

LAND HOME FINANCIAL SERVICES, INC. TRIO LINK - PROGRAM OVERVIEW:

LINK provides customers access to homeownership through an affordable long-term finance agreement and allows customers time to get mortgage ready with an equitable title interest.

Trio's newest home financing product LINK provides yet another way for customers otherwise unable to obtain affordable financing to access homeownership.

- Offers 100% financing up to FHA loan limits
- Includes a second mortgage covering the required FHA down payment
- LINK is a Financing Agreement providing the rights and privileges of homeownership via equitable title, similar to a standard mortgage and deed of trust
- Built-in refinancing allows for customer transition into direct ownership
- Financial counseling, payment protection and home warranty included

Customers that benefit from the LINK Program:

- First time home buyers
- Self-employed
- 1099 and gig workers
- Relocation
- New job
- College graduates
- Student loans burdened
- ITIN/DACA
- Multi-generational households
- Credit issues preventing mortgage approval
- Those in transition

How does LINK Work?

- TPO Partner creates/uploads file via [DASH](#).
 - Once approval is completed an additional email will be sent with max approved monthly payment and home price supported by that payment
- Customer is the borrower on the LINK financing agreement (LINK) and Trio is the Lender on the LINK transaction
 - Government Agency is the Borrower on the FHA loan
 - Government Agency is the Borrower on the down payment assistance 2nd
- Customer shops for home with their Agent
- Trio prices the LINK payment and issues the LINK disclosures
- Trio accepts assignment and submits to its lender who then orders the appraisal
- Customer signs a LINK agreement and pays required costs (LINK agreement is signed a day before FHA settlement)
- Trio uses its pre-approved government LLCs as borrowers
 - Closing is guaranteed provided purchase price value is supported by the FHA appraisal,
 - Purchase contract has been assigned properly,
 - Title has been reviewed and accepted, and
 - Chain of title subject - no 90-day flips
 - LDP / GSA meets FHA requirements
- LINK finances 100% of the purchase price, so no down payment by customer is required as Trio provides DPA and purchases the home
 - Please note: LINK fees do apply (See [Cash Required](#) and [Financing Fee](#))
- The transaction closes, the home is purchased and the customer moves in!
- LHFS will service the LINK transaction (Borrower makes only 1 monthly payment)



LINK Guidelines		
LINK Program Details	Offers 100% financing up to FHA loan limits <ul style="list-style-type: none"> • Includes a second mortgage covering the required FHA down payment • Customer signs LINK documents (eSign ok) • 1st payment due at signing. 	
LINK Underwriting	<ul style="list-style-type: none"> • Submit FNMA 3.4 file, credit report, 1003, income, and asset documents for Trio AUS LINK approval. (https://dash.lhfs.com/#/login) 	
Prepayment Penalty	Customer can refinance from equitable title into direct title <ul style="list-style-type: none"> • Prior to 36 months requires a 2% prepayment penalty 	
Eligible Borrowers	<ul style="list-style-type: none"> • U.S Citizens • Individuals or Inter Vivos (Living) Trusts • DACA ok • Non-U.S Citizens: <ul style="list-style-type: none"> ○ Lawful Permanent Residents: <ul style="list-style-type: none"> ▪ Eligible with green card, requires a U.S. social security number ○ Non-Permanent Resident Aliens: <ul style="list-style-type: none"> ▪ Eligible with proof of employment and Individual Taxpayer Identification Number (ITIN) ○ Borrower(s) with Diplomatic Immunity: <ul style="list-style-type: none"> ▪ Not eligible • Non-Occupant Co-Borrower Allowed: <ul style="list-style-type: none"> ○ Must sign the loan documents as an additional guarantor ○ Income may be used for qualifying income ○ Occupancy is not required ○ Must have no interest in the transaction as a seller 	
Credit / Housing History	<ul style="list-style-type: none"> • 580 Minimum mid credit score from a FICO report. TRIO will pull a soft credit report from Equifax to determine qualification. (See below for adjusters) <ul style="list-style-type: none"> ○ 620 Minimum – Self-employment, second home, or high balance ○ Reduced interest rates with 2.5% or 5%+ down payment ○ Credit score rate tiers 580-619 (incl. no score ITIN), 620-659, 660+ • No scores permitted with the following requirements: <ul style="list-style-type: none"> ○ Written verification of rental or mortgage payment history for the last 12 months as well as verification of two utility or medical payments with on-time payment history for the last 12 months • No active bankruptcy, foreclosure, or short sale • Bankruptcy, foreclosure, or short sale permitted with the following requirements: <ul style="list-style-type: none"> ○ Eligible upon discharge or satisfaction ○ Must be recorded on credit report • Tax liens, judgements permitted with the following requirements: <ul style="list-style-type: none"> ○ Borrower is eligible if settled or discharged and payment terms are documented in an agreement. • Student Loans: <ul style="list-style-type: none"> ○ Must be in good standing and not in collections. For DTI, use the actual payments as stated on the credit report. 	
Debt Obligations	Standard Creditor	Include minimum payment as listed on credit report
	Tradelines	At least 2 active tradelines or utilities for at least 12 months
	Student Loans	If payment listed on credit, included in DTI. If deferred, not included
	Collections/Judgments	Amortized over 240 months or if payment is listed on credit, included in DTI
	Tax Liens	Amortized over 240 months or if payment is listed on credit, included in DTI
	Charge-offs & Medical	Not included



LINK Guidelines

Debt-to-Income Max DTI: 42% payment to income (PTI) / 55% obligations to income (see below for exceptions).

DTI Modifiers:

Self Employed	38% Max PTI	97.5% Max LTV
Second home (rental income qualifies)	38% Max PTI	95% Max LTV
Bankruptcy, Foreclosure or Short Sale in last 3 years	38% Max PTI	Up to 100% LTV
No Credit Score	38% Max PTI	Up to 100% LTV
Household income less than or equal to \$50,000	38% Max PTI	Up to 100% LTV
Household income less than or equal to \$50,000 (with payment shock above 200%)	36% / 48% Max PTI	Up to 100% LTV
Payment shock above 200%	38% Max PTI	Up to 100% LTV
If any combination of the above	Reduce PTI by 2% to 36%	Up to 100% LTV

Housing History

- No evictions in the last 2 years and no unresolved housing collections
- On time housing payment history for the last 12 months (documented via VOR or credit supplement)
- Verification of 12 months of on-time housing payments. Payment ledger, bank statements, or cancelled checks. VOR or credit supplement OK but must also be verified through another method for a minimum of 3 months.
- Related Party Housing History (i.e., family to family, etc.):
 - Eligible with LOE and verification of payment record via bank statements for 12 months (Bank Statements applicable to both parties).

Cash Required by Borrower at LINK signing

- Borrower Paid LINK Fees = Closing Fee \$1,295 + Signing \$465 + Origination 0.75% of Purchase Price (paid by Customer at LINK agreement).
- Admin fee of \$995, must be disclosed on FHA LE paid to "Land Home."
- Processing fee up to \$595.
- Origination fee up to 2% on the FHA first total loan amount.
- All closing costs can be reduced with use of seller credit (up to 6%).
- 1% of the purchase price in liquid reserves, Proof of funds for cash to close required.
- High balance \$647,000+, 5% down payment required; exceptions for over \$700,000 with 10% down.
- Self-employed, 2.5% minimum down payment; Second home, 5% minimum down payment.
- [Access Link Payment & Fees Calculator \(Estimated\)](#)
- Additional Requirements:
 - Liquidity:
 - No seasoning required; must be in the form of cash or cash equivalents (investments, stocks, bonds, cash deposits); may include earnest money deposits for the financed property; may be from gift funds with documented gift fund letter and proof of deposit. Excluded: cash value of life insurance, retirement assets, employer pension plans, non-liquid assets
 - Gifted Funds:
 - Required to be documented with a signed letter from grantor and acknowledged with no repayment requirements by grantee
 - Verification:
 - Confirm through review of bank statements and/or investment statements

Homeownership Counseling

First time homebuyer class from eHome America (www.ehomeamerica.org)
 Borrower to pay for course.
 12-month minimum post-purchase counseling class is required with costs to be paid by the applicant – current cost of \$234.

Loan Amount

- Minimum: \$120,000
- Maximum: FHA loan limit for the market area



Link Guidelines	
Income	<ul style="list-style-type: none"> No income or asset seasoning required No income limits All income to be reviewed; income must be appropriate for described employment; utilize salary.com or other such resource to determine reasonableness for independent contractors W2 employee – Most recent W2, 60 days of most recent & consecutive paystubs, bank statements verifying deposits 1099 or Independent Contractor: <ul style="list-style-type: none"> Most recent year tax returns (1 year tax return required) <ul style="list-style-type: none"> Most recent 1099 (if applicable) Current year to date P&L 3 Months Business Bank Statements (Personal is allowed if 1099 income is deposited) Business license Income is calculated on the current cashflow. Self-employment: <ul style="list-style-type: none"> Most recent year tax returns <ul style="list-style-type: none"> Previous year personal and business tax returns required Prior Year and Current year to date P&L 3 Months Business Bank Statements Business license Income is calculated on the current cashflow. <ul style="list-style-type: none"> Review income for reasonableness given job type. If self-employment is a continuation of similar job type from previous employment, treat as continuous employment. Where income has not been reported on tax returns, verify deposits from provided bank statements. Relocation with new employment ok, Tax liens, judgements with payment plan ok DACA/ITIN eligible with copy of ITIN letter and proof of employment VOE form accepted with minimum most recent bank statement to verify income deposit New Employment less than 12 months: <ul style="list-style-type: none"> 2 months paystubs, or Employment letter and most recent months paystubs if less than 2 months, and Verification of payments to bank statement
Effective Age	Newly Built and Resale
Eligible Locations	Nationwide program, excluding the following: <ul style="list-style-type: none"> Alaska, New York City Metro Area (including areas in New Jersey bordering Manhattan), and Coastal counties in Florida along the Atlantic seaboard (See Florida Map)
Home Price	Up to the county area FHA loan limit.
Seller Credit	Up to 6%
Agent Compensation	Real Estate Agents receive full compensation as included in the PSA.
Eligible Home Types	<ul style="list-style-type: none"> SFR Condo Townhomes <p>Must meet FHA qualifications and appraisal. See LINK Home Requirements for more information.</p>
Ineligible Home Types	<ul style="list-style-type: none"> Manufactured Homes Mobile Homes Homes located in flood zones

Link Guidelines	
Time to Close	Standard lender closing timeframes.
Home Warranty	Home warranty must be included.
Home Inspection	Home inspection is required when subject is not a new build.
Homebuyer Payment Protection Plan	https://www.appliedassurance.net/pricing-calculator
Purchase Contract	Purchase contract is standard (Customer is reflected as the Buyer). Include the Assignment Addendum or input addendum language into PSA Must contain contingencies for Inspection and Appraisal
Exceptions	<ul style="list-style-type: none"> • Certain exceptions may apply for applicants due to: <ul style="list-style-type: none"> ○ Foreclosure, Short sale, Job Loss, Reduction in Income, Bankruptcy, Medical Hardship or Separation/Divorce • Exception regarding Foreclosure and Short sale: <ul style="list-style-type: none"> ○ Revolving credit accounts open since event are in good standing (bills remained paid and on time) with the exception of the mortgage related to Foreclosure or Short sale • A signed letter of explanation from the applicant must be provided explaining the reasons behind extenuating circumstances
Number of Properties	<ul style="list-style-type: none"> • If the subject transaction is for a primary residence, there is no limit to the number of financed properties • If the subject transaction is for a second home, the number of financed properties is limited to 4, including the primary residence

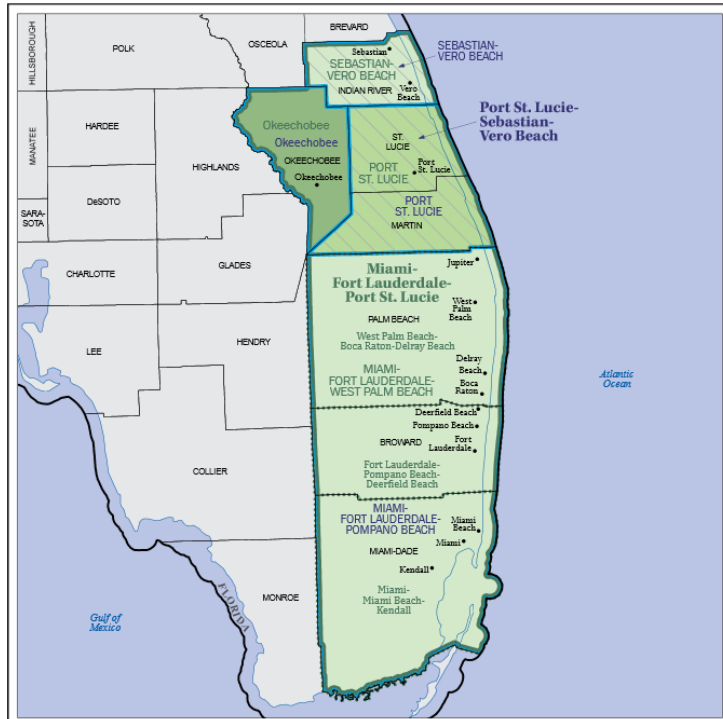
FHA Mortgage Details	
Mortgage Type	30-year fixed rate mortgage with standard non-owner-occupied terms FHA 203(b) mortgage. (1 st mortgage and a 2 nd – DPA) FHA county loan limits apply.
Borrower (Trio)	The IOG designated entity must be reflected as the Borrower on the mortgage.
Occupancy	Non-owner occupied as an IOG with consumer terms and pricing.
Purpose	FHA purpose is to promote homeownership and access to credit.
Trio Underwriting	TPO Partner does not submit an AUS and cannot be included in the file. The IOG entity is the “Borrower” in FHA Connection and their Tax Identification Number (TIN) is in place of a social security number.
Interest Rate	Par rate Periodically set by LINK and Land Home Financial Services (“Master Lender”). Check daily rate sheet or price through DASH
2nd Mortgage DPA	15-year repayable 2 nd mortgage

Mortgage Broker Compensation and Fees	
LHFS Admin Fee	\$995, must be disclosed on LE paid to "Land Home." This fee is passed on to the Borrower through the financing agreement.
Processing Fee	Broker may charge up to \$595. This fee is passed on to the Borrower through the financing agreement.
Borrower Paid Compensation	Broker may charge up to 2% origination fee on the FHA first total loan amount. This fee is passed on to the Borrower through the financing agreement.

Program Code	Program Description
WGF30TRIOLINK-000	FHA Fixed 30 TRIO LINK Housing Finance Agency
WGF30TRIOLINK2.5-000	FHA Fixed 30 TRIO LINK 2.5 Housing Finance Agency
WGF30TRIOLINK5-000	FHA Fixed 30 TRIO LINK 5 Housing Finance Agency
WCE15-116	Closed End 2nd Fixed 15 IHFC

Map of Florida – Ineligible areas have been highlighted in green

Miami-Fort Lauderdale-Port St. Lucie, FL Combined Statistical Area



The following is excluded: Miami-Port St Lucie-Fort Lauderdale CSA and Key West. This area includes Miami-Dade, Broward, Palm Beach, St Lucie, Martin, Indian River.

Key West is in Monroe County. However, not all of Monroe County is excluded.

How to apply?

- TPO Partner creates/uploads file via [DASH](#).
- Once TPO Partner submits the application a confirmation email will be sent to them.
- LHFS will validate and submit to Trio for approval. Once approval is completed an additional email will be sent with max approved monthly payment and home price supported by that payment

When Customer is Under Contract:

- Please ensure the contract is uploaded ASAP so LHFS can obtain LINK approval. Include addendums and MLS listing, if available, via [DASH](#).
- TPO Partner orders the inspection (if not a new build) and uploads when completed
 - Discount is available when using BPG Inspectors (LINK's preferred inspector)

LINK Closing Process by Trio:

- All LINK transactions are closed via "Mail Away" or "Digital Delivery"
 - "Mail Away" = Closing documents are emailed to Trio for printing and signing, then Trio sends back to escrow via overnight delivery
 - "Digital Delivery" = Electronic closing documents and eNotary via approved electronic device.
- LINK funds are wired to escrow for next day closing

FHA & DPA Closing Process:

- LINK's administrators sign the 1st FHA mortgage with LINK internal notaries
- LINK's administrators sign the 2nd mortgage DPA (if applicable) with LINK internal notaries
- Recording occurs when escrow confirms funding has been received
- Keys are released to Customer once closing is confirmed, and Customer can move into their new home!
- No different than any other transaction

Post-Closing:

- Customer makes a monthly payment direct to LHFS
- Customer needs to set up HOA, utilities, etc.
- Customer receives post-purchase support from Trio financial counseling partners to help remain on track with payments
- Customer can refinance from equitable title into direct title
 - Prior to 36 months requires a 2% prepayment penalty

LINK Tax ID Numbers (TIN)

Full Name of Agency partner	State
Cedar Band HFA (Tax ID Number: 87-0893146)	AZ, CO, ID, NM, NV, UT, WY
Choctaw American Insurance, Inc. (Tax ID Number: 87-1968327)	AL, AR, CA, CT, DC, DE, HI, IA, IL, IN, FL, GA, KS, KY, LA, MA, MD, MI, MN, MO, MS, MT, NC, ND, NE, NH, OH, OK, OR, PA, RI, SC, SD, TN, TX, VA, WA, WI, WV
DPA 2nd Mortgage is in the name of the IHFC.	AL, AR, AZ, CA, CO, CT, DC, DE, HI, IA, ID, IL, IN, FL, GA, KS, KY, LA, MA, MD, MI, MN, MO, MS, MT, NC, ND, NE, NH, NM, NV, OH, OK, OR, PA, RI, SC, SD, TN, TX, UT, VA, WA, WI, WV, WY

See below for helpful tips on how to enter data into FHA Connection.