



Land Home

FINANCIAL SERVICES, INC.

TPO Mortgage Solutions<sup>SM</sup>

Wholesale • Correspondent • Fulfillment

# Within Reach<sup>TM</sup> Conventional

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Down Payment Assistance designed to  
increase homeownership opportunities.

Not Available in the state of New York and Washington

# Down Payment Help is Widely Available

- 2,290 Homebuyer Programs Across America
- 37% of Down Payment Programs Have No First-Time Homebuyer Requirement
- 91% of Down Payment Assistance Programs Have Available Funds For Buyers

# Target Borrowers

- Borrowers that have achieved financial stability
- Borrowers with lack of down payment / reserves
- Borrowers that have demonstrated the ability to save
- Purchase Clients with no Seller Credits
- Borrowers with limited savings
- LHFS DPA Programs may be used to meet the product minimum down payment investment requirement



# Within Reach™ Conventional

- 30-year fixed term with full amortization
- 5-Year soft second mortgage
- Income limits are based off credit qualifying income reported on the URLA
- No minimum borrower cash investment requirement
- No first-time homebuyer requirement
- One borrower must complete Homebuyer Education course

# 5% Down Payment & Closing Cost Assistance

- 620 Minimum Credit Score
  - Typically, credit scores are 680 and above
- Conforming Loan Amounts
- 97% Maximum LTV
- LPA – Accept / Eligible
  - Run as a Home Possible Loan
- DTI determined by AUS 50% Max
- Income up to 80% AMI
- 25% MI Coverage (Borrower Paid)
- No Co-signers or Non-Occupant Co-Borrowers



# Soft Second Mortgage



5 Year mortgage term with Zero (0) Interest Rate



Forgiven at the end of the 5-year term (61<sup>st</sup> month)



Borrower must remain current on their mortgage for the second to be forgiven



In the 5-year period the Soft second must be paid in full when

- Borrower Sells the Property
- Borrower Refinances
- Borrower becomes delinquent on their first mortgage

# Soft Second Mortgage

- No Payments on the Mortgage Application
- No Second Mortgage File
- No Second Mortgage Approval
- Locking DPA Loan not required
- No Requirement to request DPA Funds



# How Does it Work?



Loan Information	5% Assistance
Purchase Price	\$450,900
Down Payment	\$13,527
Total Loan Amount	\$437,373
2% Loan Origination	\$8,747.46
<b>Total Assistance</b>	<b>\$21,869</b>

Not Available in the state of New York and Washington



# Locking **First Mortgage**

- Must be done using Land Home Financial Services, Inc. eXPRESS portal
- Lock allowed once loan has been Conditionally Approved, and
- Appraisal has been reviewed

**\*\* Any locked Within Reach<sup>TM</sup> loan that does not fund will result in a \$400.00 cancellation fee charged to Broker**

# Submission Requirements for Within Reach<sup>TM</sup> Conventional Loans

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# Submission Checklist

All items are required at the time of submission.

Incomplete files will be rejected at time of registration.

## A) MANDATORY UNDERWRITING SUBMISSION REQUIREMENTS

- Loans must be created and uploaded into [eXPRESS](#)
- Land Home Financial Services, Inc. LE Request / Submission Checklist
- Initial 1003 & Addendum (if applicable) Signed by the Loan Officer
- AUS Findings (released to LHFS Wholesale)
  - (AUS required if using broker credit for qualification)
- Credit Report (dated within 90 days and Brokers Credit Report must show OFAC findings)
- Income Documentation per AUS Findings (see below for customary AUS income documentation)
  - W2 Employee:
    - YTD Paystub and W2/WVOE per AUS (WVOE must be from an independent 3rd party verification provider)
    - YTD information must cover at least 30 days of earnings
  - Self Employed / Other REO Owned:
    - 1 or 2 years 1040's as determined by AUS
  - Other:
    - Per AUS
- Asset Documentation per AUS Findings (Showing Sufficient Funds)
- Earnest Money Deposit
- Valid Purchase Contract
- Mortgage Note of Payment Coupon to determine benefit (refinance only)
- [Manufactured Housing \(MH\) Checklist](#) – Must be submitted in addition to the above required items if property is MH

# URLA Requirements

## URLA DETAIL

### Section 4: Loan and Property Information: 4b. Other New Mortgage Loans on the Property

**4b. Other New Mortgage Loans on the Property You are Buying or Refinancing**  Does not apply

Creditor Name	Lien Type	Monthly Payment	Loan Amount/ Amount to be Drawn	Credit Limit <i>(if applicable)</i>
National Homebuyers Fund, Inc.	<input type="radio"/> First Lien <input checked="" type="radio"/> Subordinate Lien	\$	\$5,000.00	\$
	<input type="radio"/> First Lien <input type="radio"/> Subordinate Lien	\$	\$	\$

- Enter “National Homebuyers Fund, Inc.” as the “Creditor Name”
- Check “Subordinate Lien” under “Lien Type”
- **DO NOT** enter a monthly payment - “Monthly Payment” field must be blank
- Enter DAP dollar amount under “Loan Amount / Amount to be Drawn”

# URLA Requirements

## Section 5: Declarations: 5a. About this Property and Your Money for this Loan

### 5a. About this Property and Your Money for this Loan

<b>A.</b> Will you occupy the property as your primary residence? If YES, have you had an ownership interest in another property in the last three years? If YES, complete (1) and (2) below: (1) What type of property did you own: primary residence (PR), FHA secondary residence (SR), second home (SH), or investment property (IP)? (2) How did you hold title to the property: by yourself (S), jointly with your spouse (SP), or jointly with another person (O)?	<input type="radio"/> NO <input type="radio"/> YES <input type="radio"/> NO <input type="radio"/> YES <input type="text"/> <input type="text"/>
<b>B.</b> If this is a Purchase Transaction: Do you have a family relationship or business affiliation with the seller of the property?	<input type="radio"/> NO <input type="radio"/> YES
<b>C.</b> Are you borrowing any money for this real estate transaction (e.g., money for your closing costs or down payment) or obtaining any money from another party, such as the seller or realtor, that you have not disclosed on this loan application? If YES, what is the amount of this money?	<input type="radio"/> NO <input checked="" type="radio"/> YES <input type="text" value="\$5,000.00"/>
<b>D.</b> 1. Have you or will you be applying for a mortgage loan on another property (not the property securing this loan) on or before closing this transaction that is not disclosed on this loan application? 2. Have you or will you be applying for any new credit (e.g., installment loan, credit card, etc.) on or before closing this loan that is not disclosed on this application?	<input type="radio"/> NO <input type="radio"/> YES <input type="radio"/> NO <input type="radio"/> YES
<b>E.</b> Will this property be subject to a lien that could take priority over the first mortgage lien, such as a clean energy lien paid through your property taxes (e.g., the Property Assessed Clean Energy Program)?	<input type="radio"/> NO <input type="radio"/> YES

- 5a, item C - Mark "Yes"
- Enter DAP dollar amount in the blank field

# QUESTIONS

## Within Reach<sup>TM</sup> Conventional Loans

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