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Before We Begin

- Chat will not be monitored
- Find power point copies online here:
 - https://rivcoeda.org/First-Time-Home-Buyer-Program/Resources/Meeting-Materials
- Technical Difficulties? Don't worry we'll work w/ you.
- Hold off on any questions until the end of the training
- Must stay for the entire session
- Remember to collect and turn in required documents at the end of class... or we won't consider you here ⁽³⁾





Contact Info

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951-955-0784 3403 Tenth Street, Suite 300 Riverside, CA 92501

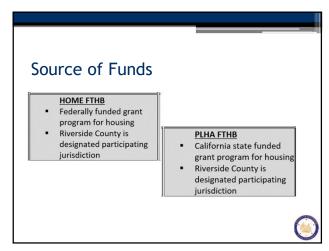


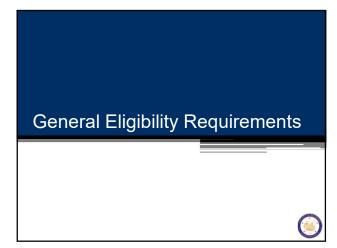
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Program Accomplishments

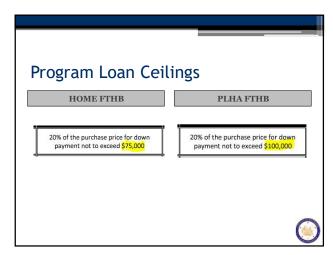
- Assisted 900 families with over \$21M in FTHB down payment assistance. (Today we are discussing these specific DPA programs.)
- Provided over \$31.1M in tax credits to 1,327 families
- Since 1994, HWS has helped 3,500 families achieve homeownership with down payment assistance, closing cost assistance, and tax credits totaling over \$98.8M

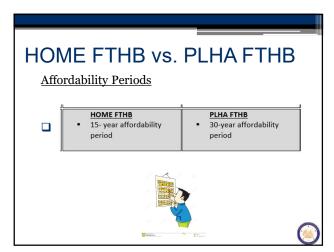






Type & Amount of Assistance Maximum of up to 20% of the purchase price for down-payment assistance (note loan amount caps) Closing cost assistance is not available at this time Minimum \$1,500 Silent 2nd mortgage * no monthly payments * 0% interest Forgiven after affordability period ends No resale restrictions or equity share component May be combined with Calhfa.









Eligible Property Types

HOME FTHB

• New or Existing

- SFR
- $\bullet \ Condo$
- Townhouse
- *Manufactured Home on a permanent foundation
 - must be brand new, never before lived in

PLHA FTHB

- New or Existing
- SFR
- Condo
- Townhouse
- *Manufactured Home on a permanent foundation
 - must be 10 yrs. or newer



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Property Home Type

- Type of home
 - Traditional, FSBO, REO, or Short Sale
 - Fixed to a permanent foundation
 - Currently seller occupied or vacant
 - Cannot have an existing tenant living in it -- unless the tenant is buying the unit they are already living in



Tenant Occupied Props



RED FLAG FOR PROPERTIES THAT WERE OR ARE TENANT OCCUPIED

TENANT OCCUPIED. (either by a renter or if a lease agreement was executed with an owner occupant after foreclosure):

- Seller must certify and document that 90 days written notice to vacate was given at least 90 days prior to buyer's initial offer to purchase; and
- 2. Seller must provide copy of lease; and
- 3. Section 8 rental leases may not be broken

*Cash for keys does not constitute notice to vacate



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Property Eligibility Specifications

- Location:
 - Inside Participating Cities or
 - "County"address located outside of city limits
- Must be at least 2 bedrooms
- · No pool or spa



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Property Physical Condition

- Inspection report by qualified home inspector (application)
 - Unless New Construction
- Housing Quality Standards (HQS) vs. Uniform Physical Condition Standards (UPCS)
- Certificate of Occupancy for new construction homes (funding)



Eligible Property Repair Requirements

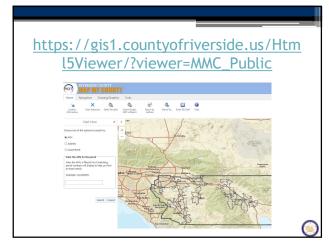
- Occupancy Standard to address overcrowding
 - * 2 persons per room +1
 - (family of 4 = 2 bedroom / family of 5 = 2+ bedrooms)
- Any health and safety issues flagged by HWS on the home inspection report must be completed <u>prior to final funds</u> release.

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Eligible Citi	es (YES)		
HOME FTHB		PLHA FTHB	
Banning Beaumont Blythe Canyon Lake Coachella Desert Hot Springs	Wells La Quinta Norco San Jacinto	City Coachella Desert Hot Spring	Jurupa Valle La Quinta Lake Elsinore Moreno Valle Murrieta Norco Palm Springs San Jacinto Temecula Wildomar

HOME FTHB		PLHA FTHB
Calimesa Cathedral City Corona Hemet Indio Jurupa Valley Lake Elsinore Menifee	MurrietaPalm DesertPalm SpringsPerris	 Calimesa Corona Menifee Palm Desert Perris Rancho Mirage City of Riverside







Buyer Eligibility

- Must be a first-time homebuyer: no ownership interest in real estate in the past 3 years
- Household income within limits
- Will occupy subject property as primary residence
- Has attended "official HUD-certified" counselor-led homebuyer education course from HUD approved provider. Website to follow.
- Riverside County Programs have NO minimum credit score requirement
- Buyer must qualify for eligible 1st mortgage (30 year term, fixed rate fully amortized) through participating RivCo approved lender



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Buyer Eligibility

- Non occupying co-owners are not permitted.
- No minimum buyer down payment
- Buyer max contribution cannot exceed HWS loan amount
- Current Mobile home not permanently affixed is allowed
- Check program-specific citizenship requirements, which apply to <u>entire</u> household.

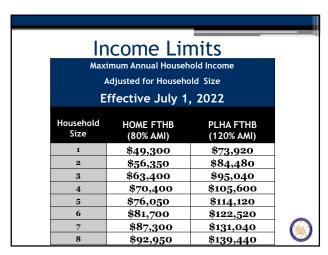


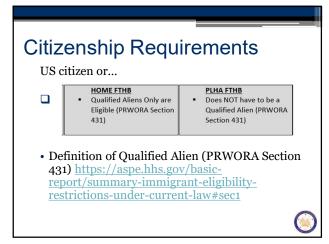
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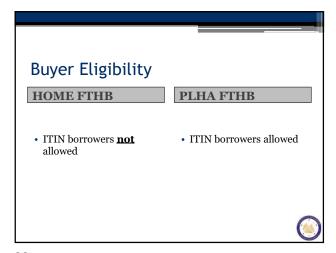
Credit Scores

- \bullet Defer to credit score guidelines of the 1^{st} lender.
- Approved lender should help "counsel" buyer in credit & asset management "pre-purchase" to get buyer in best possible condition to purchase.
- Fair Housing offers these services also https://fairhousing.net/services/credit-counseling/











First Loan Requirements

- From a participating lender
 - * Fully amortized
 - * Fixed rate
 - * 30 year term
- FHA 203(b), Fannie Mae, Freddie Mac, VA or USDA
- Highest amount that borrower qualifies for the Sweet Spot
- 203K Rehab loan for PLHA (exception basis)



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The Sweet Spot

- Perimeters we define as what makes a home "affordable" for a buyer.
- **Debt Ratio (Front-End).** 25%-35%
- *PITI calculations must include accurate property tax amount(add in special assessments & mello-roos), flood insurance, HOA dues, etc. Please use property taxes as per tax rolls



Debt Ratio (back-end). 45% maximum



PLHA Exceptions... Ask in Advance

- With sufficient compensating factors on a case-by-case basis...
- Like Calhfa, can allow up to 50% ratio
- Allow displaced homemakers/single parents with additional hardships to buy within the 3 year no ownership timeline.
- □ FHA 203k limited



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Calculating Income

FTHB qualifying income is often different from the $1^{\rm st}$ TD underwriting income

- · In general, use current earnings and annualize forward
- Self Employed borrowers use <u>Net Income</u> from most recent year's tax return
- An allowance for depreciation of assets used in a business may be deducted based on straight-line depreciation
- Fluctuating income: average the most recent 3-12 months as appropriate
- · Household income must include income from assets
- · Do NOT gross up non-taxable income
- Do NOT deduct 2106 expenses (Employee Business Expenses for employees to deduct ordinary and necessary expenses related to their jobs)
- Do NOT use a 24 month average



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Calculating Income

- Include income from <u>all household members</u> 18 years old or older, even those not going on the loan
- Full time students 18 or older: exclude earnings in excess of \$480/year. Please note: This does not apply when the student is the Head of Household or the Head of Household's spouse.
- · Estranged spouse income must be included
- Not counted in income: one-time gifts, student financial aid, hostile fire pay



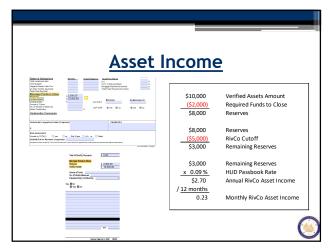
Asset Income

- Asset "income": when borrower has greater than \$5,000 in assets after close of escrow
- Annual asset "income" = assets remaining after COE x 0.09% (HUD Passbook rate)
- · Add this into FTHB qualifying income
- \bullet See Appendix C of FTHB guidelines for more information on income inclusions and exclusions

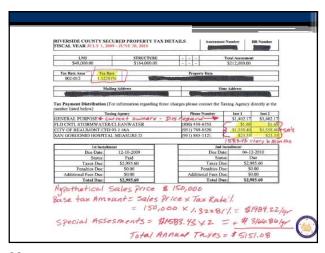
*Generally, $1^{\rm st}$ TD income is less than or equal to County qualifying income



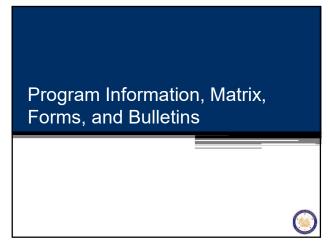
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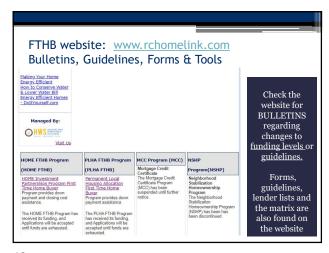


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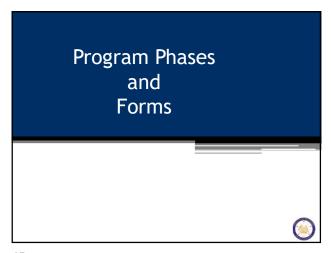
Property Taxes and Special Assessments	
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Reservation: Phase1 Application o County working days to review Reservation Form FTHB-1 (digital signature) Certification of Applicant Form FTHB-2 (digital signature) Homeownership Notice to Sellers FTHB-3 (digital signature) Financing Worksheet FTHB-4 (digital signature) Income Affidavit FTHB-5 (fill out – use N/A where applicable) unemployment, resigned, no taxes filed – (digital signature) Voluntary Acquisition Notice FTHB-6 (digital signature)

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Form 3 & Form 6 - Required

There are no exemptions to this requirement, regardless of who the property seller is (HUD, FNMA, FHLMC, etc.)

- Homeownership Notice to Sellers (FTHB-3) form outlines occupancy/tenant certifications and requirements. This form is mandatory. FTHB-3 must be presented to the seller along with the initial offer to purchase and it must be completed and signed by the seller and included with the initial file submission. File submissions will not be processed without the completed and signed FTHB3 form.
- Voluntary Acquisition Notice (FTHB-6) Informational Notice. This form is the notice to the buyer regarding the County has the authority for eminent domain authority, but the County is only providing down payment.

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PLHA Reservation Phase 1 (Part 1) In addition to the RivCo forms above, please submit these non-county forms: Shipping account information or preprinted label(s) for delivery of HWS loan docs to escrow. Sealor/agent contact information for HWS to reach out to schedule HQS inspection of completed required repairs. (Note: HWS inspection will be a funding condition.) Copy of 1008 or FLUTS (FHA Loan Underwriting Transmittal Summary) signed and dated by the underwriter Copy of Completed 1003 Loan Application signed by lender and borrower Copy of the Loan Estimate/(Josing Disclosure signed by Borrower(s)) Copy of the Loan Estimate/(Josing Disclosure signed by Borrower(s)) Copy of the Estimated Settlement Statement from Escrow with Escrow letterhead. Homebuyer Education Certificate. Copy of Certificate of Completion of Home Buyer Education Class from "HUD-certified Counselor (Certificates expire after 1 year) Two (2) months proof of income with the most current paystubs (or alternative income documentation). Legal status for each household member. Acceptable documentation includes bijth certificates and valid, unexpired card or on of these: Permanent Status of the Copy o

PLHA Reservation Phase I (Part 2) Copy of Signed Sales Agreement, including all counter offers and Transfer Disclosure Statements Copy of Signed Sales Agreement, including all counter offers and Transfer Disclosure Statements Copy of Signed Sales Agreement, including all counter offers and Transfer Disclosure Statements Copy of Signed Sales Agreement, including all counter offers and Transfer Disclosure Statements Copy of Signed Sales Agreement, including all counter offers and Transfer Disclosure Statements Copy of Signed Sales Agreement, including all counter offers and Transfer Disclosure Statements Copy of Signed Sales Agreement, including all counter offers and Transfer Disclosure Statements Copy of Signed Sales Agreement, including all counter offers and Transfer Disclosure Statements Copy of Signed Sales Agreement, including all counter offers and Transfer Disclosure Statements Copy of Signed Sales Agreement, including Plate Again Copy of Complete Preliminary Report less than 90 days old including Plat Map Copy of Complete Preliminary Report less than 90 days old including Plat Map Copy of Complete Preliminary Report less than 90 days old including Plat Map Copy of Complete Preliminary Report less than 90 days old including Plat Map Copy of Complete Preliminary Report less than 90 days old including Plat Map Copy of Complete Preliminary Report less than 90 days old including Plat Map Copy of Complete Preliminary Report less than 90 days old including Plat Map Copy of Complete Preliminary Report less than 90 days old including Plat Map Copy of Complete Preliminary Report less than 90 days old including Plat Map Copy of Complete Preliminary Report less than 90 days old including Plat Map Copy of Complete Preliminary Report less than 90 days old including Plat Map Copy of Complete Preliminary Report less than 90 days old including Plat Map Copy of Complete Preliminary Report less than 90 days old including Plat Map Copy of Complete Preliminary Report less than 90 days old including Pl

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below.

PLEASE NOTE: For each year of tax returns submitted the statement "This is a true and exact copy of the tax returns submitted to the IRS" must be added to the bottom of page 1 or page 2 for each tax return year with the applicant's digital signature next to the statemes.

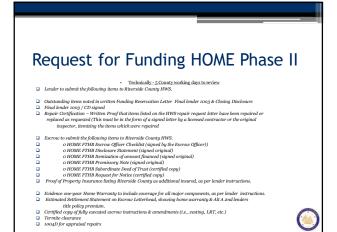
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HOME Reservation Phase (Part 2) Outp of Signed Sales Agreement, including all counter offers and Transfer Disclosure Statements Outp of Signed Sales Agreement, including all counter offers and Transfer Disclosure Statements Outp of Signed Sales Agreement, including all counter offers and Transfer Disclosure Statements Output Progress of Sales Sales Agreement including all counter offers and Transfer Disclosure Statements Output Progress Sales Sale

Phase 2 Loan Docs

- · HWS application review is completed
- Reservation/commitment/approval letter issued to loan officer
- · Repair letter issued to loan officer (or sooner)
- HWS orders its loan docs AND loan funds <u>simultaneously</u>, since it can take up to 10 county working days to receive funds in escrow from RivCo order date. At least loan docs can be signed during this waiting period.
- Confirmation Letter is issued when docs & funds are ordered

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Request for Funding PLHA Phase II - Technically - 5 County working days to review | Lender to submit the following items to Riverside County HWS. | Outstanding items noted in written Funding Reservation Letter | Final toway & CO Signing | Repair Certification - Written Proof that items listed on the HWS repair request letter have been repaired or replaced as requested (This must be in the form of a signed letter by a licensed contractor or the original inspector, itemizing the items within were required | Escreut to submit the following items to Riverside County HWS. | OP LHA FTHB Escreut Officer Checklist (signed by the Escreut Officer)) | OP LHA FTHB Disclosure Statement (signed original) | OP LHA FTHB Itemization of amount financed (signed original) | OP LHA FTHB Requiser for Notice (certified copy) | OP LHA FTHB Requiser for Notice (certified copy) | OP LHA FTHB Requiser for Notice (certified copy) | OP LHA FTHB Requiser for Notice (certified copy) | OP LHA FTHB Requiser for Notice (certified copy) | OP LHA FTHB Requiser for Notice (certified copy) | OP LHA FTHB Requiser for Notice (certified copy) | OP LHA FTHB Requiser for Notice (certified copy) | OP LHA FTHB Requiser for Notice (certified copy) | OP LHA FTHB Requiser for Notice (certified copy) | OP LHA FTHB Requiser for Notice (certified copy) | OP LHA FTHB Requiser for Notice (certified copy) | OP LHA FTHB Requiser for Notice (certified copy) | OP LHA FTHB Requiser for Notice (certified copy) | OP LHA FTHB Requiser for Notice (certified copy) | OP LHA FTHB Requiser for Notice (certified copy) | OP LHA FTHB Requiser for Notice (certified copy) | OP LHA FTHB Requiser for Notice (certified copy) | OP LHA FTHB Requiser for Notice (certified copy) | OP LHA FTHB Requiser for Notice (certified copy) | OP LHA FTHB Requiser for Notice (certified copy) | OP LHA FTHB Requiser for Notice (certified copy) | OP LHA FTHB Requiser for Notice (certified copy) | OP LHA FTHB Requiser for Notice (certified copy) | OP LHA FTHB REQUISER for Notice (certified copy) | OP L

Phase 3 - Funding & Post Close

- Escrow returns loan docs & supplemental forms.
 For HOME only, HWS completes property inspection of its own to make sure repairs are completed
- If all does in & correct, HWS issues the Authorization to Close/Release Funds
- Escrow records the Covenant, DOT, RFN
- Loan closes
- · Escrow submits Final Closing Settlement Statement to HWS, then
- Post close:
- Escrow/title submit conformed copies, and RivCo Alta 2nd lender final title policy,
 Lender to retain a copy of the loan file for 5 years



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Resale, Subordination & Refinancing

- Repayment. Sale, transfer and/or conveyance of the property during the Affordability Period shall trigger repayment of FTHB in full
- <u>Subordination</u>. Requires prior authorization from HWS - Must reduce borrower's carrying cost (interest rate and monthly payment for example)
- No cash-out refinances
- 1% or more interest rate reduction
- Some exceptions allowed in advance





Common Form Mistakes

- https://rivcoeda.org/First-Time-Home-Buyer-Program/Lender-Information/Forms
- Form 2
 - Page 2 and 3 should include asset amounts sourced from underwriter verified "required funds to close" on 1008 / 92900-LT
- Form 4
 - Page 3 Line 7 includes monthly asset income from Form
 - Page 3 Lines 10-20 (PITIMI)should source from underwriter verified PITIMI on 1008/92900-LT

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Income Qualification Form | September | S

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Tips To Avoid Delays

- 1. Use updated application forms from the website, whenever possible
- 2. Utilize the checklists for complete packages
- 3. Fill out ALL questions and fields on ALL forms
- 4. No White Out
- 5. Borrowers and lender to sign the 1003
- 6. Underwriter must sign and date the FHA 92900-LT or Conv 1008



Tips To Avoid Delays, Cont'd

- Add asset income if >\$5,000 in assets after the COE (remaining assets x 0.09% = annual asset income)
- 8. Certified digital signatures now allowed on all County application forms
- Income should be consistent throughout file (Lower income on 92900-LT/FLUTS/1008 is ok if due to averaging)
- 10. Loan amount, loan type and interest rate should correspond throughout file



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Tips To Avoid Delays

- 11. Do not submit State Income Tax returns
- 12. W2's and bank statements are not necessary unless we request them specifically
- 13. Borrower's spouse & all household members 18 or older must include their income into the household's qualifying income & and be listed on Form 2 page 2



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Tips To Avoid Delays

- 14. Borrower's spouse & all household members 18 or older must submit last 3 year's federal tax returns with wet signature and certification
- 15. Household size should be consistent through file
- 16. Fully and clearly explain the County financing terms and timeframes to buyers and realtors
- 17. Keep a copy of the forms you send us
- 18. Any additional documentation should match what is already in file or previously submitted forms will need to be corrected correspondingly



Resources HUD approved homebuyer education providers: https://hudgov-answers.force.com/housingcounseling/s/?language=en_US Contractor's License Check: https://www.cslb.ca.gov/onlineservices/checklicenseII/checklicense.aspx Property Tax Information: https://ca-riverside-ttc.publicaccessnow.com/PropertySearch.aspx Definition of Qualified Alien (PRWORA Section 431) https://aspe.hhs.gov/basic-report/summary-immigrant-eligibility-restrictions-under-current-law#sec1 Map My Riverside County (to verify city limits etc.): https://gist.countyofriverside.us/Html5Viewer/?viewer=MMC_Public



