

Local Government Homebuyer Assistance Initiative

Last Updated: April 2022



About the Initiative

- The program is designed to provide local governments with the resources to implement their own homeownership assistance program within their respective jurisdictions.
- The objective is to design a template that is **identical** and **consistent** from one program to the next. Ease of use, with as few restrictions as possible, is our primary goal.
- We launched our first successful program in 2019 with the Industrial Development Authorities of the City of Phoenix and Maricopa County (**Home in 5**) and the City and County of Denver (**metroDPA**).
- Lenders must be approved Lakeview correspondent lenders.
- Lenders will be asked to sign **one** program lender agreement and check off one or both programs.
- Once they are registered, the lender portal will recognize their email.

HFA Partners

- Lakeview, LLC is the **Master Servicer**.
 - All loans must be locked and delivered through Lakeview's portal (Lakeviewcorrespondent.com)
- Stifel, Nicolaus & Company (Stifel) will provide **administrative functions**.

STIFEL

- Housing Resource Hub will provide **lender training, support, and website management**.



New HFAs

Two New Government Sponsors:

- **Indianapolis Housing Agency**
(Hoosier Homes Program)



- **Cook County Bureau of Economic Development**
(Cook County Homebuyer Assistance Program)



The Dream of Homeownership *IS* Within Reach

- The Hoosier Homes and Cook County Homebuyer Assistance programs were designed to support sustainable, long-term homeownership for qualified low and moderate-income buyers in Indiana and Illinois.
- Both sponsors qualify as a Housing Finance Agency (HFA) under HUD guidelines.
- Both HFAs qualify as providers of down payment assistance under FHA (secondary financing), Fannie Mae (community seconds) and Freddie Mac (affordable Seconds) guidelines.



Fannie Mae®



FreddieMac

Benefits

- **No** underwriter certification
- **Designated underwriting** per agency and lender guidelines
- **No** caps or restrictions on loan fees; “reasonable and customary”
- Based on **qualifying income**, not household income
- Federal recapture **does not apply**
- **No** additional lender or seller affidavits, no worksheets
- **No** program administration fee or reservations fees
- **Not limited** to first-time homebuyers
- **No pre-close compliance review**; no pre-close wiring of DPA funds

Fewer Restrictions, Ease of Use, Less Paperwork

Program Parameters (All Loans, All Borrowers)

- **Eligible Property Types**

- Owner-occupied, 1-unit primary residences per agency guidelines including:
 - Townhomes
 - PUDs
 - Condominiums
 - Leaseholds

- **Location**

- Property must be within **Marion County, IN** or **Cook County, IL** (includes all incorporated cities).
- Borrowers must have fully executed sales contract before a rate lock can be submitted.

- **Borrower Investment**

- No minimum investment from the borrower's own funds is required; gifts from any eligible source are permitted.
- Borrowers and spouses must reside in the US and occupy the property as their primary residence within 60 days of closing.



Program Parameters (All Loans, All Borrowers)

- 3%, 4%, and 5% down payment assistance available for all borrowers
- **Targeted borrowers** eligible for additional assistance
 - 1st responders (professional peace officers, firefighters, emergency personnel or detention officers)
 - Income-qualified borrowers (annual income at or below **50% AMI**)
 - US military personnel or veterans
 - K-12 teachers (full-time)

Although no pre-close compliance review is required, there must be evidence in the file to support the qualification.

- **Non-purchasing spouses** are permitted (sign the security instrument only); follow agency guidelines on NPS debt.
- **Co-signers** are not permitted.

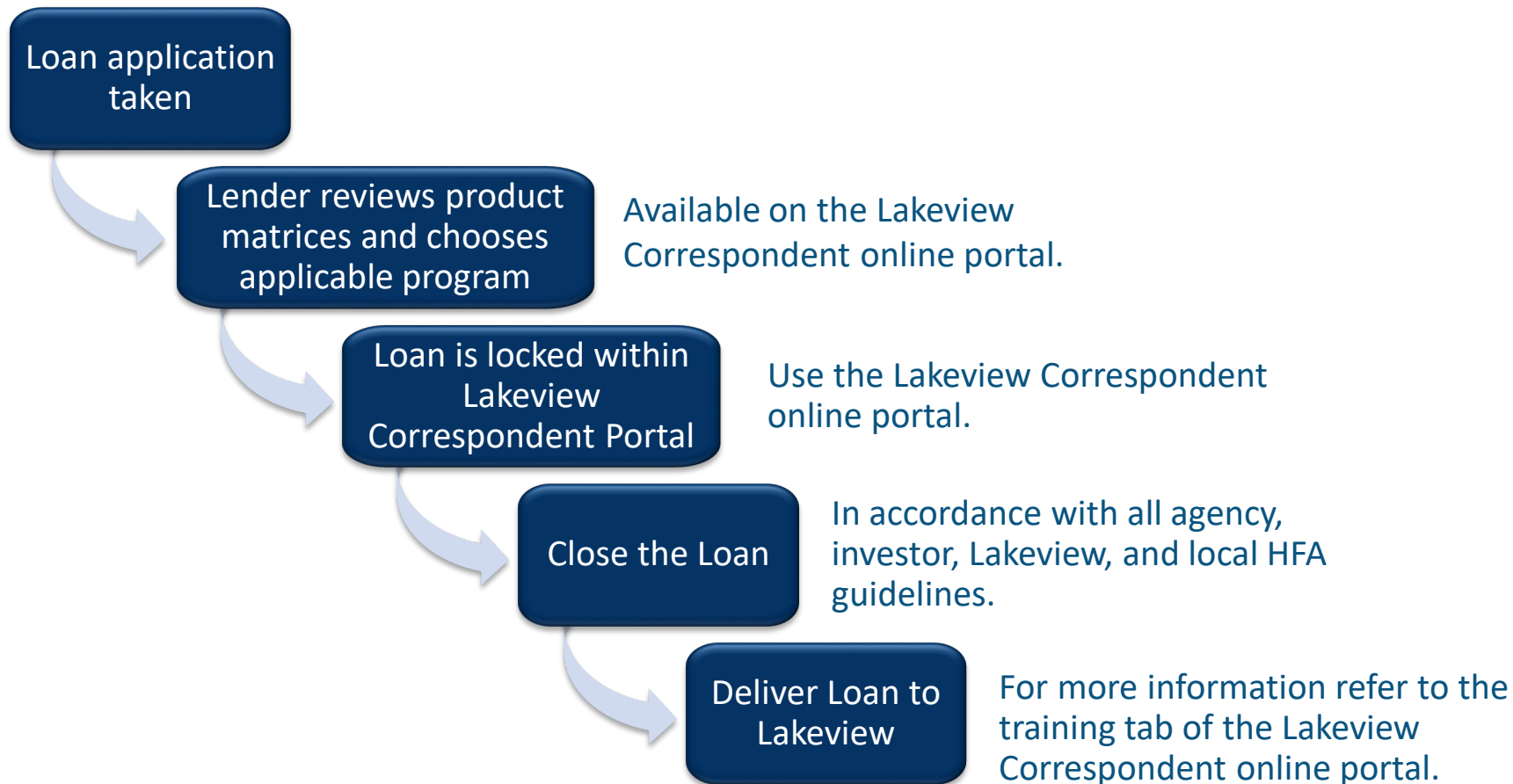
Program Parameters (All Loans, All Borrowers)

- **Purchases only**, 30-year fixed rate loans, owner occupied primary residences
- Homebuyer education is required for all first-time homebuyers, it must be completed prior to close, and Lender must retain the certificate of completion in the loan file.
 - Homebuyer Education course must:
 - meet both Hoosier Homes/Cook County and Investor guidelines.
 - meet the standards defined by the National Industry Standards for Homeownership Education and Counseling or be HUD approved (Conventional).
 - be HUD approved (Government).
 - be either in person or from an accredited on-line course. See the Product Matrices for specific requirements.

Income Limits and Qualifying Income (All Borrowers)

- **Program income limit:** Currently at **\$114,240**(Marion County, IN) or **\$130,480** (Cook County, IL) regardless of family size.
- **Qualifying income:** All income listed on the application or disclosed at any time through the loan process must be developed according to investor guidelines.
- Calculated in accordance with FHA, Fannie Mae, Freddie Mac guidelines
 - All qualifying income used for underwriting must be applied against the income limit.
 - Develop all disclosed borrower(s) income sources in accordance with FHA, Fannie Mae, and Freddie Mac guidelines and standard lender underwriting practices.
 - File must document why any borrower(s) disclosed income was not used for underwriting or applied against the income limit.
 - Household income does not apply.
- **Tax transcripts** are required when tax returns are used to qualify a borrower when a written VOE form is used (standalone) or when employed by a family member.

The Process



First Mortgage Loans – Conventional

- Fannie Mae **HFA Preferred** and Freddie Mac **HFA Advantage** loans only.
 - Standard Freddie Mac and Fannie Mae loan products are not permitted.
- **\$450,000** purchase price limit.
- Not limited to first-time homebuyers.
- Co-signers and non-occupant co-borrowers are not permitted.
- Delegated underwriting only.
- **LTV/CLTV:** Up to maximum **97/105%**

First Mortgage Loans – Conventional

- **DTI:** Not to exceed **50%**, subject to a DU or LPA approval
- **Credit score:** FICO score of at least **620 (Indiana)*** or **640 (Illinois)**
- **Underwriting:** Approve/Eligible from DU or Accept/Eligible from LPA only
 - Manual underwriting and/or non-traditional credit are not permitted.
- **Mortgage insurance (MI)**
 - Charter MI coverage permitted for borrowers **≤ 80% AMI**
 - Borrowers earning above **80% AMI**, currently **\$65,600 (IN)** and **\$72,800 (IL)**, must utilize standard MI coverages (e.g., 35% for a 95.01-97% LTV).
- Conventional loan rates are lower for borrowers earning **≤ 80% AMI**.

Refer to the posted Lakeview Conventional First Loan product Matrix for full details.

In the case of conflicting guidelines, follow the more restrictive guidelines of the HFA, Fannie Mae or Freddie Mac, Mortgage Insurer, Lender, or Lakeview.

*LLPA of (50) bps applies for **620-640** FICO

First Mortgage Loans – Government

- **FHA loans only**
 - 203(b)
 - Limited 203(k)
 - Full 203(k) loans are not permitted
- **Maximum loan limit: the lesser of \$450,000 or FHA county maximum**
- **LTV/CLTV: 96.5%**, CLTV per FHA guidelines
- **Credit Score:** FICO score of at least **620 (IN)*** or **640 (IL)**

*LLPA of (50) bps applies for **620-640** FICO

First Mortgage Loans – Government

- **DTI:** Not to exceed **50%**, subject to a DU or LPA approval
- **Underwriting:** Approve/Eligible from DU or Accept/Eligible from LPA
 - Manual downgrades are permitted for FHA loans only if additional information was not considered in the Approve/Eligible or Accept/Eligible decision.
 - subject to **660** minimum FICO score and a **43%** maximum DTI for all borrowers

In the case of conflicting guidelines, lender must follow the more restrictive guidelines of the HFA, FHA, Lender, or Lakeview.

Assistance Provided through Second Loan Options

Hoosier Homes or Cook County Assistance Guidelines

(available at www.yourhousingresource.org)

- **3%, 4%, or 5%** of the final first loan amount (including any financed MI), rounded down to nearest dollar – see the Daily Rate Sheet for availability.
 - **3-year** term
 - Deferred principal, no accrued interest, due upon sale or refinance
 - Principal forgiven; **1/36th** per full month over **3** years if first lien stays in place
 - Targeted borrowers are eligible for additional DPA of **1%** on all loans
 - Second mortgage qualifies for CFPB's partial disclosure exemption
(Lenders may use RESPA style disclosures as provided by Stifel or their own TRID-based disclosures.)

Second Loan Requirements and Restrictions

- Second Promissory Note; secured by a recorded second Deed of Trust/mortgage.
- Second loans in the HFA name as second loan lender and beneficiary.
- Second loans disclosed by the originating lenders concurrently with the first loan in accordance with CFPB guidelines.
- Second loans are not assumable and not eligible for subordination.
- Second loan proceeds may be used to fund up to **100%** of the borrower's cash to close.
- No cash back from the second loan proceeds; surplus must be used to reduce the first loan principal. This rule does not impact cash back due to the borrower from earnest money, prepaid fees, or pro-rated interest. Follow all investor guidelines.
- Second loan proceeds are advanced by the originating lender, reimbursed when the first and second loans are sold to Lakeview.

Lenders must refer to the posted appropriate Assistance Program Guidelines for complete details on how the second loans are disclosed, processed and funded.

Second Loan Processing

Second Loan Representation in DU and LPA

- In **DU**, enter second loans as a liability and in the **Community Lending** section. Fill out the correct repayment type for the **Community Second** as well.
- In **LPA**, prior to 3/1/21, second loan information was entered in the **Assets and Reserve** section. However, as of 3/1/21 this changed.
 - Beginning 3/1:
 - Enter the second loan information in the **Other New Mortgage Loans on the Property You are Buying or Refinancing** section.
 - Select **Yes** under **Is the Other New Mortgage an Affordable Second?**
 - Select **Yes** under **Is the Affordable Second Payment Deferred?**

EIN numbers for FHA loans

- Hoosier Homes: 35-1939038
- Cook County: 36-6006541

Second Loan Processing

Each Lender should check with their own Compliance Department to determine when and how the second loan terms should be disclosed to the borrower.

- Under CFPB's partial disclosure exemption, lenders may use:
 - Hoosier Homes or Cook County RESPA 2nd loan disclosure, or
 - Lender's own TRID second LE and second CD
- Recording fee and transfer taxes are the only permitted second loan fees. Both should be reflected on the second loan disclosures and not in the first loan disclosures.
- For those lenders using TRID-based second loan disclosures, lenders may request a second note and security instruments for recording on their own LOS.

Original Second Loan Documents

- Original second notes and true certified copies of the second loan deed of trust with recordation stamp should be returned to the originating lender and then delivered to Lakeview for advance reimbursement.



Rate Locks – Hoosier Homes/Cook County

- Loan rates and second loan options are posted daily on the Lakeview Lender online portal at www.yourhousingresource.org.
- Borrowers must have fully executed sale contract before a rate lock is submitted.
- **Rate concessions or subsidies are based on the final Qualifying Income.**
- All loans must be locked through LakeviewCorrespondent.com.
 - Credentials are issued by an through a Lakeview-authorized person with each lender.
 - To find out who in your organization is authorized to issue credentials, contact Lakeview Client Services at clientservices@bayview.com or by calling 85-Lakeview, option 3.

Rate Locks – Hoosier Homes/Cook County

- All loans must be purchased by the **60-day expiration date** (extensions with a fee).
 - Includes locking, closing, loan delivery, and purchase
- First loan, second loan confirmations and commitment letters (FHA only) are available through the Lakeview Lender online portal.
- Second loans are locked at **0%** interest.
- When locking the second loan, select the correct second loan EXXxxx product code (shown on the rate sheet) for the corresponding DPA amount, including additional DPA if applicable.
- Rate locks may be requested, modified, or cancelled between **9am – 7pm EDT** before the loan closes **without penalty**. For any loan that closes with an incorrect rate lock, any loss incurred by Lakeview will be deducted from the loan purchase price paid to the lender.
- For additional assistance on how to lock a loan, contact Client Services at 85-Lakeview, option 3 or at ClientServices@Bayview.com

Access Pricing in Optimal Blue (OB)

- Log into OB



- Search Products and Pricing tab for Lakeview Folder
 - **Note:** You must have Lakeview Correspondent Rate Sheets loaded into your version of OB
- Open the folder for the applicable HFA Program
 - **Note:** You must be an approved lender for the applicable DPA program

Access Pricing in OB, continued

- Click on the desired product name for the associated rates.



- Hoosier Homes Program
 - Hoosier Homes - First Lien Conforming
 - Hoosier Homes First Lien - FNMA/FHLMC
 - Hoosier Homes 30 Year Conventional w/ No DPA - Qualifying Income \leq 80% AMI (CHH400)
 - Hoosier Homes 30 Year Conventional w/ 3-Yr Forgivable 3.0% DPA - Qualifying Income \leq 80% AMI (CHH403)
 - Hoosier Homes 30 Year Conventional w/ 3-Yr Forgivable 4.0% DPA - Qualifying Income \leq 80% AMI (CHH404)
 - Hoosier Homes 30 Year Conventional w/ 3-Yr Forgivable 5.0% DPA - Qualifying Income \leq 80% AMI (CHH405)
 - Hoosier Homes 30 Year Conventional w/ No DPA - Qualifying Income $>$ 80% AMI (CHH500)
 - Hoosier Homes 30 Year Conventional w/ 3-Yr Forgivable 3.0% DPA - Qualifying Income $>$ 80% AMI (CHH503)
 - Hoosier Homes 30 Year Conventional w/ 3-Yr Forgivable 4.0% DPA - Qualifying Income $>$ 80% AMI (CHH504)
 - Hoosier Homes 30 Year Conventional w/ 3-Yr Forgivable 5.0% DPA - Qualifying Income $>$ 80% AMI (CHH505)
 - Hoosier Homes - Government
 - Hoosier Homes First Lien - FHA

- Cook County Program
 - Cook County - First Lien Conforming
 - Cook County First Lien - FNMA/FHLMC
 - Cook County 30 Year Conventional w/ No DPA - Qualifying Income \leq 80% AMI (CCC400)
 - Cook County 30 Year Conventional w/ 3-Yr Forgivable 3.0% DPA - Qualifying Income \leq 80% AMI (CCC403)
 - Cook County 30 Year Conventional w/ 3-Yr Forgivable 4.0% DPA - Qualifying Income \leq 80% AMI (CCC404)
 - Cook County 30 Year Conventional w/ 3-Yr Forgivable 5.0% DPA - Qualifying Income \leq 80% AMI (CCC405)
 - Cook County 30 Year Conventional w/ No DPA - Qualifying Income $>$ 80% AMI (CCC500)
 - Cook County 30 Year Conventional w/ 3-Yr Forgivable 3.0% DPA - Qualifying Income $>$ 80% AMI (CCC503)
 - Cook County 30 Year Conventional w/ 3-Yr Forgivable 4.0% DPA - Qualifying Income $>$ 80% AMI (CCC504)
 - Cook County 30 Year Conventional w/ 3-Yr Forgivable 5.0% DPA - Qualifying Income $>$ 80% AMI (CCC505)
 - Cook County - Government
 - Cook County First Lien - FHA
 - Cook County First Lien - FHA 203b
 - Cook County 30 Year FHA 203b w/ 3-Yr Forgivable 3.0% DPA (FCC303)



Rate Locks – Hoosier Homes/Cook County

- A step-by-step job aid detailing how to register and lock the loan is available under the **Training Resources** tab of the Lakeview Lender online portal.
- For additional assistance on how to lock a loan, contact Client Services at 85-Lakeview, option 3 or at ClientServices@Bayview.com

Training Resources

Edit Page

| Descriptions | Last Update |
|---|------------------------|
| Correspondent Pricing Job Aid | 10/14/2019 7:48:48 AM |
| Correspondent Website Job Aid | 10/14/2019 7:49:30 AM |
| Home in Five - Submitting, Pricing, and Locking a Loan Job Aid | 5/6/2020 7:31:02 AM |
| Home in Five -Pricing and Locking a Loan Video | 1/7/2020 10:35:30 AM |
| How to Name and Upload Documents in MRN | 10/14/2019 7:51:20 AM |
| Jumbo Overview | 2/10/2021 1:19:38 PM |
| Jumbo QM Overview | 2/10/2021 1:20:23 PM |
| Jumbo Underwriting | 2/10/2021 1:21:30 PM |
| Jumbo Underwriting QM Only | 2/10/2021 1:22:33 PM |
| Jumbo Underwriting Video | 10/22/2020 2:23:12 PM |
| Locking a First Loan with a Paired Second in the Lakeview Client Site Video | 2/4/2020 12:08:31 PM |
| metroDPA - Program Overview | 2/22/2021 12:39:03 PM |
| metroDPA/denverDPA - Submitting, Pricing, and Locking a Loan Job Aid | 1/7/2020 10:35:30 AM |
| metroDPA/denverDPA Program Training Video | 12/17/2019 10:04:39 AM |
| Naming and Uploading Documents | 11/19/2020 7:25:56 AM |
| Naming Conventions for Document Upload | 2/18/2021 2:21:29 PM |
| Registering Pricing and Locking Loans | 11/18/2020 1:33:22 PM |
| South Carolina Housing - Delivering Loans | 2/10/2021 12:57:18 PM |
| South Carolina Housing - Product Overview | 2/25/2021 12:05:56 PM |
| Web Admin Job Aid | 10/14/2019 7:44:32 AM |

* Documents in PDF format require Adobe PDF Reader to view.

Second Loan Documents

| COOK COUNTY HOMEBUYER ASSISTANCE PROGRAM | | | |
|---|---|--|--|
| Lakeview Loan Servicing 2nd Loan Data Entry Form/Correspondent Lenders | | | |
| Select 2nd Loan Term: | <input type="text" value="3"/> Years <small>[1]</small> | Term must match the 2nd Loan Confirmation from Lakeview | |
| 2nd Loan Number: | <input type="text"/> | Separate # assigned by Lakeview, will appear on all documents | |
| Borrowers: | | Borrower(s) vested as: | |
| <div>1 <input type="text" value="Borrower 1"/></div> <div>2 <input type="text" value="Borrower 2"/></div> <div>3 <input type="text" value="Borrower 3"/></div> <div>4 <input type="text" value="Borrower 4"/></div> <div>5 <input type="text" value="Non Purchasing Spouse"/></div> | | <div><input type="text" value="Married Couple"/></div> <div>Borrower full names and vesting must match the First Loan documents. Borrower 5 is reserved for Non-Purchasing Spouses (only sign the 2nd Mortgage).</div> | |
| Street Address: <input type="text" value="123456 ytytytytytytytyty"/> | | Enter Full Street Address, City and Zip Code separately | |
| City: <input type="text"/> Zip Code: <input type="text"/> | | | |
| County: <input type="text" value="Cook"/> | | Select the Month and Day of the Loan Closing Date from the Drop Down Boxes. Do not use the first payment date. | |
| 2nd Loan Date: | <input type="text" value="07"/> <input type="text" value="28"/> <input type="text" value="2021"/> | <i>Auto-Calculation Field:</i> 2nd Loan Date plus 2nd Loan Term | |
| 2nd Loan Maturity Date: | <input type="text" value="07"/> <input type="text" value="28"/> <input type="text" value="2024"/> | <i>[1] Auto-Calculation Field:</i> 2nd Loan Term will determine Forgiveness Period. For a 3-year term, 1/36th per full month. | |
| Forgiveness Period: From | <input type="text" value="07"/> <input type="text" value="28"/> <input type="text" value="2021"/> | 2nd Loan does must reflect final 1st Loan amount, 2nd Loan % must match the 2nd Loan Confirmation. 2nd Loan Amount is auto-calculated, rounded down to the nearest \$. | |
| To | <input type="text" value="07"/> <input type="text" value="28"/> <input type="text" value="2024"/> | | |
| 1st Loan Amount (\$\$\$,###.##): | <input type="text" value="105,477.99"/> | | |
| 2nd Loan Ptg: <input type="text" value="5.0%"/> | 2nd Amt (\$): <input type="text" value="5273"/> | | |
| 2nd Loan Recording Fee: <input type="text"/> | 2nd Loan Transfer Fee: <input type="text"/> | Only fees permitted. Use actual amounts. | |
| 2nd Mortgage - Legal Description: | | | |
| <input type="text" value="See EXHIBIT A"/> | | Key in "See Exhibit A" if Lender wish to use their own Exhibit A, or the Exhibit A as provided herein (page 18). | |
| Correspondent Lender Name: | | Lender "Return to" Address for 2nd Mortgage | |
| <input type="text" value="Cook County Bureau of Economic Development"/> | | <input type="text" value="Corporate Street, Suite"/> | |
| | | <input type="text" value="Chicago, Illinois, 80204"/> | |

Second loan documents can be generated through a fillable PDF file provided by Stifel.

- Enter information in red boxes on the Data Entry Form
- The data is used to populate the following:
 - Borrower's Acknowledgment
 - Second Promissory Note
 - Second Mortgage
 - Second Loan Closing Checklist

Who to Contact With Questions

| | |
|--|---|
| General Program Rollout | Contact your internal Product Implementation Team or your Lakeview Business Development Director |
| Disclosures, Forms, or Conditions on Closed Loans | Contact your Lakeview Client Manager |
| Pricing | Contact the Lakeview Commitment Desk at 85-Lakeview, option 1 |
| Program Guidelines or Specific Scenarios | Contact the Lakeview UW Scenario Dept at 85-Lakeview, option 2 or at underwritingquestions@bayview.com or hello@yourhousingresource.org |
| Locking or Delivering Loans | Contact Lakeview Client Services at 85-Lakeview, option 3 or at clientservices@bayview.com |

Additional Contacts

- **Housing Resource Hub**
 - Heather Presley-Cowen
 - Phone: 260.440.9969
 - Email: hello@yourhousingresource.org
- **Stifel**
 - Marc Paskulin
 - Phone: 530.492.3264
 - Email: paskulinm@stifel.com

Online Resources

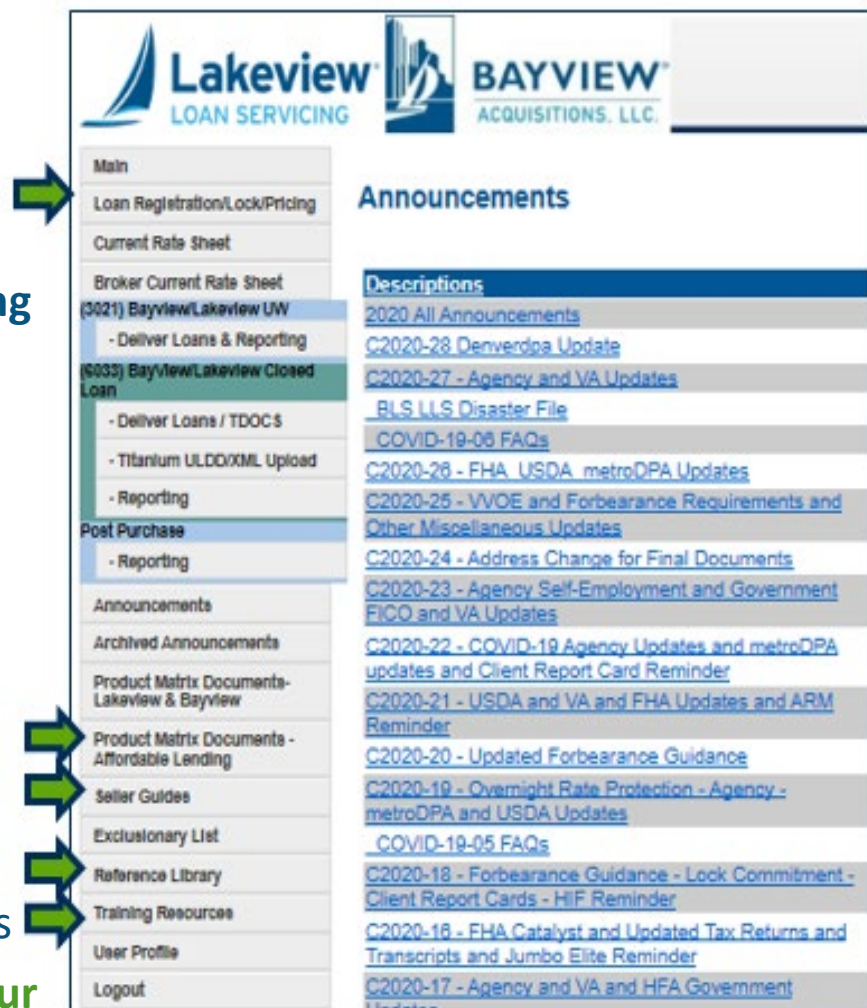
For more information or questions about the second mortgage options, including lender agreement, contact information, conventional/government product matrices, and program guidelines, refer to www.yourhousingresource.org

- Daily Rate Sheet
- Program At-a-Glance
- First loan matrices (Conventional and Government loans)
- Program Down Payment Assistance Guidelines
- Second loan documents in a fillable Acrobat Adobe format Lakeview material and training videos are available at Lakeviewcorrespondent.com
- Lakeview material and training videos are available at www.lakeviewcorrespondent.com, access the **Training Resources** tab of the Lakeview Lender online portal.

Lakeview Lender Online Portal

lakeviewcorrespondent.com

- **Loan Registration/Lock/Registration**
 - Print confirmations for the first and second loans
- **Product Matrices Documents - Affordable Lending**
- **Seller Guides**
- **Reference Library**
 - Quick Reference Guides
 - Compliance FAQ
 - Delivery checklist for closing & credit
 - Sample documents
- **Training Resources**
 - Job Aids, Reference Guides, and Videos
 - 1:1 training available through Client Services



Please note access to the site may be limited by your organization. Follow your internal process for obtaining information on program details.

Cook County (IL) Sample Rate Sheet

Cook County

Conventional Products

30 Year w/ 3-Yr Forgivable DPA

Qualifying Income <= 80% AMI **

| Prod Code | Rate | DPA 2nd |
|-----------|------|---------|
| CCC400 | | - |
| CCC403 | | 3% |
| CCC404 | | 4% |
| CCC405 | | 5% |

Qualifying Income > 80% AMI **

| Prod Code | Rate | DPA 2nd |
|-----------|------|---------|
| CCC500 | | - |
| CCC503 | | 3% |
| CCC504 | | 4% |
| CCC505 | | 5% |

Second Lien Options

| | |
|--------|---|
| ECC300 | 3%, 4% or 5% assistance (no additional assistance) |
| ECC301 | Additional 1% assistance for First Responders* |
| ECC302 | Additional 1% assistance for qualified borrowers earning <= \$\$\$\$\$\$* |
| ECC303 | Additional 1% assistance for Qualified US military personnel/veterans* |
| ECC304 | Additional 1% assistance for K-12 Teachers* |

Government Products

30 Year w/ 3-Yr Forgivable DPA

FHA

| Prod Code | Rate | DPA 2nd |
|-----------|------|---------|
| FCC303 | | 3% |
| FCC304 | | 4% |
| FCC305 | | 5% |

Second Lien Options

| | |
|--------|---|
| ECC300 | 3%, 4% or 5% assistance (no additional assistance) |
| ECC301 | Additional 1% assistance for First Responders* |
| ECC302 | Additional 1% assistance for qualified borrowers earning <= \$\$\$\$\$\$* |
| ECC303 | Additional 1% assistance for Qualified US military personnel/veterans* |
| ECC304 | Additional 1% assistance for K-12 Teachers* |

* See Down Payment Assistance Guidelines for details

** Refer to Cook County guidelines for current income limits

Rates subject to change at Lakeview's discretion

30



Hoosier Homes (IN) Sample Rate Sheet

Hoosier Homes

Conventional Products

30 Year w/ 3-Yr Forgivable DPA

Qualifying Income <= 80% AMI **

| Prod Code | Rate | DPA 2nd |
|-----------|------|---------|
| CHH400 | | - |
| CHH403 | | 3% |
| CHH404 | | 4% |
| CHH405 | | 5% |

Qualifying Income > 80% AMI **

| Prod Code | Rate | DPA 2nd |
|-----------|------|---------|
| CHH500 | | - |
| CHH503 | | 3% |
| CHH504 | | 4% |
| CHH505 | | 5% |

Second Lien Options

| | |
|--------|--|
| EHH300 | 3%, 4% or 5% assistance (no additional assistance) |
| EHH301 | Additional 1% assistance for First Responders* |
| EHH302 | Additional 1% assistance for qualified borrowers earning <= \$36,450* |
| EHH303 | Additional 1% assistance for Qualified US military personnel/veterans* |
| EHH304 | Additional 1% assistance for K-12 Teachers* |

Government Products

30 Year w/ 3-Yr Forgivable DPA

FHA

| Prod Code | Rate | DPA 2nd |
|-----------|------|---------|
| FHH303 | | 3% |
| FHH304 | | 4% |
| FHH305 | | 5% |

Second Lien Options

| | |
|--------|--|
| EHH300 | 3%, 4% or 5% assistance (no additional assistance) |
| EHH301 | Additional 1% assistance for First Responders* |
| EHH302 | Additional 1% assistance for qualified borrowers earning <= \$36,450* |
| EHH303 | Additional 1% assistance for Qualified US military personnel/veterans* |
| EHH304 | Additional 1% assistance for K-12 Teachers* |

* See Down Payment Assistance Guidelines for details

** Refer to Hoosier Homes guidelines for current income limits

Rates subject to change at Lakeview's discretion

Program At-a-Glance

| Loan Type | Government Insured | Fannie Mae (FNMA)/Freddie Mac (FHLMC) |
|----------------------|--|--|
| Eligible Loans | FHA insured loans only | FNMA HFA Preferred, FHLMC HFA Advantage. Separate rates for <=80% AMI and >80% AMI Borrowers. |
| Max LTV/CLTV | 96.5%/CLTV per FHA Guidelines | Up to 97%/105% with Community/Affordable 2nds |
| Eligible Area | Properties must be located within the Counties or Cities as specified in the Program Guidelines for each Program | |
| Eligible Properties | 1 unit SF, Condos, PUD, townhouses per Agency guidelines | |
| Eligible Borrowers | First time and repeat buyers. | |
| Targeted Borrowers | First Responders, military personnel, very low income borrowers, K-12 teachers. | |
| Credit Score Minimum | See Government Product Matrix | See Conventional product matrix |
| Borrower Investment | No minimum required from the Borrower's own funds. Gifts from documented relatives are permitted. | |
| Purchase Price Limit | \$450,000 | |
| Income Limits | Up to 140% AMI regardless of family size as specified in the Program Guidelines | Up to 140% AMI regardless of family size as specified in the Program Guidelines. Lower loan rates available for those earning up to 80% AMI. |
| DTI Ratio Maximum | 50% max subject to DU or LPA approval (subject to interim COVID restrictions) | |
| Homebuyer Education | All first-time homebuyers must complete per requirements. In person and on-line courses are permitted. | |
| Mortgage Insurance | As required by FHA | <=80% AMI Borrowers: Charter MI coverage; >80% AMI Borrowers: Standard MI coverage |
| Program Assistance | Second Loans, 3-year term pro rata forgiveness, sized at 3%, 4% or 5% of final first loan amount. For Targeted Borrowers, add 1% to 2 nd Loan amount. | |
| Assistance Funding | Advanced by Lender at the loan closing, reimbursed upon purchase by Lakeview. | |
| Program Fees | No Discount Points; origination fee up to 1%. Customary and reasonable loan fees. | |
| Servicer Fees | \$400 Funding Fee; \$10 Flood Cert Fee; \$75 Tax Service Fee payable to Lakeview | |

Thank You!