



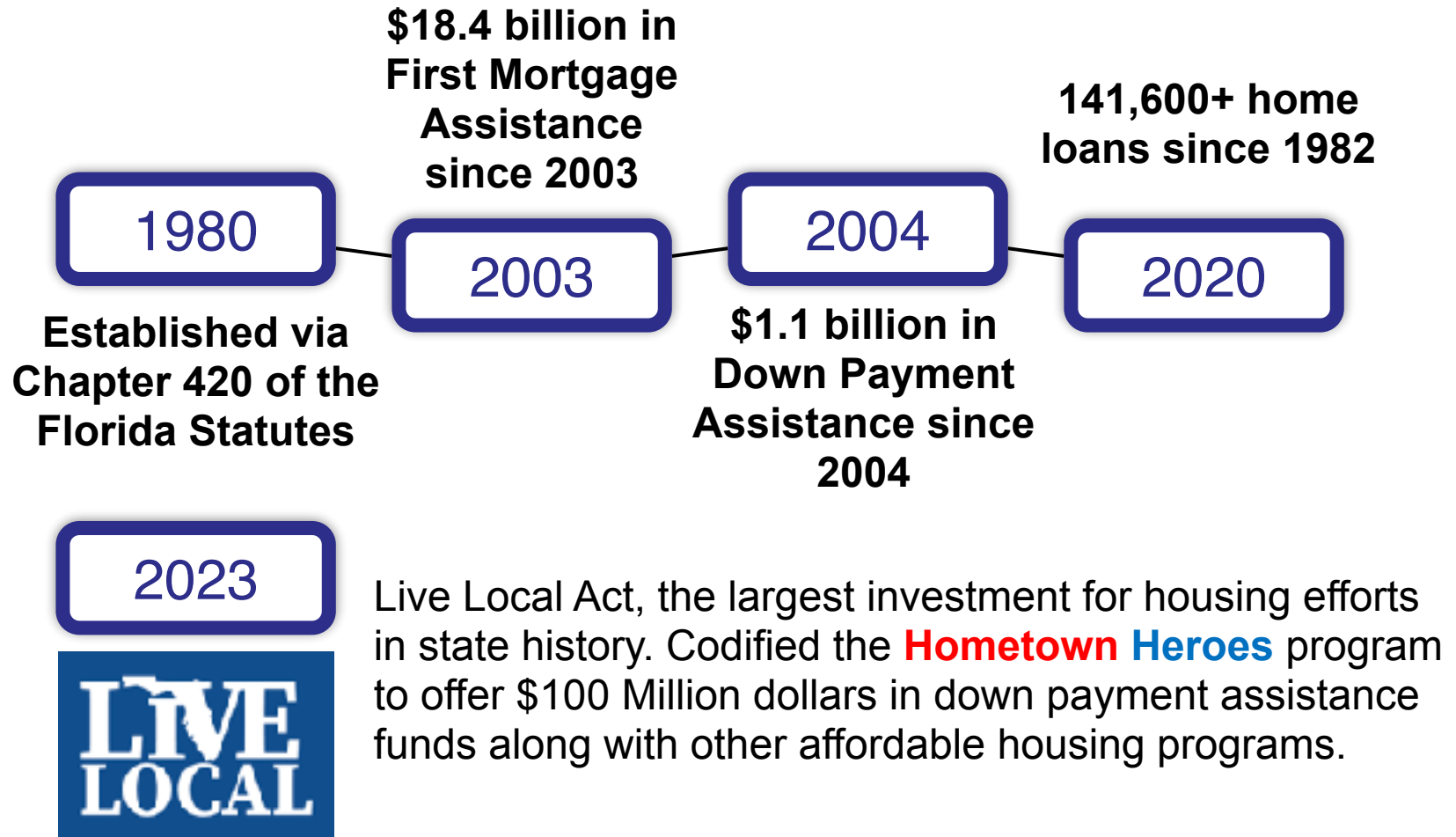
# First-Time Homebuyer Workshop

Your Guide to Down  
Payment Assistance with  
Florida Housing Finance  
Corporation

227 North Bronough Street, Suite 5000  
Tallahassee, Florida 32301  
850.488.4197 • 850.488.9809 Fax

[www.floridahousing.org](http://www.floridahousing.org)

# Florida Housing Finance Corporation



# Florida Housing Finance Corporation

---

## “Your State Housing Finance Agency”

Federal and state statutory authority to implement certain programs. Programs are available throughout the entire state as opposed to local jurisdictions, counties or markets. With more available resources, we can offer more flexibility and a wider variety of programs (ex: Hometown Heroes).

Contact: **(850) 488-4197**

Email: [dpa@floridahousing.org](mailto:dpa@floridahousing.org)  
for the Single-Family Department

# State/County/City Resources

---

Florida Housing Finance Corporation is a State Housing Finance Agency (HFA). There are some Counties within the State of Florida and have their own Housing Finance Agency programs. Also, there are over 120 programs that receive SHIP funding.

**State** - Florida Housing Finance Corporation

Funds are available in any City or County within the State of Florida

**County** - Local HFA & SHIP

Funds are typically restricted to Geographical County Limits.

**City** - Local Programs

Funds are typically restricted to Geographical City Limits

# Pre-Qualification Before You Look At Housing



Bond

TBA

Just like every other loan, the loan officer will review your income vs your debt to calculate the maximum mortgage payment the borrower can qualify for.

The loan officer will then look at your Assets (savings) to determine the amount of funds needed based on the loan type (Conventional, FHA, USDA or VA).

The current interest rates will determine the mortgage amount they qualify for.

Finally determine if the you are eligible for a first mortgage with DPA.

# Homebuyer Education

## Partial List of Online Providers:

This is a partial list of Online Providers who will issue a certificate upon completion. **This training should be completed before the loan is reserved with Florida Housing.**

<b>Arch MI</b>	<a href="https://www.housingeducation.org/pathways">https://www.housingeducation.org/pathways</a>
<b>eHomeAmerica</b>	<a href="https://www.ehomeamerica.org/">https://www.ehomeamerica.org/</a>
<b>Essent MI</b>	<a href="https://centerforhomeownership.net/homepath/register">https://centerforhomeownership.net/homepath/register</a>
<b>Fannie Mae</b>	<a href="https://homeready.frameworkhomeownership.org/">https://homeready.frameworkhomeownership.org/</a>
<b>Freddie Mac</b>	<a href="https://creditsmarttutorial.freddielearning.com/">https://creditsmarttutorial.freddielearning.com/</a>



Florida Housing does not endorse any of the providers but only gives this as a tool for loan officers to quickly find providers. Links may not be current due to consistent changes with web pages. Some of these Online Providers charge fees to obtain access to these courses.

# What Are Your Next Steps?

---

Once a pre-approval is established these are the next steps:

1. Contact a real estate agent
2. Find a home at or below the pre-approved amount
3. Execute a real estate purchase contract. This will involve putting down an earnest money deposit (EMD)
4. This money is held in escrow by the title company. This money is credited to your total out of pocket due on closing day. If the financing falls through you will get that money back if you meet the terms of the sales contract

# What Are Your Next Steps?

---

Your lender will now complete a full application (if not done as part of your pre-approval)

You will be asked to supply supporting documentation. At a minimum you will be asked to supply your last 2 years of W2's, last two pay stubs and last 2 months of bank statements

A full credit check is done at this point, and a loan commitment is given

# What Are Your Next Steps?

---

Next, you or your real estate agent will schedule a home inspection

1. An inspector will let you know of any defects that he finds in the home. Do not let someone talk you out of having this inspection done!
2. This is another upfront cost that is not part of the closing fees. The fee varies throughout the state but generally ranges between \$500-\$700
3. If the home is discovered to have many defects and the seller is not willing or able to make the repairs, most contract will let you cancel the deal and get your EMD back.
4. Find another home.

# What Are Your Next Steps?

---

Next, your lender will order an appraisal

This ensures the home is worth what your agreed purchase price

At this stage your file is in processing. Do not be surprised if you are asked for additional documentation to support your loan file

Once you are through this stage you will be on your way to your closing day


The day finally arrives—CLOSING DAY. If additional personal funds are required to fund your loan, you will have wired funds to the title company or bring a cashiers check to closing. You will officially sign your many, many loan documents (always read the note(s)) and get the keys to your new home

# How To Find A Lender

- You will need to contact one of our trained and approved Loan Officers.
- There are over 2,000 loan officers located through the State of Florida working for 200+ different approved Lenders.
- Use our Homebuyer Wizard for quick access: <https://apps.floridahousing.org/StandAlone/FTHBWizard>




- **Select the # of People who will live in the household**

 **People living in the household**

-- Select Number Of Occupants ▾

- **Select the County you are looking to purchase in**

 **County you are looking to buy in**

-- Select a County -- ▾

# Homebuyer Loan Programs *Wizard*

- Select one of our four different Down Payment Assistance loan programs.

## Explore our Down Payment Assistance Programs (DPA)

### Contact a Lender

#### Description:

**Rate:** [Contact one of our Loan Officers for Current Rates!](#)

### The Florida Assist (FL Assist)

**Description:** This program offers up to \$10,000 on FHA, VA, USDA and Conventional Loans as a deferred second mortgage. It is not forgivable. Repayment is deferred, except in the event of the sale, transfer, satisfaction of the first mortgage, refinancing of the property or until such a time the mortgagor ceases to occupy the property at which time, or upon Maturity of the Mortgage, the Florida Assist will become payable in full.

**Rate:** [Contact one of our Loan Officers for Current Rates!](#)

### The Florida Homeownership Loan Program (FL HLP) Second Mortgage

**Description:** This program offers up to \$10,000 as a fully-amortizing, second mortgage over a 15-year term. The FL HLP Second Mortgage carries a monthly payment. The remaining unpaid principal balance (UPB) is deferred, except in the event of the sale, transfer of deed, satisfaction of the first mortgage, refinancing of the property or until such a time the mortgagor(s) ceases to occupy the property as his/her primary residence at which time, the FL HLP Second Mortgage will become payable, in full. Since the FL HLP Second Mortgage carries a monthly payment, this payment may need to be considered in a borrower's debt-to-income (DTI) ratio when credit underwriting.

**Rate:** [Contact one of our Loan Officers for Current Rates!](#)

### Florida PLUS 3%, 4% or 5% Second Mortgage Program

**Description:** This program offers 3%, 4% or 5% of the total loan amount for down payment assistance and/or closing cost assistance, second Mortgage funds provided at closing and FORGIVEN at the rate of 20% a year over a 5-year term.

**Rate:** [Contact one of our Loan Officers for Current Rates!](#)

### Hometown Heroes

**Description:** This program offers up to \$35,000 (minimum of \$10,000) on FHA, VA, USDA and Conventional Loans as a deferred second mortgage based on 6% of the Total Loan Amount. It is not forgivable.

Repayment is deferred, except in the event of the sale, transfer, satisfaction of the first mortgage, refinancing of the property, or until such a time the mortgagor ceases to occupy the property at which time, or upon Maturity of the Mortgage, the Hometown Heroes Loan will become payable in full.


**Rate:** [Contact one of our Loan Officers for Current Rates!](#)


# Homebuyer Loan Programs *Wizard*

- Scroll down until you see Participating Lenders and click the button “Find a Lender”. The contact information for the loan officers that serve the county you’ve chosen is located here.

## Participating Lenders

Florida Housing partners with lenders and lending institutions throughout the State of Florida to offer our first and second mortgage loans to eligible first time homebuyers. For more information, please contact one of the approved loan officers below. If there is not a loan officer in your area or county, you may contact a loan officer who offers statewide services by selecting another county. (SP) indicates a Spanish speaking lender. A Trophy below the LO's name indicates a Top Producer in our program.

 Find a Lender

 Search For a lender

 Print

Name	Address	State	Zip-Code	City	Lending Institution	Email	Telephone	NAHID Number
------	---------	-------	----------	------	---------------------	-------	-----------	--------------

- (SP) indicates a Spanish speaking lender. A Trophy below the LO's name indicates a Top Producer in our program.
- Call and email one of these approved Loan Officers

# Borrower Requirements



Must be a First Time Homebuyer (some exceptions apply)



Must complete the Home Buyer Education Requirement



Must satisfy the Program's Income and Sales Price/Loan limits



Must be able to qualify for a mortgage. This means there will be Credit Underwriting requirements very specific to FHA, USDA-RD, VA, Fannie Mae or Freddie Mac that must be satisfied first.



Maximum Debt to Income Ratio (DTI)  
Government or Conventional for 50%



Florida Housing requires a **minimum 640 FICO score** for all program loans.



# First Time Homebuyer Defined



**Do not own the home they currently live in?**



**Do not claim their mobile home as real property (it's on rented lot/land).**



**Have not owned AND occupied a primary residence within the past three (3) years.**



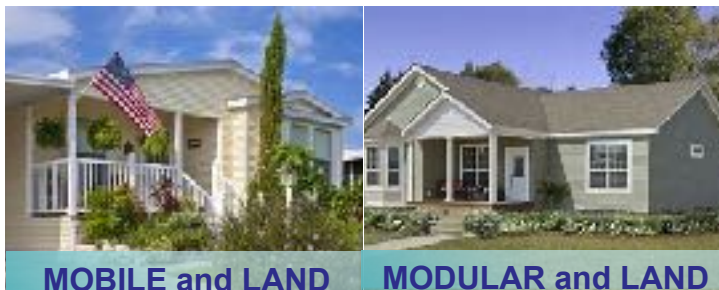
**Will occupy the property as a primary residence within 60 days of closing**

**Ex: BUYER can own a property but can not have lived in it as their primary residence at any time in the past three years.**



Department of the Treasury  
Internal Revenue Service

# Eligible Property Types



Existing, new (**Construction-End loans** but not (**Construction-Perm loans**), detached single family homes, condominiums, up to 4-unit properties (the buyer must occupy one unit as primary residence), and town homes. Also, manufactured homes and land are allowable.

# Down Payment Myth

---

**You must put down 20% to purchase a home**

- 1) FHA: 3 ½% downpayment required**
- 2) Conventional Loans: 3% downpayment required**
- 3) VA: 0% requires downpayment required**
- 4) USDA: 0% downpayment required**

**Closing costs average 4% to 6% of the purchase price**

# Down Payment Assistance Loans

## DPA in General

- Grants** - do not have to be paid back (very few non-repayable grant programs exist)
- Forgiveness** - % of the Down Payment Assistance over time
- Deferred** - Due back when an action occurs, or loan matures (10, 15, 20 or 30 years)
- Loan** - An actual Loan with an interest rate and term of payment

## All DPA with Florida Housing

- **ONLY ONE** Down Payment Assistance (DPA) from Florida Housing is allowed
- Loan Officer can “LAYER” local City/County (DPA) on top of Florida Housing DPA
- Title Insurance is **NOT ALLOWED** on DPA—saves you \$\$
- Be sure the Loan Officer is communicating the repayment terms of the Down Payment Assistance (DPA) Loan
- **ALL** DPA repaid is used to assist another Buyer in need!



# Down Payment Assistance Loans

## **“Florida Assist” - Deferred**

Provides up to \$10,000.00 in funds for down payment and closing cost assistance for our Government Loans (FHA, VA, and USDA) and Conventional Loans (Fannie Mae and Freddie Mac).

0% interest rate, with no monthly payments, recorded 2<sup>nd</sup> Mortgage, deferred principal until sale, refinance, transfer of deed, the home is no longer their primary residence or maturity of mortgage (30 years) - always repaid, not a grant. Not forgiven.

Can be used with the “Bond Loans” or the TBA Non-Bond Loans.



## **“Florida HLP” - Loan**

Provides up to \$10,000.00 in funds for down payment and closing cost assistance

3% fixed-interest rate amortized over 15 years with a monthly payment of \$69.06, recorded 2<sup>nd</sup> Mortgage, loan balance due upon principal sale, refinance, transfer of deed, or the home is no longer their primary residence-always repaid, not a grant. Not forgiven.

Can be used with the “Bond Loans” or the TBA Non-Bond Loans.



# Down Payment Assistance Loans

## **“Florida PLUS” - Forgiveness**

Provides borrowers with a 3/4/5% of the mortgage amount, forgivable 2nd mortgage over 5 years (20% per year). 0% interest rate, no payments, recorded 2nd Mortgage, unforgiven balance due upon principal sale, refinance, transfer of deed or the home is no longer their primary residence.

Unforgiven balance percentage (%) is based on the anniversary of the Purchase Date. Ex. \$10,000 in DPA, Property sold 3.5 years from the purchase date. Forgivable amount would be \$6,000 (3 years x 20% per year=60% of \$10,000) and Unforgiven amount would be \$4,000 (40% of \$10,000). CANNOT be used with the “Bond Loans”. Only available with the TBA Non-Bond Loans.



## **“Florida Hometown Heroes” - Deferred**

Provides up to 5% of the Total Mortgage amount (not to exceed \$35,000) in funds for down payment and closing cost assistance. 0% interest rate, with no monthly payments, recorded as a 2<sup>nd</sup> Mortgage, deferred principal until sale, refinance, transfer of deed, the home is no longer their primary residence or maturity of mortgage (30 years)-always repaid, not a grant. Not forgiven. Can be used with the TBA Hometown Heroes loan program only. Payments are not required but the Borrower can make payments.

Example:

\$35,000 DPA loan/360 payments (12 monthly payments \* 30 years + \$97.22/month)

HOMETOWN  
HEROES

# Hometown Heroes Eligibility

## Veteran

- Veteran, Active Military, Widow of Veteran with COE (VA loan only.)
- Occupation doesn't matter.
- Retired is ok.
- DD-214, COE, or Verification of Active Duty.

**OR**



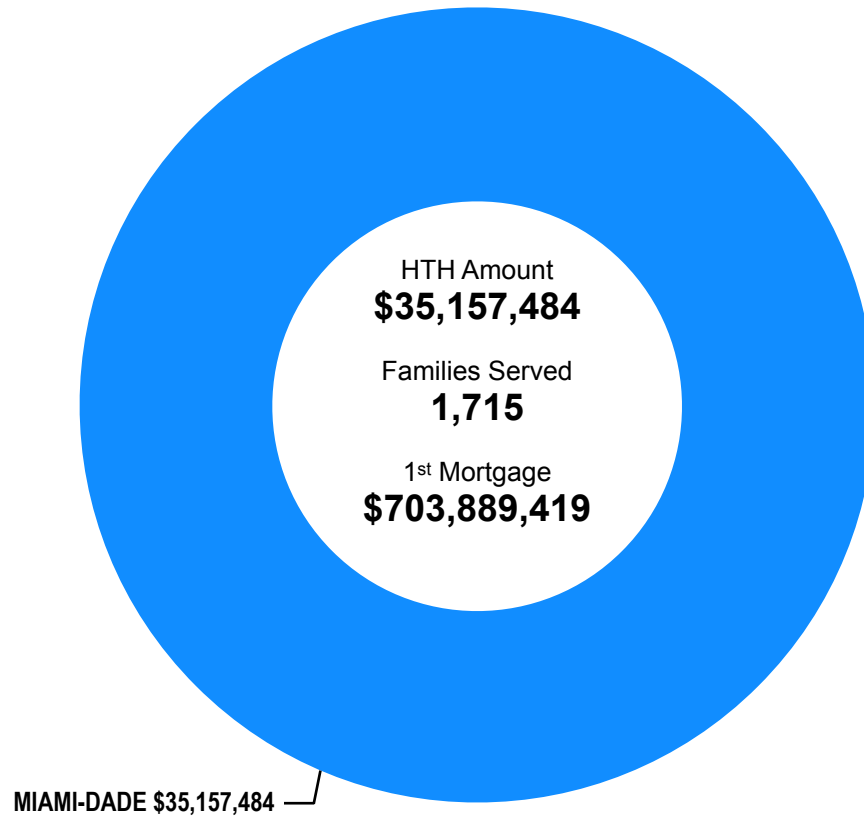
## Florida Based Employer

- Must work for an employer that is a FL Based company, meaning the employer must have a “brick and mortar” location in FL.
- Must work full time. Note: Retired is not eligible as they are not working full time. SE buyers would need to have their company registered through Sunbiz.org or provide their most recent 1099 to qualify.
- Verification of Employment signed by Employer stating works full time.

# Income Limits-Miami Dade County

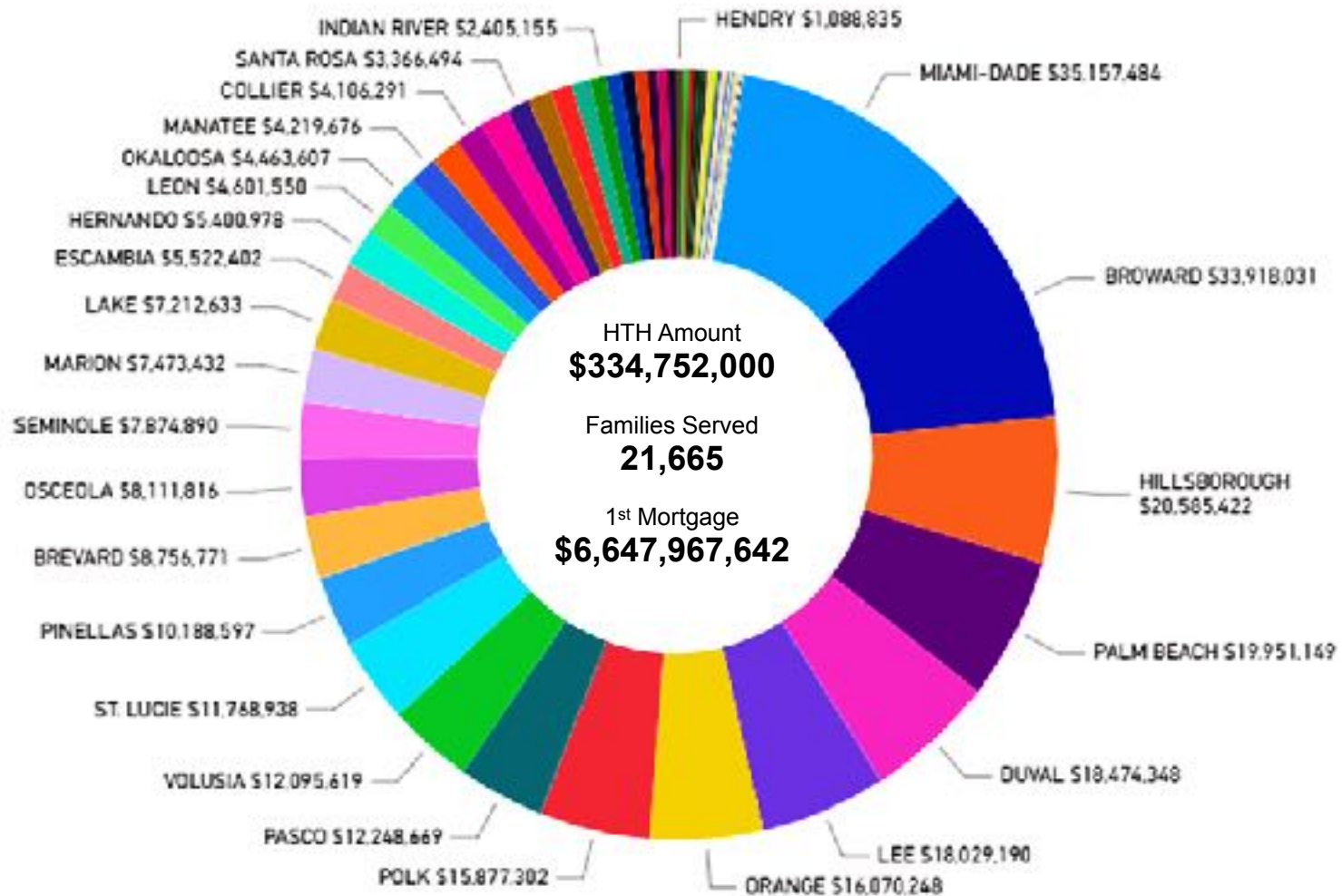
<b>Miami-Dade County</b>	<b>1-2 Person Household</b>	<b>3+ Person Household</b>
<b>Bond*</b>	<b>\$113,500</b>	<b>\$130,525</b>
<b>TBA with FL Assist</b>	<b>\$130,525</b>	<b>\$136,200</b>
<b>TBA with FLHLP or FL Plus</b>	<b>\$158,900</b>	<b>\$158,900</b>
<b>Hometown Heroes</b>	<b>\$170,250</b>	<b>\$170,250</b>
<b>*ALL Household Income</b>		

# Miami-Dade HTH Families Assisted



County	County Size	HTH Amount Average	HTH Amount Median	1st Mortgage Average	1st Mortgage Median
MIAMI-DADE	Large	\$20,500	\$20,421	\$410,4311	\$408,500

# Florida HTH Families Assisted



# FHFC Homebuyer Loan Team



Charles.White@floridahousing.org  
**CHIP WHITE,**  
Homebuyer Programs Director



Sandy.Smith@floridahousing.org  
**SANDY SMITH,**  
Program Manager



JaLisa.Maxwell@floridahousing.org  
**JALISA MAXWELL,**  
Program Manager



Mark.Pease@floridahousing.org  
**MARK PEASE,**  
Business Development Manager

Email questions to: [DPA@FLORIDAHOUSING.ORG](mailto:DPA@FLORIDAHOUSING.ORG)

[www.floridahousing.org](http://www.floridahousing.org)  
**(850) 488-4197**