



GMFS Partnering W/National Homebuyer's Fund (NHF): Down Payment Assistance (DPA) Program



NHF: Who Are We & What We Do

National Homebuyers Fund (NHF):

- ❑ NHF is a Non-Profit Public Benefit Corporation
- ❑ NHF is also an Instrumentality of Government under IRS Code Section 115

Accomplishments:

- ❑ Helped Finance more than 45,500 Home Purchases
- ❑ These Purchases Totaled more than \$7.6 Billion
- ❑ Provided over \$400 Million in Down Payment Assistance

Committed to Responsible Homeownership

DPA: Myths Around DPA

Dispelling Myths Around DPA Program:

1. Program is Limited to Certain Areas
2. Only Available to First-Time Homebuyers
3. Must Be Low-Income to Qualify
4. Cannot Use/Have Own Funds in Transaction
5. Exceptional Credit Required
6. Difficult to Qualify Borrower
7. Cannot Make any Money on Transaction
8. Takes Longer to Close



DPA Program: Overview

FHA: 100% CLTV Financing

- FHA 1st Lien = 96.5% LTV
- DPA 2nd Lien = 3.5% of the Purchase Price or Appraised Value (lesser of)
- Funds Can Be Used For Down Payment
- Funds Can Be Used for Closing Costs

Available for GMFS Retail or Broker Clients



100% CLTV Financing

Borrower: Eligibility



➤ Guidelines: Minimal Overlays

- 600 Minimum FICO Score Per Borrower
- DU Approval Required: No Max DTI*
 - *No Manual Underwrites*
- No First-Time Homebuyer Requirement
- Homebuyer Education Required
 - Fannie Mae's HomeView Course is free
 - <https://www.fanniemae.com/education>
- Non-Occupant Co-Borrowers Allowed
- Follow Agency Guidelines for UW

➤ Loan Limits: Follow FHA Guides

- Maximum Loan Amount = \$726,200 or
- Maximum HUD County Limit
 - You Can Exceed County Loan Limits by the Amount of UPMIP and the 2nd Lien

➤ Owner Occ. Only: Elig. Properties

- Single Family Residences: 1 Units
- Duplexes: 2 Units
- PUDs
- Townhouses
- Condos: Agency Approved /No Litigation

*Price add on for DTI>50

Option 1:

2nd Lien: Rate & Payment Details



0.00% Interest Rate = 0%

\$0.00 No Payments for
Life of Loan

- Payments are Deferred
- No Interest Accrues
- Loan is forgivable after 10 years; must still be owner occupied
- Payable Upon Sale, Refinance, or Pay-Off (if prior to 10 years)
- Cannot Be Subordinated
- 3.5% of Sales Price or Appraised Value

360 30 Year Amortization



Option 2:

2nd Lien: Rate & Payment Details



Interest Rate = 1st note rate
plus 2%

Payments are not
deferred

- Payments are not Deferred
- 10 year term; 10 year amortized
- Payable Upon Sale, Refinance, or Pay-Off (if prior to 10 years)
- Cannot Be Subordinated
- 3.5% of Sales Price or Appraised Value

10 Year Amortization



DPA: Program Fees



➤ Closing Costs Allowed:

- Any Normal and Customary Fees are Allowed
 - Fees: Appraisal, Credit Reporting, Survey, Title Insurance, etc.
- Must be Charged in Accordance with Agency Policies
- No Lender fees can be Charged on 2nd Lien
 - Exception: Title or Escrow Fees

➤ Origination Fee OR Discount Points up to 2.00%

Additional Fee on 1st of \$395.00 DPA Admin Fee

Why Use DPA: Top Reasons

- 100% CLTV Financing up to \$726,200
- 0% 2nd lien for up to 30 years
- Or “plus 2%” 2nd lien for 10 years at better pricing

- No Extra State Agency Underwrite
- Close DPA Loans as Fast as Other Loans
- Funds Never Deplete or Run Out

- Minimal Overlays: 600 FICO
- DU Approval and No Max on Ratios
- Underwrite to Agency Guidelines

- Available in all GMFS States
- White label the program to fit your needs

Questions?

Thank You!

