to send sales proceeds wire to HUD?

Sales proceed wire must be sent to HUD same day as recording, or no later than one business day after recording.

20. How does escrow process a cancellation?

In the event a buyer wishes to cancel a contract after ratification, they will submit a signed BLB Resources Cancellation Request form to the appropriate BLB Resources office for processing. In addition to the Cancellation Request form, the buyer must submit additional documentation describing the reason for cancellation. After review of the additional documentation, the BLB Resources' Closing Department will determine whether the case qualifies for a refund of the EMD. If no documentation is submitted with the Cancellation Request form, the EMD will be automatically forfeited. Please send all cancellation requests to: 6SCancellations@blbresources.com. Refer to **HUD Forfeiture and Extension Policy**, included in Ratification contract package

21. How long will it take for a cancellation to be processed?

Upon receipt of a cancellation request and all proper documentation, BLB Resources will process the request in 2 business days. Escrow will be advised as to the forfeiture or refund of the buyer's EMD.

22. What if the buyer decides they want to switch to a different closing agent after they have already selected one?

Buyer will **not** be able to change closing agents once they have selected one.

23. If a contract is reinstated, do we stay with the original closing agent, or is a new closing agent required?

All terms and conditions of contract including closing agents will remain the same.

Note: Contract reinstatements are strictly at the seller's discretion.

24. How does escrow handle credits to the buyer on the HUD-1/CD (Closing Disclosure)?

Escrow will receive approval from BLB Resources if a credit will be granted.

25. Will HUD complete the termite inspection/clearance?

Termite inspections will only be provided if FHA insured financing is being used. This includes 203b, 203b repair escrow, and 203k financing types. Only active infestation will be treated. If the purchaser is paying cash or obtaining non-FHA insured financing (conventional, VA, Rural Development, etc.), a termite inspection will **NOT** be provided.



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26. If a termite inspection is required, can the buyer close without it, or include it in the escrow holdback?

No, if a termite inspection/clearance is required, it must be completed prior to close of escrow. This cannot be included in the escrow holdback. There will be no exceptions.

27. For how long is a termite inspection and/or clearance good?

A Clear Termite Inspection report is good for 90 days as of the date of inspection. BLB Resources will order updated termite inspection if expired. Updated reports may take up to 7-10 business days to complete. **Note:** If the lender does **not** require an updated report, a notification must be sent to 6SInspections@blbresources.com. This notification must come from the lender only. **Termite clearances** are good for one year from the date of completion.

28. Will HUD provide a Lead Based Paint (LBP) Inspection for homes built prior to 1978?

LBP inspections will only be provided if FHA insured financing is being used. This includes 203b, 203b repair escrow, and 203k financing types. If the purchaser is paying cash or obtaining non-FHA insured financing (conventional, VA, Rural Development, etc.), a LBP inspection will **NOT** be provided.

29. If the inspection reveals LBP that needs to be stabilized, will HUD pay for the stabilization?

HUD will pay for the LBP stabilization and clearance, not to exceed \$4,000.

30. How do we proceed if the stabilization cost exceeds \$4,000?

The buyer has three options:

- Cancel the transaction and receive a full EMD refund, or
- Proceed with 203k financing and include the stabilization costs in the rehab costs. If the buyer is using 203b or 203b repair escrow financing, the buyer will need to submit a Request to Change Financing Type to 203k financing. Please note that if purchaser is using 203k financing and stabilization costs exceed \$4,000, HUD will credit **up to** \$4,000 to the buyer at closing, or
- Change financing into a non- issued financing. No credit will be given.

31. If an LBP inspection/clearance is required, can the buyer close without it, or include it in the escrow holdback?

No, if an LBP inspection/clearance is required, it must be completed prior to close of escrow. This cannot be included in the escrow holdback. There will be no exceptions.

32. For how long are LBP inspections and clearance good for?

Inspections and clearances are good for 90 days.

33. Are HUD homes sold AS-IS?

HUD Homes are sold in "As-Is" condition, and without warranty. BLB Resources and HUD make no representation or warranties, expressed or implied, concerning the condition of the property, and will not make repairs to the property. Since the new owner will be responsible for making any needed repairs, HUD strongly urges every potential homebuyer to get a professional inspection. Purchasers have 15 days from the date the contract is accepted by HUD (ratified) to conduct an inspection. All inspections, tests, and risk assessments are performed at the purchaser's expense.

34. Can a buyer make repairs or occupy the property prior to close of escrow?

The following activities are **strictly prohibited and will be grounds for cancellation of an accepted bid/contract, including forfeiture of the earnest deposit in favor of the Seller:**

- Any work performed on the property prior to close of escrow except for those repairs to be performed by Seller, as expressly provided for in the applicable Purchase Agreement, and only if



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approved in writing in advance by BLB Resources. At a minimum, this includes all repairs, improvements, lock changes, and landscape modifications, including such activity as planting trees or plants.

- Depositing personal property in the home, yard, garage, or anywhere on the property prior to close of escrow.
- Parking vehicles in the driveway, garage, or anywhere on the property prior to close of escrow.
- Under no circumstances may buyers occupy the property prior to closing of escrow and notification of the deed recording.

35. Where should EMD forfeitures, extensions, and overpayments be mailed?

BLB Resources, Inc.
Attn: Accounting/Lockbox
16845 Von Karman Ave., Suite 100
Irvine, CA 92606

36. How should EMD forfeitures, extensions, and overpayments checks be made payable?

Checks must be made payable to one of the following:

- U.S. Department of Housing and Urban Development
- Department of HUD
- HUD

Please note, any checks **NOT** made payable to the U.S. Department of Housing and Urban Development (or the variations mentioned above) will be returned.

37. What information should be listed on the check stub?

Please include **all** of the following information for each check:

- Description for check (e.g., EMD forfeiture, extension, utilities, HOA refund, escheat, taxes, etc.)
- Buyer's last name(s)
- Full property address (address, city, state, zip code)
- FHA Case Number
- Explanation whether the amount is a base amount only or base plus penalties, interest, and fees (required for taxes only)

38. Will the buyer have the option to use the previous HUD Designated Closing Agent as their selected escrow company?

Yes, however please note that **HUD will no longer automatically pay the escrow fee**. If the buyer requests closing costs on Line 5 of the contract at bid submission, the escrow fee may be paid if there are sufficient funds remaining.

39. Will LLBs be allowed to refer buyers to escrow companies?

The LLBs will **only** be allowed to refer buyers to escrow companies if the LLB is acting as a dual agent (representing the buyer as the selling agent in addition to being the LLB). Please note that under no circumstances may the LLB refer buyers or agents to escrow companies, title companies, and/or lenders with which they are affiliated.

40. Who do we contact if we have additional questions regarding escrow process, policy, and requirements?

Please call our office at (949) 261-9155 and ask for the 6S (WA, AK, OR) closing team. You may also email 6s-status@blbresources.com. Please also pay attention to our emails regarding HUD procedures, policy, and requirements throughout the transaction.