Home in Five Advantage Program

Last Updated: November 13, 2024

Lakeview presentation and content is meant for informational and educational purposes only and is not acting on behalf of or at the direction of HUD, FHA, or the federal government. The information provided in this presentation is for informational purpose for the FHA, VA and/or USDA program(s) and does not guarantee HFA approval or production results. ©2024 Lakeview Loan Servicing, LLC. NMLS #391521, Equal Housing Lender. Lakeview Programs are offered to qualified residential lending institutions and are not applicable to the general public and/or individual consumers. Lakeview Loan Servicing, LLC. 507 Prudential Road, Horsham, PA 10944



Lakeview /

Disclosures

This presentation is provided for information purposes only and does not contain material information about Lakeview Loan Servicing, LLC ("LLS" or together with its related companies, "Lakeview" or the "Company"), including important disclosures and risk factors associated with the business therein. This presentation is not intended to be, nor should it be construed or used as, an offer to sell or a solicitation of any offer to buy any securities, which offer may only be made at the time a qualified offeree receives a confidential private placement memorandum describing an offering (a "Memorandum"). In the event of any conflict between the information contained herein and the information contained in a Memorandum, the information in a Memorandum will control and supersede the information contained herein. The information contained herein is not intended to provide, and should not be relied upon for, accounting, legal, or tax advice or investment recommendations. The recipient hereof should make an independent investigation of the information described herein, including consulting its own tax, legal, accounting, and other advisors about the matters discussed herein.

This presentation may include certain statements, estimates, targets and projections provided by Lakeview with respect to the Company's business. Such statements, estimates, targets, and projections reflect significant assumptions and subjective judgments by the Company's management concerning anticipated results. The information contained herein is subject to change. Factors which could cause actual results to differ materially from historical results or those anticipated include, but are not limited to: competitive and general business, economic, market, and political conditions in the United States and abroad from those expected; reduction in government support of homeownership; the level and volatility of interest rates; changes in interest rate paths; changes in generally accepted accounting principles or in the legal, regulatory and legislative environments in the markets in which the Company operates; different assets in a fund's portfolio; and the ability of management to effectively implement the Company's strategies.

This material is confidential and cannot be reproduced in any manner. By its acceptance hereof, each recipient agrees (in addition to any obligations it may have under a confidentiality agreement with the Company or its affiliates) that neither it nor its agents, representatives, directors, or employees will copy, reproduce or distribute to others this presentation, in whole or in part, at any time without the prior written consent of the Company and that it will keep permanently confidential all information contained herein not already in the public domain and will use this presentation for the sole purpose of deciding whether to proceed with a further investigation of the Company. This presentation shall remain the property of the Company. The Company reserves the right to require the return of this presentation (together with any copies or extracts thereof) at any time.

Neither the Company nor its advisors nor any of their respective directors, partners, employees, or advisers nor any other person (i) shall be liable for any direct, indirect, or consequential loss or damages suffered by any person as a result of relying on any statement in or omission from this presentation and any such liability is expressly disclaimed, (ii) you should seek the advice of your legal counsel, compliance counsel, or professional advisor on matters related or as they apply to you and (ii) no such party undertakes any obligation to update any of the information contained herein or to correct any inaccuracies, whether as a result of new information, future events or otherwise. Except where otherwise indicated, this presentation speaks as of the date hereof.





Home in Five Advantage Program

- The Home in Five Advantage Program was designed by the Maricopa and Phoenix IDAs to support sustainable, long-term homeownership for qualified low and moderate-income buyers within Maricopa county.
- Through the program, homebuyers can obtain FHA, VA, or Conventional loan financing through either Fannie Mae HFA Preferred or Freddie Mac HFA Advantage.
 - Fannie Mae HFA Preferred
 - Freddie Mac HFA Advantage[®] Program
 - HUD Housing Handbooks
 - VA Lenders Handbook

Lakeview



Benefits

- No finite source of funding; the program is continuously funded.
- The program is not limited to first-time homebuyers.
- Federal recapture does not apply.
- No purchase price limits (FHA, VA, and GSE loan limits apply).
- No Lender or Seller Affidavits, no worksheets.
- No Underwriter Certificate.
- No Program Administration Fee.
- No caps or restrictions on loan fees; "reasonable and customary."





Program Success since 2012*

\$196 Billion Total Down

Payment Assistance

\$3.8 Million Additional Assistance

Lakeview

*per Home in Five



Program Success since 2012*

25,091 Total Home in Five Homebuyers





*per Home in Five



Home in Five Advantage and Partners

Lakeview Loan Servicing, LLC is the Master Servicer.

• All loans must be locked through and sold to LakeviewCorrespondent.com.

Since March 2019:

- 127 approved lenders
- 7,100 loans closed, \$1.9 billion in first loans.

Stifel, Nicolaus & Company (Stifel) provides certain administrative functions.

Unmatched pricing, credit, and underwriting concessions from FHA, VA, and the GSEs.





Program Description

- The **Home in Five Advantage Program** is a partnership program designed to support sustainable, long-term homeownership for qualified buyers by providing the down payment assistance needed to achieve their dreams.
- Eligible borrowers must meet the program income limits (regardless of family size).
 - Additional income limit restrictions may apply depending on the second mortgage product selected.
 - Refer to Home in Five guidelines for current income limits.
 - All stable and verifiable income used for underwriting qualification as reported in the Underwriting Transmittal Summary must be applied against the Program Income Limits.
- No purchase price limits; current Fannie Mae/Freddie Mac conforming loan limit applies.
- Qualified individuals or families may obtain a 30-year, fixed-rate loan, with up to 6% down payment/closing cost assistance.



Program Parameters (All Loans, All Borrowers)

- Purchases only, 30-year fixed-rate loans, owner-occupied, primary residence
- Homebuyer Education:
 - As a condition for closing a Home In Five loan, all borrowers on the Note (even nonfirst-time homebuyers) are required to take an 8-hour homebuyer education course through an approved housing counseling agency located in Arizona and get a certificate of completion.
 - See the **Home in Five** website for a list of approved providers.
 - The homebuyer education course may be in-person or online.
 - If a homebuyer takes an online class, they must provide their lender with a cobranded certificate including the local agency's name and/or logo and the online provider's information.





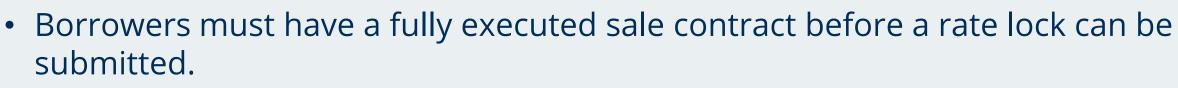
Eligible Property Types

Owner-occupied, 1-unit primary residences including:

- Townhomes
- PUDs
- Condominiums

Location

• Property must be within Maricopa county.



Borrowers and spouses must reside in the U.S. and occupy the property as their primary residence within 60 days of closing.



First Mortgage

- Eligible First Mortgage Product: Fixed 30-year term only, government and conventional options available
- Purchase of a primary residence only
- Minimum FICO: 640; all borrowers must have a FICO score.
- **DTI:** lesser of **50%** or AUS approval
- Underwriting: AUS; Manual downgrade permitted for FHA with specific requirements
- **Income limits**: Refer to Home in Five guidelines for current income limits. Household income does not apply. AMI limits must be met depending on the product selected.
- **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 family members.
- Homebuyer Education: Required for all homebuyers, see product matrix for details
- Down payment and closing cost assistance of up to 6% of the loan amount
- Not limited to first-time homebuyers



Program at a Glance - Conventional

- Eligible First Mortgage Product: Fixed **30-year term** only. Fannie Mae HFA Preferred or Freddie Mac HFA Advantage
- Eligible Second Mortgage Product: 30-year forgivable, 7-year forgivable, 10-year amortizing 2nd (3-year forgivable forthcoming)
- LTV/CLTV: 97/105%
- Underwriting: Approve/Eligible from DU or Accept/Eligible from LPA; manual underwriting and/or non-traditional credit not permitted
- Can be combined with Down Payment and closing cost assistance

In the case of conflicting guidelines, lenders must follow the more restrictive guidelines of Home in Five, Fannie Mae, or Freddie Mac (as applicable), Mortgage Insurer, Lender, or Lakeview Loan Servicing, LLC.



First Mortgage Loans – Conventional, continued

Other Key Features of Conventional Loans (Low-income only)

- No delivery fees, no loan level price adjustments
- Mortgage Insurance coverage required
 - Monthly, split, and single MI premiums are permitted.
 Note: High-cost triggers and calculations do apply.
- On Conventional loans for borrowers earning **above 80% AMI**, standard MI coverages apply (e.g., 35% for a 95.01-97% LTV).
- Charter MI is available for borrowers earning less than or equal to 80% AMI

Lakeview presentation and content is meant for informational and educational purposes only and is not acting on behalf of or at the direction of HUD, FHA, or the federal government. The information provided in this presentation is for informational purpose for the FHA, VA and/or USDA program(s) and does not guarantee HFA approval or production results. ©2024 Lakeview Loan Servicing, LLC. NMLS #391521, Equal Housing Lender. Lakeview Programs are offered to qualified residential lending institutions and are not applicable to the general public and/or individual consumers. Lakeview Loan Servicing, LLC. 507 Prudential Road, Horsham, PA 10944



95.01%-97%18%90.01-95%16%85.01-90%12%80.01-85%6%



Program at a Glance – Government

- Eligible First Mortgage Product: Fixed 30-year term only, VA, FHA (203b, 203k Limited), HUD 184
- Eligible Second Mortgage Product: 3-year forgivable, 7-year forgivable, 10-year amortizing
- LTV: 96.5% (FHA), 100% (VA)
- CLTV: per investor guidelines
- Credit Score: All borrowers must have a FICO score of no less than 640
- **DTI:** Not to exceed **50%** subject to a DU or LPA approval
- Underwriting:
 - VA: AUS only (DU or LPA)
 - FHA: Approve/Eligible or Accept/Eligible, manual downgrades due to additional information not considered in the AUS decision are permitted subject to a 660 FICO and a 43% maximum DTI
 - HUD 184 Follow HUD 184 process
- Can be combined with down payment and closing cost assistance

In the case of conflicting guidelines, lenders must follow the more restrictive guidelines of Home in Five, FHA or VA (as applicable), Lender, or Lakeview Loan Servicing.

Home in Five Advantage

Home in Five Advantage Down Payment Assistance (DPA) Guidelines (available on the Home in Five website)

- Can be paired with either a **conventional** or **government** first mortgage product as defined below.*
- Due upon sale or refinance
- 30-year forgivable second mortgage for 3%, 4%, or 5% of the first mortgage. Conventional loans only
 - Forgives after 30 years. 0% Interest
- 7-year forgivable second mortgage for 3%, 4%, 5%, or 6% of first mortgage. Conventional, FHA & VA loans only
 - Forgives 1/84th per full month. **0%** Interest
- 3-year forgivable second mortgage for 3%, 4%, or 5%, of first mortgage. FHA and VA loans only
 - Forgives 1/36th per full month. **0%** Interest
- 10-year amortizing second mortgage for 3%, 4%, 5%, or 6%, of first mortgage. Conventional, FHA & VA loans only
 - Repaid monthly at a 6% rate
 - The P&I payments must be included in the DTI calculations for qualification purposes.

*See the product matrix for complete details



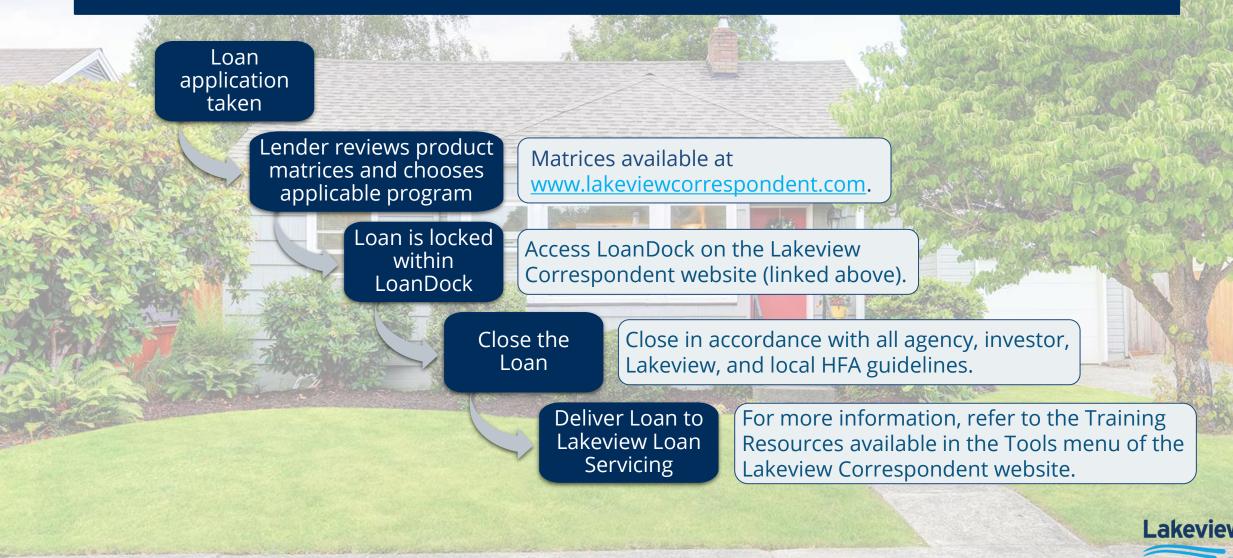
DU and LPA for Second Loan

Second Loan Representation in DU and LPA

- Within DU, second loans are entered as a liability and in the Community Lending section. Remember to fill out the correct repayment structure for the Community Second as well.
- Within LPA, the second loan information is entered into the Other New Mortgage Loans on the Property You are Buying or Refinancing section.
 - If the second loan is a 30-year, 7-year, or 3-year forgivable loan, answer Yes to the question: Is the Affordable Second Payment Deferred?
 - If the second loan is the 10-year term principal amortization, answer No to the question: Is the Affordable Second Payment Deferred?



The Process





Home in Five Rate Locks

- All loans must be locked through LakeviewCorrespondent.com.
- Borrowers must have a fully executed sale contract before a rate lock is submitted.
- Select the 1st loan product code for the corresponding DPA amount of the 2nd loan.
- When locking the second loan, select the correct second loan product code (shown on the rate sheet) for the corresponding DPA amount, including additional DPA if applicable.
- Lenders should have an **estimate** of qualifying income at rate lock, but any rate concession is based on the **final** qualifying income.
- Rate locks may be modified or canceled between **9am 7pm EDT.**
- Lock extensions are permitted subject to an extension fee.
- The lock screen provides first and second loan confirmations for rate lock amount, date, and expiration date. A step-by-step job aid detailing how to register and lock the loan is available under the Training tab of the Lakeview Correspondent website.
- For additional assistance on locking a loan, contact Client Services at 85-Lakeview, option 3, or at <u>ClientServices@BayviewLoans.com</u>.

idual

Sample Rate Sheet

60 DAY EXP DATE



2/15/2023 04/16/23 WEBSITE

RATE SHEET DATE

LOCK DESK PHONE NUMBER/EMAIL

City of Phoenix IDA/Maricopa County IDA HOME IN FIVE Program

| FHA Loa | ans (3 Yea | r Forgivable | e 2nd) | |
|--|------------|--------------|--------|---|
| 1 | Premium P | Pricing Only | | |
| 1st Code | Rate | 2nd Code | 2nd % | |
| FPX303 | 7.750% | EPX 303 | 3.0% | * |
| FPX304 | NA | EPX 303 | 4.0% | |
| FPX305 | NA | EPX 303 | 5.0% | |
| For Borrowers up to Program Income Limit | | | | |
| ** R | equires a | 7% GN coupo | n | |

| l | VA Loa | ns (3 Yea | r Forgivable | 2nd) | |
|---|-----------|--------------|---------------|---------|---|
| l | | Premium P | ricing Only | | |
| I | 1st Code | Rate | 2nd Code | 2nd % | |
| l | VPX303 | 7.750% | EPX 303 | 3.0% | * |
| I | VPX304 | NA | EPX 303 | 4.0% | |
| l | VPX305 | NA | EPX 303 | 5.0% | |
| ľ | For Borro | wers up to P | rogram Income | e Limit | |
| ł | AZ PLUS | 7.625% | Forgivable | 3.0% | 1 |

| FNMA/FHLMC (30 Year Forgivable 2nds) 50% Price (Purchased by Lakeview) | | | | |
|---|-------------|---------------|------|----|
| 1st Code | Rate | 2nd Code | | |
| CPX400 | 6.375% | EPX 303 | 0.0% | |
| CPX403 | 7.750% | EPX 303 | 3.0% | •• |
| CPX404 | NA | EPX 303 | 4.0% | |
| CPX405 | NA | EPX 303 | 5.0% | |
| For | r Borrowers | up to 80% AMI | | |

| | | Forgivable Price w. ARP | |
|-----------------------------|------------|----------------------------|-------|
| 1st Code | Rate | 2nd Code | 2nd % |
| FPX333 | 7.125% | EPX 310 | 3.0% |
| FPX334 | 7.250% | EPX 310 | 4.0% |
| FPX335 | 7.500% | EPX 310 | 5.0% |
| FPX336 | | | 6.0% |
| For Borrowers up to 80% AMI | | | |
| ** Re | quires a 7 | % GN coupo | n |

| VA Loans (7 Year Forgivable 2nd) 50% Purchase Price w. ARPA | | | | |
|--|--------|----------|-------|--|
| 1st Code | Rate | 2nd Code | 2nd % | |
| VPX333 | 7.125% | EPX 310 | 3.0% | |
| VPX334 | 7.250% | EPX 310 | 4.0% | |
| VPX335 | 7.500% | EPX 310 | 5.0% | |

For Borrowers up to 80% AMI

Lakeview's 7 Year Forgivable 2nds will be discontinued

| FNMA/FHLMC (7 Year Forgivable 2nd) | | | | |
|------------------------------------|-------------|--------------|-------|--|
| 50% P | urchase P | rice with AR | PA | |
| 1st Code | Rate | 2nd Code | 2nd % | |
| CPX473 | 7.000% | EPX 310 | 3.0% | |
| CPX474 | 7.125% | EPX 310 | 4.0% | |
| CPX475 | 7.375% | EPX 310 | 5.0% | |
| For | Borrowers u | p to 80% AMI | | |

| FHA Loans (10 Year Amortizing 2nd) 75% Purchase Price (IDA Bond Funded) | | | | |
|--|--------|----------|-------|--|
| 1st Code | Rate | 2nd Code | 2nd % | |
| FPX353 | 6.625% | EPX 315 | 3.0% | |
| FPX354 | NA | EPX 315 | 4.0% | |
| FPX355 | 7.000% | EPX 315 | 5.0% | |
| FPX356 | 7.125% | EPX 315 | 6.0% | |
| For Borrowers up to Program Income Limit | | | | |

Lakeview

| VA Loans (10 Year Amortizing 2nd) 75% Purchase Price (IDA Bond Funded) | | | | |
|---|------------|--------------|----------|--|
| 1st Code | Rate | 2nd Code | 2nd % | |
| FPX353 | 6.625% | EPX 315 | 3.0% | |
| FPX354 | NA | EPX 315 | 4.0% | |
| FPX355 | 7.000% | EPX 315 | 5.0% | |
| For Borro | wers up to | Program Inco | me Limit | |

| FNMA/FHLMC (10 Year Amortizing 2nd) 75% Purchase Price (IDA Bond Funds) | | | | |
|--|-------------|--------------|----------|--|
| 1st Code | Rate | 2nd Code | 2nd % | |
| CPX453 | 6.875% | EPX 315 | 3.0% | |
| CPX454 | NA | EPX 315 | 4.0% | |
| CPX455 | 7.000% | EPX 315 | 5.0% | |
| CPX456 | 7.125% | EPX 315 | 6.0% | |
| For Borro | owers up to | Program Inco | me Limit | |

Lakeview presentation and content is meant for informational and educational purposes only and is not acting on behalf of or at the direction of HUD, FHA, or the federal government. The information provided in this presentation is for informational purpose for the FHA, VA and/or USDA program(s) and does not guarantee HFA approval or production results. ©2024 Lakeview Loan Servicing, LLC. NMLS #391521, Equal Housing Lender. Lakeview Programs are offered to qualified residential lending institutions and are not applicable to the general public and/or individual consumers. Lakeview Loan Servicing, LLC. 507 Prudential Road, Horsham, PA 10944



Lakeview

FHA Commitment Letter

- The **Legally Enforceable Commitment Letter** (FHA only) is available on the Lakeview portal at the time of loan lock.
- 1. To locate the commitment letter, click **Closed Loan** and select **Reporting**.
- 2. Search for the loan by the **Loan Number** or the borrower's **Last Name**.

| and and | Deliver Loans / TDOCS |
|-----------------------|-----------------------|
| | Reporting |
| Reports Menu | |
| Search by Loan Number | OLast Name |

3. In the loan file, scroll down to the Loan Images to view the Commitment Letter.

| Loan Images Upload files to this loan | |
|--|----------------------------|
| File Name | Image Added Date User Name |
| 0012345678 CommitmentLetter 8080801234567 121212.pdf | 8/20/2024 1:12:40 PM |
| | |
| | |



Second Loans: Lender Responsibilities

Reminders

- Enter the second loan information correctly within the Lakeview system.
- Size the second loan as a percentage of the final first loan amount (includes any financed MI), rounded down to the nearest dollar.
- Advance the second loan funds at the loan closing on behalf of the IDAs for the benefit of the borrower(s).
- There is no cash back from the second loan proceeds. Reduce the amount of assistance or lower the first mortgage amount.
- Utilize the second loan documents provided on the **Home in Five** website.
 - Be sure to select the correct loan term from the sets of second loan documents:
 - One for 3-year and 7-year terms
 - One for the 10-year term
 - One for the 30-year term

Lakeview



Second Loan Disclosures, Fees and Originals

Disclosures

- The Lender must disclose the second loan terms on behalf of the IDAs in accordance with CFPB guidelines. Under CFPB's partial disclosure exemption, Lenders may use:
 - The Home in Five RESPA 2nd loan disclosure, or
 - Lender's own TRID 2nd Loan Estimate and 2nd Loan Closing Disclosure
- **Note:** The 10-year amortizing 2nd loan does not qualify for the partial exemption. Lenders must originate a full origination package, including a loan application, 2nd Loan Estimate, Closing Disclosure, etc.

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

Permitted Fees

• Recording fees, transfer taxes, and any applicable assignment fees are the only permitted second loan fees. Both should be reflected in the second loan disclosures and not in the first loan disclosures.

Original Second Loan Documents

 Original second notes and true certified copy 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.

Lakeview

Second Loan Documents

2nd Loan Documents can be found at <u>https://homein5advantage.com/resources-for-lenders/</u> Documents include:

- Disclosure of 2nd Loan Terms
- 2nd Promissory Note
- 2nd Deed of Trust
- 2nd Loan Closing Instructions

Note: Input the data in the 2nd Loan Data Entry Form and the documents will auto-populate.

Be sure to select the correct loan term from the sets of second loan documents:

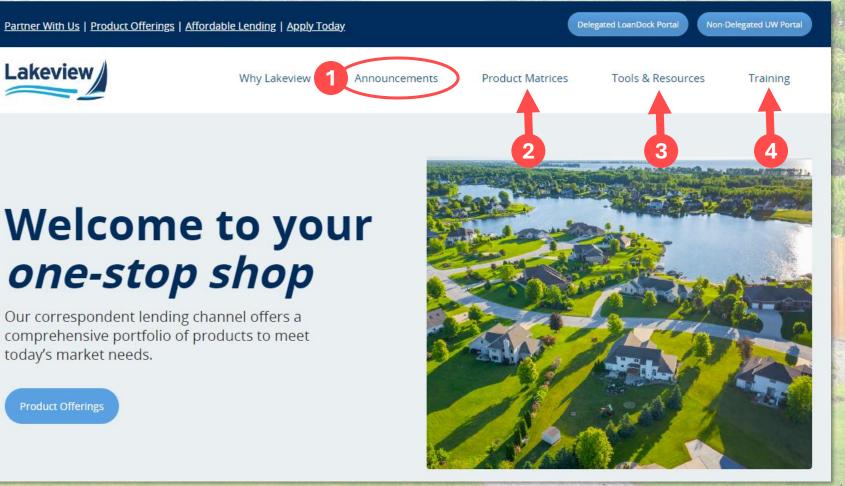
- One for 3-year and 7-year terms
- One for the 10-year term
- One for the 30-year term

Lakeview

Lakeview Correspondent Website

Here you will find:

- 1. Announcements
- 2. Product Matrices
- 3. Tools & Resources, including Reference Guides, Forms, Calculators, Delivery Checklists, and Turn Times.
- 4. Training, including a live Training Calendar, Product Training, and Portal/System training.







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. | |
| Locking or Delivering Loans | Contact Lakeview Client Services at 85-Lakeview, option 3 or at clientservices@bayviewloans.com. | |
| First Mortgage Payoffs | Contact LoanCare at 1-800-509-0183. | |

Lakeview presentation and content is meant for informational and educational purposes only and is not acting on behalf of or at the direction of HUD, FHA, or the federal government. The information provided in this presentation is for informational purpose for the FHA, VA and/or USDA program(s) and does not guarantee HFA approval or production results. ©2024 Lakeview Loan Servicing, LLC. NMLS #391521, Equal Housing Lender. Lakeview Programs are offered to qualified residential lending institutions and are not applicable to the general public and/or individual consumers. Lakeview Loan Servicing, LLC. 507 Prudential Road, Horsham, PA 10944



keview

Resources

First Mortgage

• For more information or questions about the **First Mortgage** please see the applicable product matrix at <u>www.lakeviewcorrespondent.com</u>.

Second Mortgage

 For more information or questions about the Second Mortgage options, including conventional/government product matrices, down payment assistance guidelines, lender agreement, or contact information, refer to

http://www.homein5advantage.co m/resources-for-lenders/.





Additional Contacts

STIFEL

| | Contact | Phone | Email |
|----------|--|--------------|---------------------------|
| | Marc Paskulin, Managing Director Banking | 530.492.3264 | paskulinm@stifel.com |
| Conter S | Scott Riffle, Managing Director Banking | 720.673.3957 | <u>riffles@stifel.com</u> |
| 1. M | DeDe Cross, Director Banking | 720.673.3947 | <u>crossde@stifel.com</u> |
| Testerio | | | |

| Contact | Phone | Email |
|---------------------------------------|-----------------|-----------------------|
| Murray Boess, Chief Financial Officer | 602.534.0180 | mboess@phoenixida.com |
| Mary Misic, Administrator | 602.834.5226 x2 | <u>mary@mcida.com</u> |

MARICOPA COUNTY

Lakeview presentation and content is meant for informational and educational purposes only and is not acting on behalf of or at the direction of HUD, FHA, or the federal government. The information provided in this presentation is for informational purpose for the FHA, VA and/or USDA program(s) and does not guarantee HFA approval or production results. ©2024 Lakeview Loan Servicing, LLC. NMLS #391521, Equal Housing Lender. Lakeview Programs are offered to qualified residential lending institutions and are not applicable to the general public and/or individual consumers. Lakeview Loan Servicing, LLC. 507 Prudential Road, Horsham, PA 10944

IN



Lakeview

Thank you!

