HFA Advantage Mortgage:

Maximum 97% LTV / 105% TLTV
HFA income limits
All credit fees in price waived
Charter-level mortgage insurance

...available exclusively through North Carolina Housing Finance Agency



Freddie Mac's HFA Advantage Mortgage® North Carolina Housing Finance Agency

Presenter: Tom Ward

June 2019



NOTE: This document is not a replacement or substitute for the information found in the Freddie Mac Single-Family Seller/Servicer Guide, and/or terms of your Master Agreement and/or other Pricing Identifier Terms.

Agenda





Key Features: HFA Advantage





Loan Product Advisor®

Income limits established by North Carolina HFA

- 97% LTV / 105% TLTV (Affordable Seconds® only)
- No Minimum LTV
- No Minimum Borrower Contribution
- Purchase transactions only
- First-time homebuyers, repeat buyers*
 - * Subject to HFA requirements
- 1- unit primary residence**
 (Detached / attached, PUDs, Condominiums)
- All borrowers must occupy the mortgaged premises as their primary residence
- Permit ownership of other property, without any restrictions, subject to HFA guidelines
 - ** Manufactured homes are not eligible

- No reserves required
- Fixed rate

HOME

POSSIBLE

Qualifying Income / Income Limits



V. MONTHLY INCOME AND COMBINED HO			
Gross Monthly Income	Borrower	Co- Borrower	Total
Base Empl. Income*	\$	\$	\$
Overtime			
Bonuses			
Commissions			
Dividends/ Interest			
Net Rental Income			
Other (before completing, see the notice in "describe other income," below)			
Total	\$	\$	\$

- Must use income used to qualify the borrower to establish that the income limits are not exceeded.
- Mortgage Credit
 Certificates (MCCs) may
 be considered as
 qualifying income with
 HFA Advantage
 mortgages provided the
 requirements of the Guide
 are met.
- HFA will determine income eligibility based upon their own income limits. (current limit: \$89,500 – effective 7/1/2019)



Additional Borrower Subsidy Program (Affordable Income Subsidy)

Additional Borrower Subsidy Program



Subsidy based on Area Median Income (AMI)*

Very Low Income Subsidy: Qualifying income ≤ 50% AMI, an additional subsidy of \$2500 will be granted



Low Income Subsidy:

Qualifying income >50%

and ≤80% AMI,

an additional subsidy of

\$1500 will be granted

*Based on percentages of Area Median Income Limits (AMI) as published by Freddie Mac



General Messages

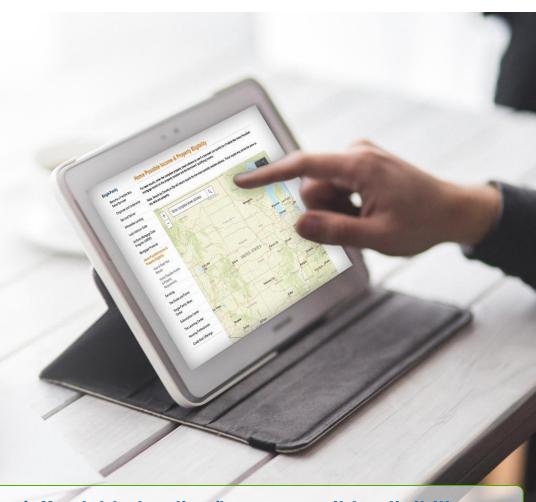
CODE	MESSAGES	
TV	oan Product Advisor Assessment Expiration Date for JOHN FREDDIE is 08/31/2019.	
LX	The Proposed Monthly Housing Expense includes Homeowner's Association (HOA) dues greater than zero; however, the subject property is not submitted as a unit in a Planned Unit Development (PUD) or Condominium or Cooperative Project. Review for accuracy.	
81	Only Freddie Mac seller/servicers with a negotiated commitment may deliver HFA Advantage mortgages. Ensure the annual qualifying income (\$36,000.00) falls within the maximum HFA-established income limits.	
K9	The Area Median Income (AMI) is (\$117,200.00) for the address submitted.	
EW	Seller is responsible for documenting and underwriting all Mortgages in accordance with the requirements of the Single-Family Seller/Servicer Guide and/or Master Agreement.	
KS	At least one borrower must participate in a homeownership education program that meets the National Industry Standards for Homeownership Education and Counseling, or is provided by the HFA, a HUD-approved counseling agency or a Mortgage Insurer, or complete Freddie Mac's CreditSmart Steps to Homeownership Tutorial prior to the Note Date. Retain the Homeownership Education Certificate or comparable document in the Mortgage file.	
4D	The net purchase price is calculated by subtracting the sales concessions from the gross purchase price.	
D2	Based on the annual qualifying income (\$36,000.00) and the Area Median Income (AMI) (\$117,200.00) where the property is located, the loan meets the housing goal qualifications for a Very Low-Income Purchase (VLIP) since the income is at or below 50% AMI (\$58,600.00). Additionally, the loan meets the Low-Income Purchase (LIP) housing goal which requires income of less than or equal to 80% AMI	

(\$93,760.00).

Home Possible Income & Property Eligibility Tool



Did you know you can check for the Home Possible income & property eligibility using our Home Possible® Income & Property Eligibility tool?

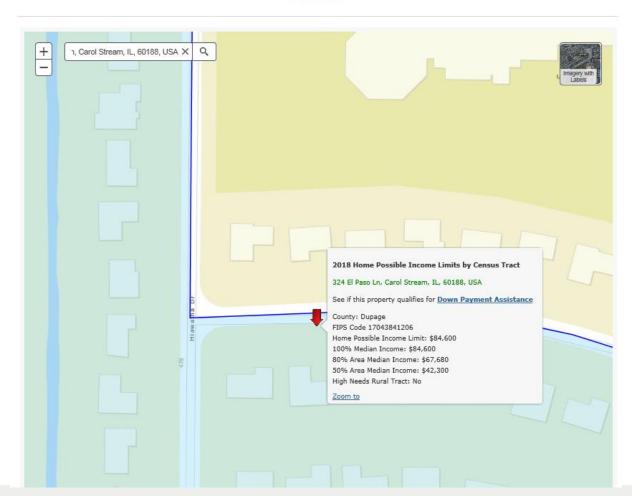


https://sf.freddiemac.com/working-with-us/affordable-lending/home-possible-eligibility-map

Home Possible Income & Property Eligibility Tool



Home Possible Income and Property Eligibility Tool





HFA Advantage Additional Features & Benefits

Features and Benefits



Mortgage Insurance:

LTV Ratio	HFA Advantage Mortgage Insurance Coverage (Fixed rate only)	Standard Mortgage Insurance Coverage (Fixed rate, term > 20 years)
Greater than 80% up to 85%	6%	12%
Greater than 85% up to 90%	12%	25%
Greater than 90% up to 95%	16%	30%
Greater than 95% up to 97%	18%	35%





HFA Advantage[®] vs. FHA: A Side-by-Side Comparison with 3% Down Payment Assistance (DPA)

Assumptions:

- Purchase price = \$175,000
- 18% MI coverage

- 30-year fixed rate mortgage
- \$400 monthly taxes & insurance
- FICO used for all scenarios:700
- 2% annual appreciation, and estimate PMI may be dropped in 5.7 years

	Scenario 1 ✓ Borrower paid monthly MI premium ✓ 97% LTV ✓ Rate 5.875%	Scenario 2 ✓*Non-refundable single premium (2.25%) ✓ 97% LTV ✓ Rate 5.875%	FHA ✓ FHA Upfront and monthly MI premium ✓ 96.5% LTV ✓ Rate 5.625%
Base Loan Amount	\$169,750	\$169,750	\$168,875
Upfront MI Cost	\$0	\$3,819*	\$2,955 (1.75%)*
Total Loan Amount	\$169,750	\$169,750	\$171,830
Down Payment	\$5,250	\$5,250	\$6,125
Monthly MI (\$ & rate)	\$96 / .68%**	N/A	\$119/ .85%
Principal & Interest	\$1,004	\$1,004	\$989
Taxes & Insurance	\$400	\$400	\$400
Total Monthly Payment (Year 1)	\$1,500	\$1,404	\$1,508
Monthly Cost/Savings Compared to FHA	\$8	\$104	-
MI Cost Over 5 Years (60 payments + any upfront MI)	\$5,760	\$3,819	\$9,855 (estimated upfront MI + 60 monthly payments)
5-Year MI Savings Compared to FHA	\$4,095	\$6,036	-
Monthly payments (est. in 5.7 years until PMI may be dropped)	\$1,404	\$1,404	\$1,470 (est. monthly MI in-year 6 = \$108 and is non-cancellable)

The scenarios are intended for illustrative purposes only and should not be relied upon for actual rate quotes, loan estimates or other borrower disclosures. Comparisons are at the highest LTV ratio allowed for the product.

* FHA includes an upfront MIP (1.75%) and monthly premium (.85%). Private MI premiums adjust based upon loan transaction features (e.g., Fixed Rates vs. ARMs, loan-to-value ratios, loan purpose, loan term, MI coverage required, FICO scores, etc.).

^{**}Private MI premium rates from MGIC, June 2018. Check premium rates with your preferred MI provider(s).





Are the HFA Advantage Mortgage offerings available only to first-time homebuyers?



No, the borrower does not have to be a first-time homebuyer

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Sources of Funds



Flexible Sources of Funds

- Financing Concessions
 - » 3% LTV/TLTV ratio > 90%
 - » 6% LTV/TLTV ratio > 75% ≤ 90%
 - » 9% LTV/TLTV ratio ≤ 75%

- Lender Credit
- Unsecured Loan: Originating Lender (Refer to Guide Section 5501.4)

Closing costs and Escrows

Borrower Personal Funds

- Depository accounts
- Cash on hand
- Securities
- Retirement accounts
- Government bonds
- Loan secured by borrower's assets
- Sale of borrower's real property
- Sale of borrower's assets
- Borrower's real estate commission
- Funds from a trust

- Pooled funds
- Individual Development Account (IDA): include matching funds only if not subject to recapture tax
- Community Savings-Borrower contribution
- Cash value of life insurance policy
- Trade equity
- Rent Credits

Credit card charges, cash advances or unsecured line of credit: to pay fees associated with the mortgage application process

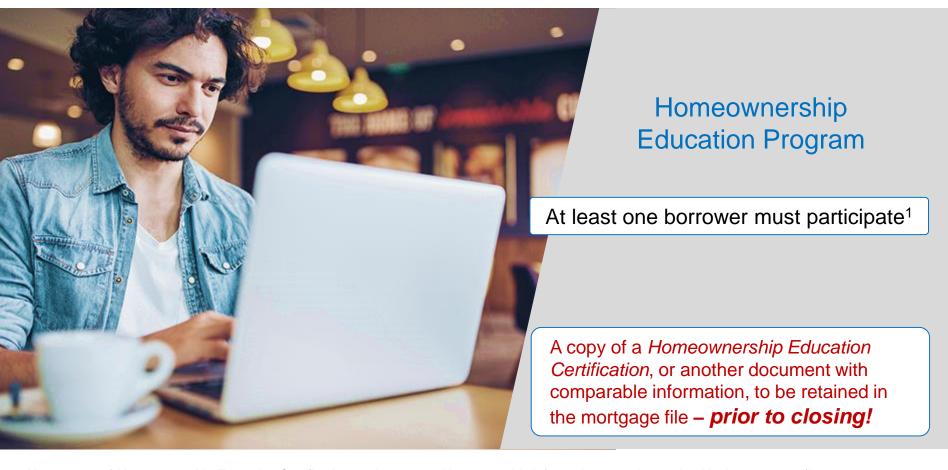
Other Eligible Sources of Funds

- Gift funds or gift of equity: Related Person
- Gift funds: wedding gift
- Gift/Grant: Agency*
- Gift/Grant from Seller as originating lender*
- Affordable Seconds
- Employer-Assisted Homeownership Benefit
- IDA: matching funds subject to recapture tax
- Unsecured loan: Agency/Related Person, or Community Savings Systems (For Community Savings funds in excess of Borrower's contribution)
- Sweat equity

*Gifts or grants from the Seller as the originating lender will be permitted only after a contribution of at least 3% of value is made from Borrower personal funds and/or other eligible sources of funds

Borrower Eligibility - Homeownership Education





1- Also, a copy of *Homeownership Education Certification*, or document with comparable information, must be retained in the mortgage file.

NOTE: Must not be provided by an interested party to the transaction, the originating lender or Seller

Borrower Eligibility - Homeownership Education





CreditSmart® Consumer Online Resources

The CreditSmart® curriculum includes financial education modules to meet consumers' diverse homeownership needs and features information on credit, money management, homeownership, foreclosure avoidance, and more.



Steps to Homeownership Tutorial-With Certificate

Are you a first-time homebuyer required to take a homeownership education course as a qualification for HomeOne or Home Possible® mortgages? Check out the Steps to Homeownership Tutorial.



12-Module Financial Education Curriculum- No Certificate

Utilize our free consumer financial education curriculum if you are considering homeownership for the first time or currently own a home and need information on how to avoid foreclosure.



Learn & Teach CreditSmart® in Four Easy Lessons

Become a certified instructor for CreditSmart® the financial education curriculum that helps
your clients reach their financial and
homeownership goals. This FREE instructor-led
webinar series is tailored to housing
professionals and is approved for six CEUs for
AFCPE® certified professionals.

https://sf.freddiemac.com/working-with-us/creditsmart/overview



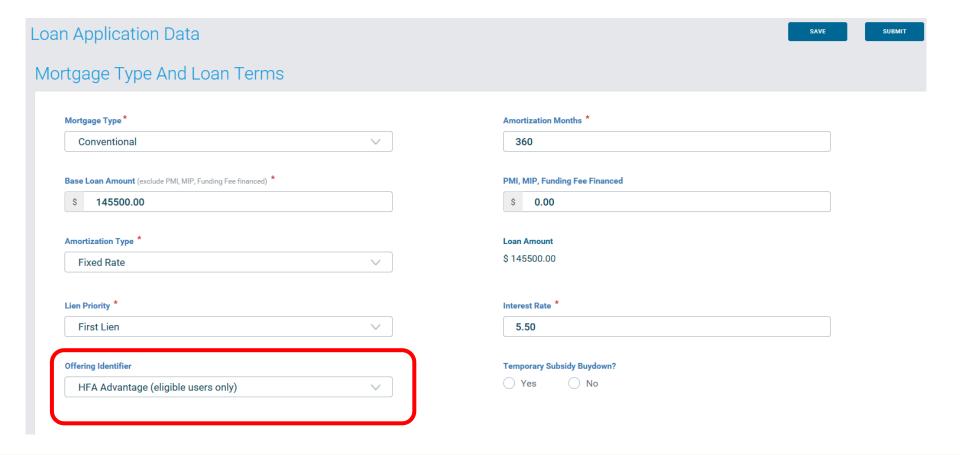
Underwriting & Processing Tips

Loan Product Advisor



Instructions for Entering an HFA Advantage® loan into Loan Product Advisor.

Select "HFA Advantage (eligible users only)" in the "Offering Identifier" field within the "Mortgage Type and Loan Terms" section of Loan Product Advisor. See screen below. If using a Loan Origination Software (LOS) system, please contact them to verify what field and value to enter. Some LOS systems may have you enter "251".

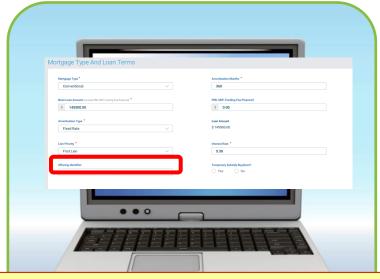


Underwriting Path:



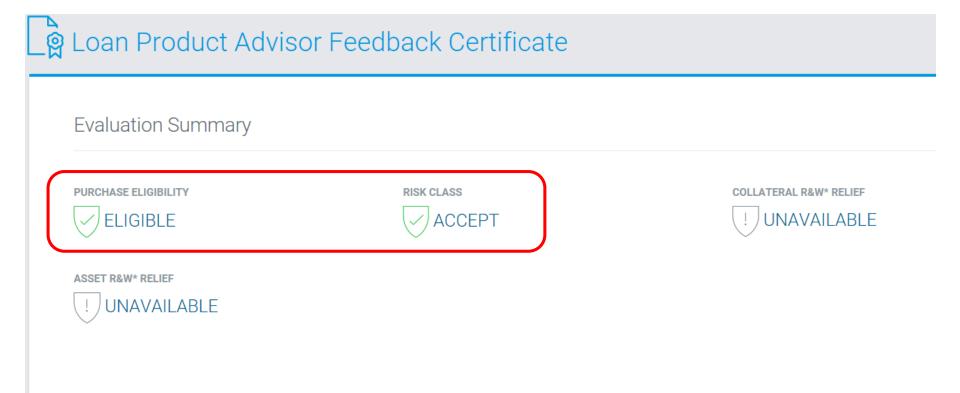
HFA Advantage

- Must be submitted to Loan Product Advisor (no manual underwriting)
 - » Only Accept Risk Class permitted
 - » Minimum credit score: 640
 - » Maximum debt-to-income ratio: 43%
 - » Maximum term: 30 years



Optional: Offering Identifier - 251 (HFA Advantage)







Verify the loan was submitted correctly by ensuring the value entered in the "Offering Identifier" field is showing **HFA Advantage (eligible users only)** as shown below:

N	Mortgage Information		
	PRODUCT TYPE	AMORTIZATION TYPE	AMORTIZATION MONTHS
	30 Year Fixed Rate	Fixed	360
	INTEREST RATE	PURPOSE OF LOAN	PURCHASE PRICE
	5.5000%	Purchase	\$150,000.00
	LOAN AMOUNT	ESTIMATED VALUE OF PROPERTY	APPRAISED VALUE OF PROPERTY
	\$145,500.00	N/A	\$150,000.00
	PROPERTY TYPE	INTENDED USE OF PROPERTY	NUMBER OF UNITS
	Single Family Detached	Primary Residence	1
	AFFORDABLE PRODUCT TYPE	CASH OUT AMOUNT	TEMPORARY SUBSIDY BUYDOWN
	N/A	N/A	N/A
	OFFERING IDENTIFIER	SUBORDINATE AMOUNT	SALES CONCESSIONS
1	HFA Advantage	\$0.00	N/A
l	, and the second se	·	
	NEW CONSTRUCTION	PURPOSE OF REFINANCE	LENDER SUBMITTED RESERVES
	N/A	N/A	N/A



General Messages

CODE MESSAGES

- TV Loan Product Advisor Assessment Expiration Date for JOHN FREDDIE is 08/31/2019.
- LX The Proposed Monthly Housing Expense includes Homeowner's Association (HOA) dues greater than zero; however, the subject property is not submitted as a unit in a Planned Unit Development (PUD) or Condominium or Cooperative Project. Review for accuracy.
- Only Freddie Mac seller/servicers with a negotiated commitment may deliver HFA Advantage mortgages. Ensure the annual qualifying income (\$36,000.00) falls within the maximum HFA-established income limits.

OK.

KU Since there is at least one borrower who is not a First-Time Homebuyer, homebuyer education is required only if specified by the HFA.

- KS At least one borrower must participate in a homeownership education program that meets the National Industry Standards for Homeownership Education and Counseling, or is provided by the HFA, a HUD-approved counseling agency or a Mortgage Insurer, or complete Freddie Mac's CreditSmart Steps to Homeownership Tutorial prior to the Note Date. Retain the Homeownership Education Certificate or comparable document in the Mortgage file.
- 4D The net purchase price is calculated by subtracting the sales concessions from the gross purchase price.
- D2 Based on the annual qualifying income (\$36,000.00) and the Area Median Income (AMI) (\$117,200.00) where the property is located, the loan meets the housing goal qualifications for a Very Low-Income Purchase (VLIP) since the income is at or below 50% AMI (\$58,600.00).

 Additionally, the loan meets the Low-Income Purchase (LIP) housing goal which requires income of less than or equal to 80% AMI (\$93,760.00).





Does the Homeownership Education Course need to be completed prior to closing?



Sources of Funds: Affordable Seconds®





Solutions



Find an Affordable Mortgage Solution

Grow your Affordable Mortgage origination opportunities by offering Freddie Mac products to help meet the needs of your borrowers and the communities you serve.

Filter By Property Type V Mortgage Type View Summary Details

Compare these products

Home Possible®

The Freddie Mac Home Possible® mortgage offers more options and credit flexibilities than ever before to help your very low- to moderate-income borrowers attain the dream of owning a home.

HomeOne[™]

Available to qualified first-time homebuyers for a low down payment of just 3%, HomeOne²² is a low down payment option that serves the needs of many first-time homebuyers.

CHOICEHome[™] Mortgages

CHOICEHome[®] is our innovative, affordable mortgage initiative that offers conventional site-built financing for real-property factory-built homes, that are built to the HUD Code and have the features of a site-built home.

https://sf.freddiemac.com/working-with-us/affordable-lending/solutions

GreenCHOICE Mortgages™

Our GreenCHOICE Mortgage²⁴ offering helps families facilitate the financing of

HFA Advantage® Program

The Freddie Mac HFA Advantage® Program offers Housing Finance

Affordable Seconds®

Freddie Mac Affordable Seconds® is designed to help meet the needs of



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FreddieMac.com Single-Family Multi-Family Capital Markets Credit Risk Transfer :

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N

Origination & Underwriting

Mortgage Products 🔍

Affordable Seconds

Freddie Mac Affordable Seconds®is designed to help meet the needs of borrowers who require flexible secondary financing options to increase their homeownership opportunities.

These affordable lending mortgage products are supplemented by subsidized secondary financing that comes from one of the following sources: any duly authorized authority or agency of the federal, state, local or municipal government; a nonprofit community or religious organization other than a credit union; the borrower's employer; or a regional Federal Home Loan Bank under one of its affordable housing programs.

Originating with Affordable Seconds helps you strengthen your community investment by leveraging public funds to originate more loans; increase your originations for low- and moderate-income borrowers; reduce your processing costs for secondary financing programs; support collaborations with public agencies and nonprofit organizations.

R	
Product Features	
ELIGIBLE MORTGAGE PRODUCTS	A fixed-rate mortgage or an ARM with an initial fixed-rate period of five years or greater. Purchase or "no cash-out" refinance transactions. Secured by a 1-to 4-unit primary residence.
MAXIMUM TLTV RATIOS	Multiple Affordable Seconds may be used, but within TLTV limits. The maximum TLTV for a Home Possible Mortgage is 105 percent.
SPECIAL REQUIREMENTS	The Affordable Second must be provided by an agency under an established, ongoing, documented secondary financing or financial assistance program. The property seller or another interested party to the transaction may not be the source of the Affordable Second. The Affordable Second cannot be a HELOC. The terms of the Affordable Seconds must not require a balloon payment due before the maturity or payment in full of the first lien mortgage. Interest rate on the Affordable Second must not be more than 2 percent higher than the rate of the first mortgage. Interest rate on the Affordable Second must not be more than 2 percent higher than the rate of the first mortgage. Scheduled payments on the Affordable Second If monthly payments on the Affordable Second If monthly payments on the Affordable Second begin before the 61st monthly payment under the first lien mortgage, such monthly payments must be included in the borrower's monthly housing expense-to-income ratio and monthly debt payment to-income ratio. If monthly payments on the Affordable Second begin on or after the 61st monthly payment under the first lien mortgage or if repayment of the entire Affordable Second amount is due only upon sale or default, the amount of the Affordable Second monthly payment may be excluded from both ratios. See Guide Section 4204.2 for additional requirement for mortgages with Affordable Seconds, related to: Loan Product Advisor submissions Participation in appreciation (equity sharing) Land use restrictions

https://sf.freddiemac.com/working-with-us/origination-underwriting/mortgage-products/affordable-seconds

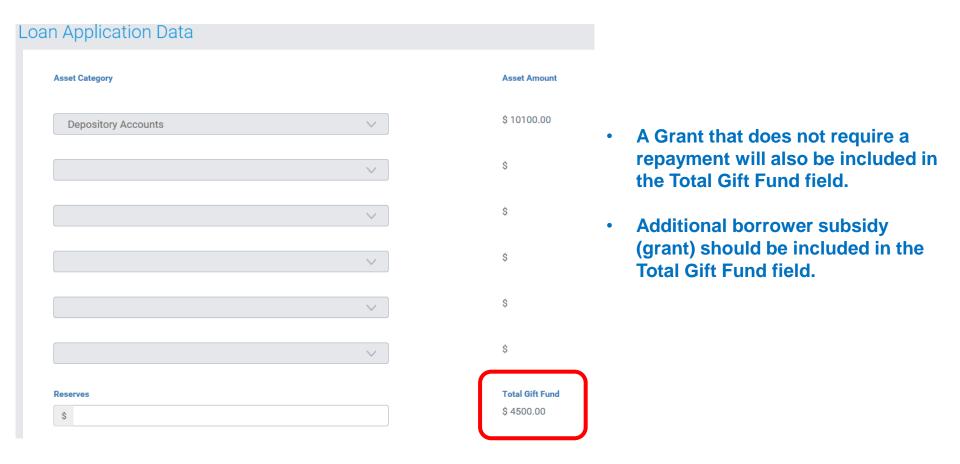
Source of Funds - Affordable Second Checklist



Contact Us 1-800-FREDDIE FreddieMac.com Single-Family Multi-Family Capital Markets Credit Risk Transfer Freddie Mac ::: D Working with Us Tools & Learning News & Insights Origination & Underwriting Mortgage Products 💙 Affordable Seconds Who is Affordable Seconds for? V **Checklist** – Check off the true statements. Freddie Mac · Low- to moderate-income borrowers. secondary fir These afford The source of the secondary financing is a duly authorized authority or agency of the federal, state, Checklist - Check off the true statements. continued from the front comes from (local or municipal government; a nonprofit community or religious organization other than a credit local or muniunion; the borrower's employer; or a regional Federal Home Loan Bank under one of its affordable union: the bo housing programs. The interest rate on the secondary financing is not more than 2 percent higher than the rate of the housing prog first mortgage. The source of the secondary financing is not the property seller or another interested party to the Originating w transaction. The terms of the secondary financing do not require a balloon payment before the maturity or public funds payment in full of the first lien mortgage. borrowers; re The total loan-to-value (TLTV) ratio for the first lien and the secondary financing does not exceed 95 with public as percent (105 percent for Home Possible Advantage first liens). The secondary financing is not a Home Equity Line of Credit. The proceeds from the secondary financing will be used for down payment assistance and/or The secondary financing's interest accruals that are added to the principal do not increase the TLTV payment of closing costs ratio beyond the maximum TLTV ratio allowed for the first lien mortgage at any time during the term of the first lien mortgage. The secondary financing will not result in a priority lien. The secondary financing is used with a first lien mortgage that meets the following requirements: Fixed-rate mortgage or an ARM with an initial fixed-rate period of five years or greater. Purchase transaction or a "no cash-out" refinance. One- to 4-unit primary residence. Checklist continues on back

Loan Product Advisor: Data Entry





 *** Please ensure when the loan is delivered in Loan Selling Advisor that the secondary financing fields are completed accurately. ***

Wrap Up



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HFA Advantage®

The Freddie Mac HFA Advantage® Program offers Housing Finance Agencies comprehensive program that enables you to diversify your portfolio while expresponsibly.

Whether you're a Freddie Mac Seller/Servicer or selling through a Master Serv Program offers you outstanding flexibility for maximum financing.

Program Features	
BORROWER ELIGIBILITY/BORROWER PROFILE	 Enhanced 97% LTV and 105% TLTV Mortgage HFA income limits Homeownership Education – per HFA program or Home Possible® mortgages Use of Loan Product Advisor® recommended for broader product flexibility AUS alternatives in lieu of Loan Product Advisor® considered
PRICING	Market competitive standard HFA Credit Fee in Yield reflecting market conditions and sales executions Loan-level credit fees in price exception for HFAs Cash & Guarantor executions Long-term contracts that may be amended subject to 90 days advance notice
CREDIT FEES IN PRICE	No MI (12 months recourse) No MI (12 months recourse)
DELIVERY REQUIREMENTS	Streamlined application process and less required documentation Dedicated Freddie Mac representative to assist you through the application process Reduced application fees
EXECUTION OPTIONS	HFA-focused webinars Lender training materials and tutorials Available consumer-focused homebuyer education (e.g., CreditSmart®) Loan Advisor® tools: Loan Product Advisor® Loan Selling Advisor® Loan Quality Advisor®

https://sf.freddiemac.com/working-with-us/origination-underwriting/mortgage-products/hfa-advantage



Growing Your Business

From valuable training and networking events to advanced tools and applications that help you work smarter, Freddie Mac has the resources you need to expand into new markets and grow your revenues.

Training & Events

Powerful applications and automated processes to help you work smarter and handle any eventuality.

Become a Seller/Servicer

Being a Freddie Mac client means you'll have access to a wide range of mortgage solutions to meet the diverse needs of your borrowers and your business, along with technology solutions that help you work smarter.

Loan Advisors

Loan Advisor^{SI} uncovers hidden value for your business. Our data and models revel opportunity at every stage of the lending process.

The Seller/Servicer Guide

Everything you need to know to work with us is in the Seller/Servicer Guide and associated Guide Bulletins and Industry Letters.

Resources for Borrowers

Reaching and educating borrowers – and helping them find the right mortgage – is essential for your business. Freddie Mac provides an array of materials you can share with your clients and business prospects.

CreditSmart®

CreditSmart® is a multilingual financial education curriculum and consumer outreach initiative designed to help consumers build and maintain better credit, make sound financial decisions.

Reaching Borrowers

Take advantage of the information we have gathered here to expand your efforts in reaching homebuyers in today's changing marketplace.

MyHome 🗹

Whether your borrowers rent, own, or plan to buy, we offer the resources to help make informed decisions and support their success.

Duty to Serve 🗹

Supporting underserved markets by financing more rural and manufactured housing and preserving more affordable housing for homebuyers nationwide.

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Freddie Mac HFA Advantage® Mortgages

Freddie Mac HFA Advantage® mortgages offer outstanding flexibility for maximum financing. Learn more with this fact sheet.

Freddie Mac HFA Advantage® Program Details

View the HFA Advantage® terms specific to housing finance agencies.

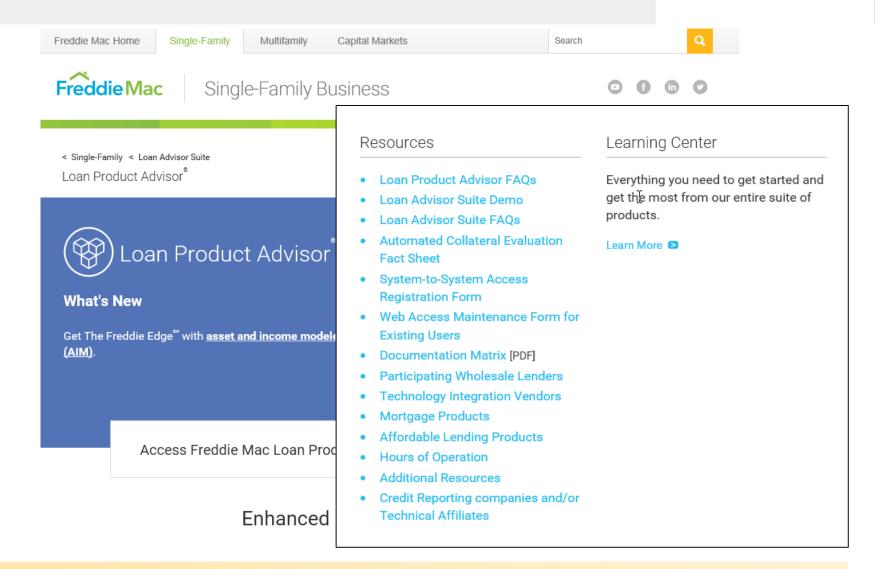
HFA Advantage® vs. FHA: A Side-by-Side Comparison

View the comparison.

https://sf.freddiemac.com/working-with-us/origination-underwriting/mortgage-products/hfa-advantage



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http://www.freddiemac.com/singlefamily/crownpeak/loanadvisorsuite_loanproductadvisor.html



Call: 800-FREDDIE (800-373-3343)

Welcome to Freddie Mac. We make home possible. Your call may be monitored or recorded for quality assurance.

- If you are a Freddie Mac approved Seller Servicer or a Business Partner, please <u>press 1</u>.
- For underwriting guideline support, please <u>press 1</u>.
- For affordable lending, HFA advantage or home possible, please <u>press 1</u>.
- Please enter your six-digit Seller Servicer number or sevendigit third party originator number, followed by the pound sign.



Please complete the online evaluation before exiting today's session

Thank you for your participation!