

Welcome!

**UNLOCKING DOORS
TO MORE BUSINESS:
A HYBRID EVENT**

Tuesday, June 21, 2022

Colony West Golf Club

+ Streaming via 



UNLOCKING DOORS TO MORE BUSINESS
MEETING AGENDA

Tuesday, June 21, 2022 | Colony West Golf Club: 6850 NW 88th Ave, Tamarac, FL 33321

9:00 AM – 9:30 AM

Registration

9:30 AM – 9:35 AM

Welcome & Introductions

Chester Bishop, Housing Foundation of America, Inc.
Michelle Gomez, Mayor of Tamarac

9:35 AM – 10:35 AM

Freddie Mac Presentation

Nadja Vital, Freddie Mac

10:35 AM – 10:45 AM

Break & Event Raffle

10:45 AM – 10:55 AM

Affordable Loan Products

Cathy Albamonte, Truist

10:55 AM - 11:30 PM

Down Payment Assistance

11:30 PM – 12:00 PM

Brown Bag Panel + Lunch

Lunch is served.

In Partnership with:



FreddieMac
We make home possible

TRUIST 



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JEREMY MONTANTI

Executive Director



Housing Foundation
of America, Inc.



Jeremy Montanti, is the Executive Director for Housing Foundation of America, Inc. Over the last 20 years, Jeremy has successfully managed multiple nonprofits organizations dealing with consumers personal finances, budgeting, debt management, and housing counseling. Jeremy is currently on the Board for Palm Beach County Affordable Housing Collaborative and volunteers his time to the Broward Housing & Community Development Task Force. He is recognized in the South Florida Tri-County area as serving the needs of the community while actively involved with professionals as it pertains to all aspects of homeownership.

NADJA VITAL

Single-Family Affordable Lending Manager



Nadja Vital is the affordable lending manager in the Single-Family Client and Community Engagement division. The Affordable Lending and Access to Credit team is committed to ensuring that Freddie Mac has the offerings to support responsible lending and provide sustainable homeownership, and to improve access to credit for all borrowers.

Ms. Vital supports the sales and lending partners to develop and execute Seller plans for meeting affordable lending, community outreach and CRA goals. She analyzes market data to identify trends/opportunities and develops strategic direction from market information.

A veteran of more than 20 years in the mortgage industry, she joined Freddie Mac in 2015 and has held leadership positions in production and sourcing areas, including multicultural and low- to moderate-income segments.

BROWN BAG RECAP



RAFFLE



CATHERINE ALBAMONTE

Mortgage Specialist



Catherine Albamonte is a mortgage specialist for Truist. Albamonte started at Truist in 2010 and has given over a decade of service to our community since. She has been a trailblazing leader for affordable housing and has helped Housing Foundation of America accomplish many goals: In 2016 HFA recognized Albamonte as a Top Producer 2016. She joined the Housing Foundation of America Board of Directors in 2019. Housing Foundation of America will strive to continue working hard and is looking forward to having many more years of success with Cathy/Truist.

Affordable Mortgage Solutions

Catherine Albamonte

Community Mortgage Specialist



Purpose

Inspire and build better lives and communities

Mission

Clients

Provide distinctive, secure and successful client experiences through touch and technology.

Teammates

Create an inclusive and energizing environment that empowers teammates to learn, grow and have meaningful careers.

Stakeholders

Optimize long-term value for stakeholders through safe, sound and ethical practices.

Values



Trustworthy

We serve with integrity.



Caring

Everyone and every moment matters.



One Team

Together, we can accomplish anything.



Success

When our clients win, we all win.



Happiness

Positive energy changes lives.

Builder Affordable Housing Program

- Available with FHA, VA, Agency and Portfolio mortgage products
- Up to 1.5% lender credit towards closing costs
- Can be used to reduce interest rate instead of closing costs
- Eligible on all new construction properties located in an LMI Census Tract
- Property location must be verified CRA eligible prior to offering to client



Making memories in your new home.
That's your first priority.

Move closer to your housewarming party when you save with Truist and build with Neighborhood Housing and Development in Bella Meadows.

Owning your own home is one of life's ultimate achievements. And building your own home is extra special. At Truist, we're here to help bring your dreams to life while saving you some cash along the way.

We're offering you a 1.5% credit toward your closing costs,¹ meaning more of your cash stays in your pocket.

Sound good? It gets better. With our expertise and lots of affordable loan options to choose from, we'll work hard to pair you with the right mortgage plan that fits your lifestyle and your budget. From preapproval² to closing, we answer every question along the way—because the more you know, the more confident you'll feel.

Let's discuss your homeownership goals and how I can help you achieve them.

Your clients are eligible for a credit of 1.5% of their Truist mortgage loan amount that's payable toward closing costs¹—reducing the cash they'll need to close on their home.

For example:

- On a \$150,000 mortgage, the credit will be \$2,250
- On a \$200,000 mortgage, the credit will be \$3,000

Community Homeownership Incentive Program-CHIP

Realize your homeownership dream.

Community Homeownership Incentive Program (CHIP)

The money you need to buy a home may be less than you think. Our CHIP loan is structured to address homeownership challenges like down payment funds, closing costs, and income requirements.

CHIP requirements	
Financing available ¹	Up to 97%
Maximum income	No maximum income if the home is located within a low or moderate income (LMI) census tract. For homes located outside a LMI census tract, qualifying income must be less than or equal to 80% of FFIEC Area Median Income (AMI) limits.
Maximum loan amount	Eligible up to the maximum conforming loan limits. Contact your mortgage loan officer for details.
Mortgage insurance	Not required
Down payment/closing costs	Minimum \$500 of client's funds. Qualified gifts, grants, government loans, or down payment assistance programs.
Home inspection	Not required (but recommended)
Home buyer education	Required
Escrow for taxes and insurance	Required
Seller contribution	Up to 6%

Homeownership may be possible.
Let's talk about how we can help.

- 3% down no mortgage insurance
- 620 FICO
- \$500 minimum borrower investment
- Qualified Gifts, Grants or DPA allowed
- 43% debt to income ratio
- No income limit if property is CRA eligible
- Up to 6% seller contributions
- Homebuyer education required
- Eligible throughout Truist footprint

Community Homeownership Incentive Program-CHIP100

Realize your homeownership dream.

Community Homeownership Incentive Program (CHIP100)

The money you need to buy a home may be less than you think. Our CHIP loan is structured to address homeownership challenges like down payment funds, closing costs, and income requirements.

CHIP requirements ¹	
Financing available in limited geographic locations. Ask your loan officer for details on market availability. Markets are subject to change without notice at any time.	Up to 100%
Maximum income	No maximum income if the home is located within a low- or moderate-income (LMI) census tract. For homes located outside a LMI census tract, qualifying income must be less than or equal to 80% of FFIEC Area Median Income (AMI) limits.
Maximum loan amount	Eligible up to the maximum conforming loan limits. Contact your mortgage loan officer for details.
Mortgage insurance	Not required
Down payment/closing costs	Qualified gifts, grants, and loans. Minimum \$500 of client's funds.
Home inspection	Not required (but recommended)
Home buyer education	Required
Escrow for taxes and insurance	Required
Seller Contribution	Up to 6%

Homeownership may be possible.
Let's talk about how we can help.

- Available in limited geographic locations
- 100% Financing to \$647,200
- 660 FICO Score
- 43% debt to income ratio
- No income limit if property is CRA eligible
- 6% seller contribution limit
- Homebuyer education required

CHIP100 Eligible Markets

LTVs 97.01% - 100%

- 100% financing under the CHIP program is eligible within the following Targeted Metropolitan Statistical Areas (MSAs):
 - Alabama
 - Huntsville, AL MSA
 - District of Columbia (Washington, D.C.)
 - Washington-Arlington-Alexandria, DC-VA-MD-WV MSA
 - Florida
 - Jacksonville, FL MSA
 - Miami-Miami Beach-Kendall, FL MSA
 - Orlando-Kissimmee-Sanford, FL MSA
 - Tampa-St. Petersburg-Clearwater, FL MSA
 - Georgia
 - Atlanta-Sandy Springs – Alpharetta, GA MSA
 - North Carolina
 - Charlotte-Concord-Gastonia, NC-SC MSA
 - Durham, NC MSA
 - Greensboro-High Point, NC MSA
 - NC Non-MSA
 - Raleigh-Cary, NC MSA

LTVs 97.01% - 100%

- Virginia Beach-Norfolk-Newport News, VA-NC MSA
- Winston-Salem, NC MSA
- Maryland
 - Baltimore-Columbia-Towson, MD MSA
 - Washington-Arlington-Alexandria, DC-VA-MD-WV MSA
- South Carolina
 - Charlotte-Concord-Gastonia, NC-SC MSA
- Tennessee
 - Knoxville, TN MSA
- Virginia
 - Richmond, VA MSA
 - Virginia Beach-Norfolk-Newport News, VA-NC MSA
 - Washington-Arlington-Alexandria, DC-VA-MD-WV MSA
- West Virginia
 - Washington-Arlington-Alexandria, DC-VA-MD-WV MSA

Truist Note: Manufactured Housing is ineligible for LTVs greater than 97%.

Truist Grant

- Up to \$7,500 towards closing costs, pre-pays or **down payment**
- No repayment of grant it's totally forgiven at closing
- Can reserve Grant funds for up to 120 days
- Cannot be combined with Builder Affordable Program or CHIP, client receives best product/offer available.
- Only used with Home Ready® mortgage
- 80% area median income limit



A new home may be within reach.

Get a grant of up to \$7500 toward the purchase of a primary residence.

Qualified buyers may be able to purchase a new home in targeted markets, with help from our Grant Program.

Requirements:

- Buyers must purchase a one-unit primary residence within a county on the Grant Targeted Markets list (see back page).
- The grant may be awarded for up to 3% of the home sales price or the home's appraised value, whichever is less. The grant will not exceed \$7,500.
- The individual receiving the grant is not required to be a first-time homebuyer.¹
- Funds may be used toward the home's down payment, closing costs, or "pre-pays" (up-front cash payments for things like daily interest accrued between the closing date and the first payment).
- The funds must be used within 120 days of approval.
- The grant may not be paired with any other Truist incentives or promotions.
- The grant is for use only with HomeReady® mortgage.²
- This is not a loan. Buyers do not need to repay this grant money.
- Certain income restrictions apply.³
- Current market minimum and maximum loan amounts apply—consult with a loan officer to learn more.

Homeownership may be possible.

Let's talk about how we can help.

Grant Targeted Markets

Grant Targeted Markets

Durham-Chapel Hill, NC MSA

Chatham, Durham, Granville, Orange, and Person

Greensboro-High Point, NC, MSA

Guilford, Randolph and Rockingham

Winston-Salem, NC, MSA

Davidson, Davie, Forsyth, Stokes and Yadkin

Miami FL, MSA

Miami-Dade

Orlando-Kissimmee-Sanford FL, MSA

Lake, Orange, Osceola, and Seminole

Tampa FL, MSA

Hernando, Hillsborough, Pasco, and Pinellas

Jacksonville FL, MSA

Baker, Clay, Duval, Nassau, and St. Johns

Atlanta-Sandy Springs-Roswell, GA, MSA

Barrow, Bartow, Butts, Carroll, Cherokee, Clayton, Cobb, Coweta, Dawson, DeKalb, Douglas, Fayette, Forsyth, Fulton, Gwinnett, Haralson, Heard, Henry, Jasper, Lamar, Meriwether, Morgan, Newton, Paulding, Pickens, Pike, Rockdale, Spalding and Walton

Baltimore-Columbia-Towson, MD, MSA

Anne Arundel, Baltimore, Baltimore City, Carroll, Harford, Howard, and Queen Anne's

NC Non-MSA

Alleghany, Avery, Bladen, Carteret, Cherokee, Chowan, Cleveland, Columbus, Dare, Duplin, Halifax, Jackson, Lee, Lenoir, McDowell, Martin, Montgomery, Moore, Pasquotank, Richmond, Robeson, Rutherford, Sampson, Scotland, Stanly, Surry, Tyrrell, Vance, Warren, Washington, Watuaga, Wilkes and Wilson

Charlotte-Concord-Gastonia, NC-SC, MSA

Anson, Cabarrus, Chester, Gaston, Iredell, Lancaster, Lincoln, Mecklenburg, Rowan, Union and York

Knoxville TN, MSA

Anderson, Blount, Campbell, Knox, Loudon, Morgan, Roane, and Union

Birmingham-Hoover, AL, MSA

Bibb, Blount, Chilton, Jefferson, St. Clair, and Shelby

Huntsville, AL, MSA

Limestone, Madison

Richmond VA, MSA

Amelia, Charles City, Chesterfield, Colonial Heights City, Dinwiddie, Goochland, Hanover, Henrico, Hopewell City, King and Queen, King William, New Kent, Petersburg City, Powhatan, Prince George, Richmond City, and Sussex

Virginia Beach-Norfolk-Newport News NC, VA, MSA

Chesapeake City, Franklin City, Gloucester, Hampton City, Isle of Wright, James City, Mathews, Newport News City, Norfolk City, Poquoson City, Portsmouth City, Southampton, Suffolk City, Virginia Beach City, Williamsburg City, and York

VA Non-MSA

Accomack, Alleghany, Bath, Bland, Buckingham, Buena Vista City, Carroll, Charlotte, Covington City, Danville City, Dickenson, Emporia City, Galax City, Grayson, Halifax, Henry, King George, Lexington City, Louisa, Martinsville City, Mecklenburg, Middlesex, Northampton, Nottoway, Orange, Page, Patrick, Pittsylvania, Prince Edward, Rockbridge, Russell, Shenandoah, Smyth, Tazewell, Westmoreland, Wise, and Wythe

Washington-Arlington-Alexandria, DC, VA, MD, WV MSA

Alexandria City, Arlington, Calvert, Charles, Clarke, Culpeper, District of Columbia, Fairfax, Fairfax City, Falls Church City, Fauquier, Fredericksburg City, Jefferson, Loudoun, Madison, Manassas City, Manassas Park City, Prince George's, Prince William, Rappahannock, Spotsylvania, Stafford, and Warren

GA Non-MSA

Appling, Baldwin, Bulloch, Candler, Chattooga, Coffee, Cook, Emanuel, Fannin, Franklin, Gilmer, Gordon, Greene, Lumpkin, Macon, Polk, Putnam, Screven, Taylor, Thomas, Tift, Toombs, Troup, Ware, and Wayne

Frederick, Gaithersburg, Rockville MD, MSA

Frederick and Montgomery

¹ If all borrowers are first-time homebuyers, at least one borrower must successfully complete an approved education program prior to closing. Speak with your loan officer about approved programs.

² HomeReady[®] is a registered trademark of Fannie Mae.

³ The borrower(s) eligible qualifying income must be less than or equal to 80% of the HUD area median income (AMI) limits.

No cash may be paid to the borrower at closing. Only one offer per mortgage application. Offer cannot be combined with any other Truist mortgage offer or benefit.

Loan must close to receive the benefit. Offer is not available to clients/borrowers originating a loan through a Truist-approved correspondent lender. Offer may change without notice. Property and, if applicable, flood insurance must be in effect on property securing the loan.

Grant funds may be taxable. Consult a qualified tax advisor to determine personal tax obligation. Grant contributions may be limited by applicable law or lender guidelines.

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Additional Down Payment Assistance

- **Federal Home Loan Bank of Atlanta**
 - \$7,500 for First Time Homebuyer
 - \$10,000 for Community Heroes
- **Florida Bond**
 - \$7,500 for First Time Homebuyer
- **Hometown Heroes coming in June**
- Up to \$25,000
- 5% of Loan Amount
- 30 year 0% 2nd mortgage
- Must be paid off when property sells or no longer is borrowers primary residence

Federal Home Loan Bank Atlanta

2021 AFFORDABLE HOUSING PROGRAM HOMEOWNERSHIP SET-ASIDE PROGRAM



	First-time Homebuyer	Community Partners	Community Rebuild and Restore
Eligible Borrowers	Funds may only be made available to a "first-time homebuyer," as such term is defined by HUD HOC reference guide chapter 3, expanded to include recovering victims of catastrophic loss or natural disasters	Current or retired law enforcement officers, educators, firefighters, health care workers, and other first responders; veterans and active-duty members of the military or their surviving spouse; and COVID-related essential workers	Homeowner must have at least 30 days current ownership by life estate, surface rights, leasehold estate, or full interest in the fee title and have ownership of the subject property at the time of the "Major Disaster Declaration" by FEMA
Maximum Subsidy	\$7,500	\$10,000	\$10,000
Borrower Minimum Contribution	\$1,000	\$1,000	\$0
Eligible Use of Funds	Down payment, closing costs, and principal reduction for the purchase or purchase/rehabilitation of an existing unit	Down payment, closing costs, and principal reduction for the purchase or purchase/rehabilitation of an existing unit	Rehabilitation of an existing owner-occupied home located in "Major Disaster Declaration" or COVID-related disaster areas as designated by FEMA. Funds can be used to correct deficiencies, resulting from the identified disaster, that impact the habitability of the property not associated with repairs covered under an insurance claim
Eligible Properties	Owner-occupied 1-4 family properties, including manufactured housing	Owner-occupied 1-4 family properties, including manufactured housing	Owner-occupied 1-4 family properties, including manufactured housing

Other eligibility requirements for AHP Homeownership Set-aside Program:

- Retention Period: 5 years for all purchase products. There is no retention period for the Community Rebuild and Restore Product
- Income eligibility: < = 80% of the county area median income or the state median family income, adjusted for family size as published by HUD, whichever is higher

- The AHP Homeownership Set-aside Program products are available within the United States and its territories through FHLBank Atlanta shareholders
- This document is not a complete description of requirements for these products.

For a comprehensive listing of requirements, refer to FHLBank Atlanta's Affordable Housing Program Implementation Plan, available on www.fhibatl.com

Builder Center of Specialization

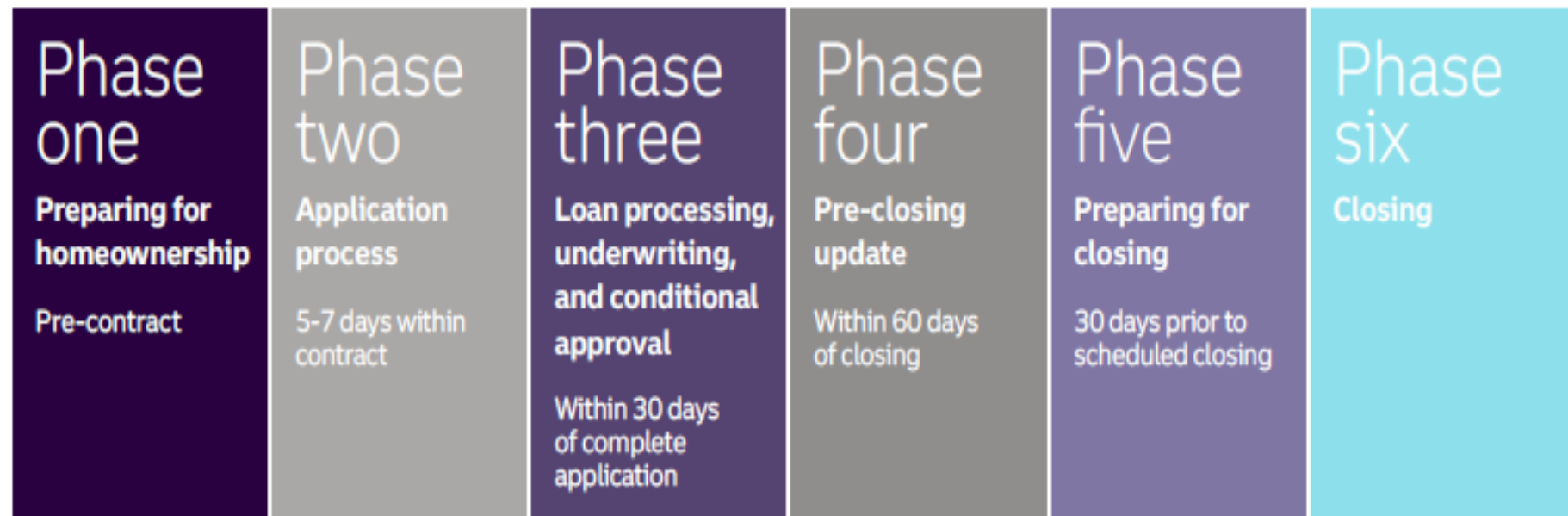
Truist Mortgage has a dedicated fulfillment center that supports only new construction, builder business is their specialty.

- ✓ Dedicated team of builder fulfillment specialists following a specific new construction process focused on builder business
- ✓ Dedicated Builder Processors, Underwriters and Closers
- ✓ Ability to close inventory homes quickly
- ✓ Process for proposed construction transactions:
 - ✓ Upfront underwriting approvals
 - ✓ Communication with buyer and builder throughout the process
 - ✓ Complete file refresh 60 days prior to closing
- ✓ Ability to issue CD and Closing Package prior to Certificate of Occupancy or Final Inspection, both can be at closing conditions

Process Built for Builders

Here's a quick glance at the mortgage process when you're building.

Helping you understand how to get from breaking ground to keys-in-hand is important. Because when you're informed and in control, you can feel confident every step of the way.



Phase four: Pre-closing update

Within 60 days of closing

Approximately 60 days prior to closing, we will be preparing the loan for final stages of approval.

At this time your loan processor will notify you of any additional documents we may need, including updates for expired documents. It is important to receive this information back within 24-48 hours.

In addition, your loan processor will be requesting your permission to order a new credit report if the original report is greater than 120 days old.

- Truist will order an appraisal to determine the value of the property. An independent Real Estate Appraiser will contact the builder, or their agent, to schedule the appraisal appointment.
- The appraiser will complete the evaluation of the property and report their opinion on the report.
- Your loan processor will request an updated revision for an updated revision.
- Your loan processor will request an updated loan decision documentation, if applicable.
- Once we receive the updated information, we will proceed for closing.

Phase five: Preparing for closing

30 days prior to scheduled closing

During this phase, your home should be completed within 30 days. You are ready to schedule your closing. Your Truist team and your title company will work together to prepare your closing documents.

- At least three business days prior to closing you will receive your **Closing Disclosure** documenting the most current terms and fees of your mortgage. This document will also tell you how much cash you'll need to close. You will need to review it for accuracy.
- Your loan officer or loan processor will contact you to review the Initial **Closing Disclosure** and discuss potential impacts should any additional terms or fees change.
- A revised **Closing Disclosure** will be issued if any changes are made to terms and fees presented in the **Closing Disclosure**. Significant changes at this stage may delay the closing.
- Truist will order a final inspection on the property to ensure your home is fully completed.
- At this phase, if your file has any outstanding documents/questions, this information will need to be provided and reviewed by the underwriter prior to closing.
- Closing documentation is finalized and you are notified whether you will need a wire transfer or a certified check for funds needed to close.



We appreciate YOU and what you do to support our community.

Thank You!

CHESTER A. BISHOP

Chairman



Housing Foundation
of America, Inc.



Chester A. Bishop is the President of Attorneys Title Partners, Inc. with locations in Palm Beach, Broward and Miami Dade Counties. He is the founder and Chairman of Housing Foundation of America, Inc. (HFA) a not-for-profit 501 (c) 3 organization that services the Tri County areas of Miami Dade, Broward the Palm Beaches and Greensboro North Carolina. HFA is one of only eight multi-state HUD approved agencies in the country. On average he has personal presented to over three thousand first time home buyers per year over the last fifteen years.

Mr. Bishop has been a positive force and an advocate in South Florida for affordable housing and for first-time home ownership. He and his firms have conducted numerous home ownership workshops and seminars on local, state and federal housing grant programs over the past twenty years. Through his leadership, thousands of homeowners have been given assistance.

Home Buyer Workshop

Financing Options for Your Customer



[This Photo](#) by Unknown Author is licensed under [CC BY-NC-ND](#)



Presented by:
Housing Foundation of America, Inc.

III. Down Payment Assistance Programs

Down Payment Assistance Programs assist first time homebuyers with offsetting the financial cost (down payment and/or closing costs) of purchasing a home. The programs may be available through State county and/or city funding. They may be available in the form of forgivable grants and low interest/zero-interest deferred loans. They usually come with restrictions.

DPA basics:

- Funding varies by states, county and/or city.
- Can be used in conjunction with most loan products (FHA, CONV, VA)
- Required completion of counseling and education with an approved housing counseling agency.
- Can be administered by designated non-profit.
- Each program has specific guidelines – household income & size.
- Must reside in the home for the duration of term given.

Household Size & Income:

- All the people who occupy a housing unit. A household includes the related family members and all the unrelated people, if any, such as lodgers, foster children, wards, or employees who share the housing unit. A person living alone in a housing unit, or a group of unrelated people sharing a housing unit such as partners or roomers, is also counted as a household.
- All income being received is counted.

The Lender

- Usually, an approved lender and loan officer.
- Usually, the loan officer can and must submit the application for the program.
- Affording Housing and 1st-Time Homebuyer Program is a specialized part of the mortgage industry. Not all lender and/or Loan Officers work with these assistance programs.

Program Websites

- Florida Housing Finance Corp. www.floridahousing.org
- Housing Foundation of America DAP: <https://www.homeapproved.org/down-payment-assistance>
- Housing Foundation of America Hometown Heroes: <https://www.homeapproved.org/Hometown-Heroes>
- Housing Foundation of America Podcast: <https://www.buzzsprout.com/1283216>
- FFIEC: <https://geomap.ffiec.gov/FFIECGeocMap/GeocodeMap1.aspx>
- Housing Counseling Agencies FL: <https://apps.hud.gov/offices/hsg/sfh/hcc/fc/index.cfm?webListAction=search&searchstate=FL&filterSvc=dfc>
- In the Miami area: https://www.miamidade.gov/global/service.page?Mduid_service=ser1532378258174440

Down Payment Assistance: What you (and your buyer) need to know.

- May be used for down payment or closing costs – Can be used for either/or any combination of the two.
- Note & Mortgage required – You WILL have to sign a note and mortgage at time of closing or each DPA source you receive money from. There S a lien place on the property by the DPA source. (note: These are NOT granting)
- DPA may be combines – It is possible to receive monies from more than one DPA program and they may be combined through ‘layering.’
- Approved loan officer required – Generally, you will not apply directly to the DPA program to receive their funds. You MUST select a loan officer from lists on the DPA website.

What your customer should do:

Be sure of the DPA you’re using.

You need to know EXACTLY WHICH DPA program is being used (i.e., general or “grouped” knowledge is NOT sufficient).

There may likely be requirements or details specific to that program.

Know your approval amount.

Know the amount of assistance being provided by the DPA program and how much you are eligible to receive.

Understand the requirements.

Know the DPA program requirements: a) Docs needed to qualify; b) How and when funds are available and sent; c) Timelines; d) income and/or residency requirements; e) Who’s eligible.

Know what you are committing to.

payments; interest charges; restrictions on sale or refinance; length of occupancy or mortgage term; loan forgiven terms or repayment requirement).

DPA compatibility and usage

If you want to use more than one DPA program (“layering”), you MUST find a lender that is approved by each program AND the loan officer MUST know each DPA program details.

Get educated and keep it handy.

Attend a 1st-Time Homebuyer Education Workshop. It is a requirement of nearly all DPA programs.

HUD certified Housing Counseling Agencies are the typical providers.

Have expectations but be flexible.

There is no “one size fits all.” Ask questions; What worked for someone else may not be best for you; Prepare yourself and keep your personal records handy.

Loan officer must be approved.

Be sure that the Loan Officer you choose is approved with the DPA program.
REMEMBER: Your lender/ loan officer submits the application for your DPA funds, not you.

Check your lender’s programs.

Some lenders have Special 1st-Time Homebuyer and/ or Affordable Housing Programs. They may provide special rates, incentives (actual “grants”) and/ OR reduced costs.

Check local municipalities.

Local municipalities receive their DPA funds annually. Amounts may change and may not be available throughout each year.

Check Fannie Mae; Freddie Mac & HUD

They often have information and programs of interest.

Check other sources.

County and state sources may also be available. Check Community Development, Community Reinvestment, or Housing Programs).



IV. Sources of Down Payment and Closing Cost Assistance

Bridging the Down Payment Gap:
Preparing for the first-time homebuyer opportunity

Combine down payment and closing cost assistance sources with sustainable mortgage solutions and build new business for first-time homebuyers

Freddie Mac can help you generate more sustainable first-time homebuyer business by offering in-depth information about down payment and closing cost assistance options available locally and statewide. When you share this information throughout your network, you’ll help more potential borrowers become homeowners and close more loans. Help your well-qualified borrowers understand and apply for state, local, and municipal assistance options to bridge down payment and closing cost gaps – creating sustainable financing for your borrowers and quality originations for your business.

BROWN BAG RECAP



RAFFLE



FINAL INSTRUCTIONS

****MUST ADHERE TO RECEIVE CE CREDIT***

Thank you for attending Unlocking Doors to More Business: A Free Hybrid Event. In order to receive the 2-Hour CEU Credit, you **MUST** provide the following materials to Housing Foundation of America, Inc. CEU certificates of completion will be emailed to you with ten business days. Kindly include the following information:

- 1.) Full Name**
 - 2.) Address**
 - 3.) Email Address**
 - 4.) Real Estate License Number**
 - 5.) Real Estate License Type (Agent/Broker)**
 - 6.) Do not forget to Sign in/Sign out**
- + Fill out our survey**

You can email the required information to Housing Foundation of America, Inc. at Danielle@HomeApproved.org

Thank You



Enjoy a complementary **Boxed Lunch**

Presented by:



Housing Counseling
Approved by HUD



DOWN PAYMENT ASSISTANCE PANEL



**CATHERINE
ALBAMONTE**
Mortgage Specialist,
Truist Bank



SUZANNE Z. WEISS
Manager,
Broward County



**CHESTER A.
BISHOP**
Chairman,
Housing Foundation
of America, Inc.