



# Transaction Rescue - Obtaining Assistance w/Spanish & English Lending Resources (C.A.R.'s REALTOR® Resource Guide)

January 31<sup>st</sup>, 2024 - 11:00 a.m. – 12:15 a.m.



# Welcome



# STEPS to Financing the Dream of Homeownership – Lending Arena Speakers



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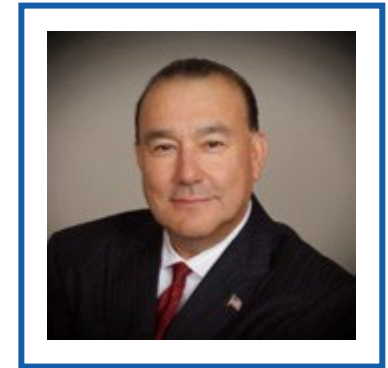
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*CMG Home Loans  
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CALIFORNIA ASSOCIATION OF REALTORS®

**Transaction Rescue™**

The CALIFORNIA ASSOCIATION OF REALTORS® Transaction Rescue™ is a FREE C.A.R. member benefit providing you with invaluable one-on-one assistance for any of your mortgage related questions or issues.

 (213) 739-8383



[TransactionRescue@car.org](mailto:TransactionRescue@car.org)



[mortgage.car.org](http://mortgage.car.org)

# Your direct line to all finance and mortgage related questions

What can Transaction Rescue™ help you with?

- Issue with a Lender
- Finding a Lender
- Loan Qualifications
- Financing Assistance
- Down Payment Assistance
- Closing Delays
- Title and Escrow
- Short Sale
- Forbearance
- Foreclosure
- Lending Discrimination
- Appraisals
- SBA Loans, PUA



Please be advised that you aren't required to seek services from any of the speakers in the presentation

They were chosen because we believe they'll be helpful in providing education without requiring you to give them business. Having said that, we're not making any representations or warranties regarding the quality of their services.

We understand that you may have your own preferred companies and ultimately, it's your decision as to whose services you will seek.

## Inclusivity Statement

We ask that each of you support C.A.R.'s diversity efforts by committing to treating each other with dignity and respect. Please:

- Keep statements focused on the topic or question before the group.
- Avoid mention of irrelevant demographic information like age or unrelated leadership experience.
- Refrain from saying or doing anything that could lead anyone to feel excluded or belittled.

C.A.R.'s Transaction Rescue Leadership may interject, as needed, to promote full and respectful dialogue.





# STEPS TO FINANCING THE DREAM OF HOMEOWNERSHIP

April 10, 2024  
10am-12:45pm



**REGISTER NOW !**  
[on.car.org/steps](https://on.car.org/steps)





**MORTGAGE.CAR.ORG**



**FINDDOWNPAYMENT.CAR.ORG**



**Transaction Rescue™**

CALIFORNIA ASSOCIATION OF REALTORS®

Your lifeline to the lending community is a free member benefit! We provide assistance with finding a lender, loan qualifications, underwriting, short sales and more. Give us a call on the FREE helpline at (213) 739-8383, email us at [TransactionRescue@car.org](mailto:TransactionRescue@car.org)

## DOWN PAYMENT RESOURCE DIRECTORY

Quickly search and identify over 400+ available down payment assistance programs in your client's target area with our Down Payment Resource Directory.







**Thank You**

# 2024 Conforming & High Balance Loan Limits by County for Freddie & Fannie (As of 1/01/2024)

The Federal Housing Finance Agency's (FHFA) announcement to increase the 2024 conforming loan limits for mortgages acquired by Fannie Mae and Freddie Mac to **\$766,550** on one-unit properties and a cap of **\$1,149,825** in high-cost areas. The previous loan limits were \$726,200 and \$1,089,300, respectively. Higher Loan Limits = More Properties Available to Entry Level Buyers

## Loan Limit   Counties

\$1,149,825 –	Alameda, Contra Costa, Los Angeles, Marin, Orange San Benito, Santa Clara, Santa Cruz, San Mateo
\$766,550 > < 1,149,825	San Diego, Ventura, Santa Barbara, San Luis Obispo, Monterey Napa, Sonoma, Yolo
\$766,550 –	All Remaining Counties for FHLMC/FNMA, FHA are less.

Link to Freddie Mac (FHLMC) / Fannie Mae (FNMA) 2024 Loan Limits

- <https://www.fhfa.gov/DataTools/Tools/Pages/Conforming-Loan-Limit-Map.aspx>

Link to FHA Loan Limits just changed on the 15<sup>th</sup> of November for 2024 Limits – Conforming \$1,149,825 max, (for single unit) less in many areas

<https://entp.hud.gov/idapp/html/hicost1.cfm>

# 2024 Fannie / Freddie / FHA Loan Limits



	Standard FHA*	Standard GSE*	FHA and GSE, High Cost Areas
<b>1-unit</b>	\$498,587	\$766,550	\$1,149,825
<b>2-unit</b>	\$637,950	\$981,500	\$1,472,250
<b>3-unit</b>	\$771,125	\$1,186,350	\$1,779,525
<b>4-unit</b>	\$958,350	\$1,474,400	\$2,211,600

\*Continuous States, DC, and Puerto Rico

Fannie/Freddie Mac Loan Limit: Loan Limit [Look-Up Table 2024.xlsx](#) (live.com)

FHA Mortgage Limits by County: (hud.gov) [FHA Mortgage Limits](#) (hud.gov)

# Lending Terms /Abbreviations

- **AUS – Automated Underwriting System**
- **LPA – Loan Prospect Advisor (previously – Loan Prospector LP) (Freddie)**
- **DU – Desktop Underwriter (Fannie)**
- **GUS – Government Underwriting System**
- **FICO – Fair Isaac Company (Loan Scoring Model Used By a Majority of Lenders / Investors)**
- **DPA – Down Payment Assistance**
- **MI – Mortgage Insurance**
  - **UFMIP - Up-Front Mortgage Insurance (FHA Loans)**
  - **MMI – Monthly Mortgage Insurance (FHA Loans)**
  - **PMI – Private Mortgage Insurance (Conventional Loans) - LPMI – Lender Paid Mortgage Insurance**
- **OO - Owner Occupied Borrower / Co-Borrower**
- **NOO – Non-Owner-Occupied Borrower / Co-Borrower**
- **FTHB – First Time Home Buyer**
- **CalHFA – California Housing Finance Agency**
- **GSFA – Golden State Finance Authority (Platinum)**
- **Flipping – Selling within 3 months, with large value increase, may trigger Lender RED Flags**
- **Calculations**
  - **DTI – Debt to Income LTV – Loan to Value and Combined Loan to Value (CLTV)**
  - **PITIA w/MI – Principal, Interest, Taxes, (Hazard) Insurance, Association Fees, and Mortgage Insurance**



# Resource Guides

REALTOR®

Resource  
Guide:  
Financial  
Literacy  
Tool



REALTOR®  
RESOURCE

FINANCIAL LITERACY TOOLS FOR REALTORS® AND HOME BUYERS



# REALTOR® Resource Guide: Financial Literacy Tool

## Checklist - Documents Required For Loan Approval



Here is a list of documents lenders will typically require from your buyers. REALTORS® can help their clients prepare for the loan application and approval process by reviewing this list with them early in the process and encouraging them to gather these documents as quickly as possible.

- Federal income tax returns for the past two years
- W2s for the past two years
- Paycheck stubs for the past two months
- Statements for all asset accounts (checking, savings, retirement) for past two months
- Other income documents such as Social Security award letters
- Names and contact information for all employers over the last two years
- All addresses used over the past two years
- Government ID and Social Security card
- Copy of finalized divorce decree, child support order, bankruptcy filings and discharge papers
- Non citizens must provide copy of resident alien (“green”) card or valid work authorization card
- Letters of explanation regarding past derogatory credit, name and address variations, recent credit inquiries, and other issues required by the underwriter
- Others as needed or requested

# REALTOR® Resource Guide: Financial Literacy Tool

## A Checklist of Serious Buyer Financing Challenges



Buyers with one or more of these issues will find it very difficult to obtain the best available terms for a conventional or government-insured loan. REALTORS® should proceed with caution before submitting purchase offers for buyers with these issues:

- ✎ The buyer is married but the non-buying spouse is not available or unwilling to cooperate with the purchase
- ✎ All of the buyer's income sources are cash
- ✎ The buyer is self-employed with minimal net business income reported in recent tax years
- ✎ The buyer plans to settle judgements and tax liens during escrow as a condition for final loan approval
- ✎ The buyer's assets are all cash and can't be sourced
- ✎ The buyer discharged a bankruptcy within the last 24 months or had a foreclosure less than three years ago
- ✎ The buyer's Social Security number is not valid
- ✎ Buyer is a non-citizen and is not a permanent resident (green card holder) and they do not have a valid work authorization card
- ✎ The property the buyer wants to purchase has serious health and safety problems, sub-standard non-permitted improvements and can not be immediately occupied by the buyers





# REALTOR® Resource Guide: Financial Literacy Tool

## A Down Payment Worksheet

Use this worksheet with your clients to help them find sources of money for their down payment

ACCEPTABLE DOWN PAYMENT SOURCES	AMOUNT	WHEN AVAILABLE
Funds currently held in their checking, savings and investment accounts	\$	
Properly documented gift funds from family members	\$	
Pending proceeds from the sale of buyer's existing real estate	\$	
Withdrawal or loan from retirement savings accounts	\$	
Income tax refund	\$	
Rental deposit refund	\$	
Down payment assistance grant from non-profit organization or qualified loan from public agency	\$	
TOTAL	\$	

REMEMBER:

Cash-on-hand ("mattress money") is generally not an eligible source of down payment funds

# REALTOR®

## Resource

# Guide: Financial Literacy Tool



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## A Field Guide To Identifying Mortgage-Ready Buyers

GET ANSWERS TO THESE QUESTIONS FROM YOUR BUYERS:	YES	NO
1. Do you have income sources that can be documented with current pay checks, bank statements, W2s and tax returns?		
2. Has it been at least two years since you discharged debts in bankruptcy or three years since a home you owned was foreclosed?		
3. Do you have access to down payment money from sources that can be verified and documented?		
4. Do you have at least two or three open credit accounts in good standing?		
5. Are you a US citizen, permanent resident or do you have a current work authorization card?		

If the response to these question is “yes”, send your buyer to your lender partner for pre-approval. If the answer is “no”, send them to a trusted housing or credit counselor referral partner and stay in touch with them as they resolve their issues.

# REALTOR® Resource Guide: Financial Literacy Tool

## Tips for Credit- Challenged Buyers

Help your credit-challenged buyers with the **Stop-Start-Fix** credit improvement system

**Stop** adding new derogatory credit by bringing past-due balances on open accounts current, avoiding new late payments, and reducing revolving credit card balances.

**Start** building positive credit by having two to three credit accounts using secured credit cards if necessary, keep the balances low and maintain an on-time payment history.

**Fix** prior derogatory credit by selectively paying off or settling collection and charged-off account, judgements, and liens *as required by the underwriter.*

1. **DON'T** apply for new credit
2. **DON'T** pay off collections or "Charge Offs"
3. **DON'T** close credit card accounts
4. **DON'T** max out or over charge credit card accounts
5. **DON'T** consolidate your debt
6. **DON'T** do anything that will cause a red flag to be raised by the scoring system

7. **DO** join a credit watch program
8. **DO** stay current on existing accounts
9. **DO** continue to use your credit as normal
10. **DO** call your Mortgage Loan Originator. A knowledgeable, professional Mortgage Loan Originator should be able to provide you with world-class service you need to choose the loan that's right for your client

# REALTOR® Resource Guide: Financial Literacy Tool



## C.A.R.'s Down Payment Resources Directory

HOME > MARKETING > CLIENTS > DOWNPAYMREASURE

PRINT | EMAIL | SAVE SHARE

Fill out the following 3-step pre-screening form, in order to find out if you are eligible for any of the 400+ down payment assistance programs available in California. If you are still not sure how to begin, feel free to [watch this video](#).

If you need further assistance with the Down Payment Resource Directory tool, please contact your REALTOR® or find a local REALTOR® [here](#). If you do not have one already.

Property Information | Household Information | Special Circumstances

Enter the Street Address and Zip Code of a specific property  
- OR -  
Start typing in the General Search field and pick a neighborhood, city or county from the menu.

Street Address (e.g. 123 Main Street)  Zip Code

General Search (press typing for a menu of options)  
Rancho Cucamonga (City in San Bernardino County)

Estimated sales price

Is this a Multi-Family Home?  Single-Family  Multi-Family

Is the home in foreclosure?  Yes  No

Matched Programs: 53 [View Programs](#)

Continue

Within the C.A.R Tool, you can find:

- Participating Lenders
- Program Guide/Flyers
- Filters/Guidelines:
  - Special Groups (Teachers, Protectors, etc.)
  - Eligible Properties
  - Maximum Sales Price
  - Eligible Borrowers
  - Maximum Household Income
  - Loan Terms
- Benefits
- Latest Updates

FILTERS AVAILABLE	Actual Property	Law Enforcement
Property Information	Sales Price	Firefighter
Household Information	Currently Own a Home	Healthcare
Special Circumstances	Household Income	Disability
General Search - City, County, Town, etc.	Veteran	Military
	Educator	Energy Efficient

**Steps with CalHFA**

**Step 1 – See If You Are Eligible.**  
[Eligibility Calculator](#)

**Step 2 – Get Pre-Qualified**  
Find a Preferred Loan Officer  
[Preferred Loan Officers](#)

**Step 3 – Take Homebuyer Education**  
[ONLINE eHome's eight-hour Home-buyer Education](#)  
[IN-PERSON NeighborWorks America](#)  
or [HUD-Approved Housing Counseling Agency](#)

**Step 4 – Start looking for a home**  
Talk to a local Realtor to guide you through this process

**Info with GSFA**

**We Allow:**

- Condos
- PUDS
- 1-4 unit
- Manufactured Home Primary Residences

Minimum credit score of 620

**Find a Participating Lender:**  
<http://gsfahome.org/programs/platinum/lenders.aspx>

# REALTOR® Resource Guide: Financial Literacy Tool

## Working with Nonprofit Housing Agencies

REALTORS® can benefit by supporting and working with non-profit housing agencies. These organizations provide valuable services to your buyers and can become important referral partners.

TYPICAL SERVICES THEY PROVIDE	5 WAYS YOU CAN PARTNER WITH NONPROFIT HOUSING AGENCIES
Pre-purchase home buyer education	1. Volunteer as a subject matter expert at their first-time buyer workshops
Financial and debt management counseling	2. Become a board member
Default and foreclosure prevention and counseling	3. Help with fund raising activities and events
Build or rehab affordable homes for sale to first-time buyers	4. Volunteer at special events and neighborhood clean-up days
Administer first-time buyer programs	5. Refer clients who need their services

### HOW TO FIND HOUSING ORGANIZATIONS IN YOUR AREA

HUD-approved agencies can be found at: [www.hud.gov/findacounselor](http://www.hud.gov/findacounselor)

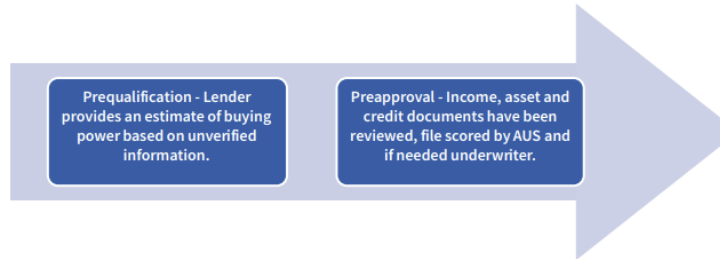
NeighborWorks organizations can be found at:  
[www.neighborworks.org/Our-Network/Network-Directory](http://www.neighborworks.org/Our-Network/Network-Directory)

Credit counseling organizations can be found at: [www.nfcc.org](http://www.nfcc.org)

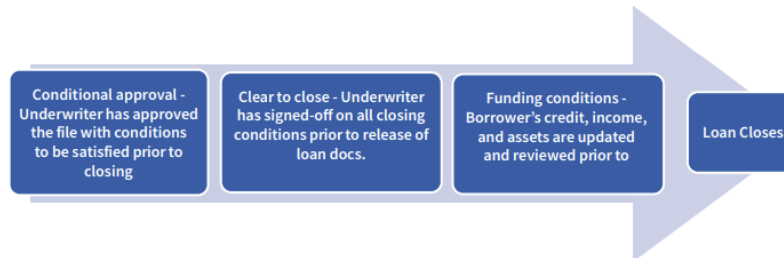
# REALTOR® Resource Guide: Financial Literacy Tool

## Loan Approval and Closing Steps

### PRE-CONTRACT STAGE



### CONTRACT TO CLOSE STAGES



Remember, loan approval is a dynamic, ongoing process that takes place up to and including the closing date! Help your buyer stay mortgage-ready through the entire process!

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Transaction Rescue™



RECURSO DE  
AGENTE  
BIENES RAICES

HERRAMIENTAS DE EDUCACIÓN FINANCIERA PARA LOS  
INMOBILIARIOS Y LOS COMPRADORES DE VIVIENDAS



CALIFORNIA ASSOCIATION OF REALTORS®  
Transaction Rescue™

SPANISH  
VERSION  
~~COMING~~  
~~EARLY~~  
~~NEXT~~  
~~YEAR~~

**NOW**



**STEPS**  
TOWARD  
HOMEOWNERSHIP

**Spanish Version**



# REALTOR® Resource Guide: Financial Literacy Tool



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Transaction Rescue™

## Lista de Comprobación de Documentos Necesarios



Aquí esta una lista de los prestamistas de documentos que normalmente necesitan de sus compradores. Los Inmobiliarios puede ayudar a sus clientes a prepararse para el proceso de solicitud y preaprobación de préstamos. Revisando esta lista con ellos a principios del proceso y alentándolos a reunir estos documentos lo antes posible.

- Declaraciones de impuestos federales de los últimos dos años
- W-2 para los últimos dos años
- Talones de cheques de pago de los últimos dos meses
- Estados de cuenta de todas las cuentas de activos (verificación, ahorro y jubilación) durante los dos últimos meses
- Otros documentos de ingresos como cartas de premio de la Seguridad Social
- Nombres e información de contacto para todos los empleadores en los últimos dos años
- Todas las direcciones utilizadas en los últimos dos años
- ID del Gobierno y tarjeta de Seguridad Social
- Copia del decreto de divorcio finalizado, orden de apoyo a los hijos, presentación de quiebras y documentos de descarga
- Los no Ciudadanos deben proporcionar copia de la tarjeta residente de extranjero (Verde) o tarjeta de autorización de trabajo valido
- Cartas de explicación sobre las variaciones del crédito derogado, las variaciones de nombre y dirección, las recientes investigaciones de crédito y otros asuntos que requiere el Suscriptor
- Otros según sea necesario o solicitado

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### Una lista de verificación de los problemas serios



Los compradores con uno o más de estos temas encontrarán muy difícil obtener los mejores términos disponibles para un préstamo convencional o asegurado por el gobierno. Los Inmobiliarios deben proceder con precaución antes de presentar ofertas de compra para compradores con estas cuestiones:

- ✎ El comprador es casado, pero el cónyuge no comprador no está disponible o dispuesto a cooperar con la compra
- ✎ Toda la fuentes de ingresos del comprador son todo efectivo
- ✎ El comprador es autónomo con ingresos netos mínimos registrados en los últimos años fiscales
- ✎ El comprador planea resolver los fallos y los impuestos durante el depósito como condición para la aprobación final de préstamo
- ✎ Los activos del comprador son todos efectivos y no se pueden obtener
- ✎ El comprador descargó una quiebra en los últimos 24 meses o tuvo un cierra de ejecución hipotecaria hace menos de tres años
- ✎ El número de seguridad social de compradores no es válido
- ✎ El comprador es no ciudadano y no es residente permanente (titular de la tarjeta verde) y no tienen una tarjeta de autorización de trabajo válida
- ✎ La propiedad que el comprador quiere comprar tiene graves problemas de salud y seguridad, mejoras no permitidas y no pueden ser ocupadas por los compradores



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## Resource: Financial Literacy Tool



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### Una hoja de trabajo pago inicial

Utilice esta hoja de trabajo con sus clientes para ayudarles a encontrar fuentes de dinero para su pago inicial.

FUENTES DE PAGO ACEPTABLES	CUANTO	CUANDO ESTÁ DISPONIBLE
Fondos actualmente en cuentas de control, ahorro e inversiones	\$	
Fondos de regalo debidamente documentados de los miembros de la familia	\$	
Hasta el momento, procede de la venta de compradores inmobiliarios existentes	\$	
Retiro o préstamo de cuentas de ahorro de jubilación	\$	
Reembolso de impuesto	\$	
Reembolso de depósito de alquiler	\$	
Subvención de ayuda al pago por parte de organizaciones sin fines de lucro o préstamo cualificado de agencia pública	\$	
TOTAL	\$	

RECUERDA:

*El efectivo en la mano (dinero del colchón) no es generalmente una fuente subvencionable de fondos de pago*



REALTOR® Resource

mortgage.car.org | TransactionRescue@car.org | 213.739.8383

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## Resource: Financial Literacy Tool

### Una guía de campo para identificar compradores listos para hipotecas

OBTENER RESPUESTAS A ESTAS PREGUNTAS DE SUS COMPRADORES	SI	NO
1. Tiene fuentes de ingresos que pueden documentarse con cheques de sueldo corrientes, estados de cuenta bancarios, W-2 y declaraciones de impuestos?		
2. Han pasado por lo menos dos años desde que usted pago deudas en quiebra o tres años desde que El banco ejecuto la hipoteca?		
3. Tiene acceso a dinero de pago de fuentes que pueden ser verificadas y documentadas?		
4. Tiene al menos dos o tres cuentas de crédito abiertas en buena posición?		
5. Es usted ciudadano estadounidense, residente permanente o tiene una tarjeta de autorización de trabajo actual?		

*Si las respuestas a estas preguntas son si, envíe a su comprador a su socio prestamista para su previa aprobación. Si no, enviarlos a un socio de referencia de confianza en vivienda o crédito y mantente en contacto con ellos a medida que resuelvan sus problemas.*

# REALTOR® Resource: Financial Literacy Tool

## Consejos para compradores desafiados

Ayude a sus compradores con problemas de crédito con el sistema de mejora de crédito

### Parar-Comenzar-Arreglar

**Parar:** Dejar de agregar nuevo crédito despectivo al actualizar los saldos vencidos en las cuentas abiertas, evitar nuevos pagos atrasados y reducir los saldos rotativos de las tarjetas de crédito

**Comenzar:** Construir crédito positivo al tener dos o tres cuentas de crédito usando tarjetas de crédito aseguradas si es necesario, mantener los saldos bajos y mantener un historial de pagos a tiempo

**Arreglar:** Crédito despectivo previo mediante el pago selectivo o la liquidación de cuentas de cobro y cancelación, juicios y gravámenes según lo requiera el asegurador

1. **NO** soliciten crédito nuevo
2. **NO** pague colecciones o cancelaciones
3. **NO** cerrar cuentas de tarjetas de crédito
4. **NO** cargue al máximo ni al exceso de las cuentas de tarjetas de crédito
5. **NO** consolide su deuda
6. **NO** haga nada que haga que el sistema de puntuación levante una bandera roja

7. **SI** únase a un programa de vigilancia de crédito
8. **SI** manténgase al día en las cuentas existentes
9. **SI** continúe usando su crédito como de costumbre
10. **SI** llame a su originador de préstamos hipotecarios, un originador experto y profesional que debería poder brindarle el servicio de clase mundial que necesita para elegir el préstamo adecuado para su cliente



#### RECURSO DE REFERENCIA ÚTIL:

[Credit.org](https://www.credit.org) es una organización sin fines de lucro que ofrece una amplia gama de servicios gratuitos de asesoramiento crediticio y administración financiera



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## Resource: Financial Literacy Tool

### Directorio de recursos de pago inicial de C.A.R.

HOME > MARKETING > CLIENTS > DOWNPAYMENTRESOURCE

PRINT | EMAIL | SAVE SHARE

Fill out the following 3-step pre-screening form. In order to find out if you are eligible for any of the 400+ down payment assistance programs available in California, if you are still not sure how to begin, feel free to [watch this video](#).

If you need further assistance with the Down Payment Resource Directory tool, please contact your REALTOR® or find a local REALTOR® here, if you do not have one already.

**Property Information** | Household Information | Special Circumstances

Enter the Street Address and Zip Code of a specific property  
- OR -  
Start typing in the General Search field and pick a neighborhood, city or county from the menu.

Street Address (e.g. 1234 Main Street) Zip Code

General Search (start typing for a menu of options)  
(Rancho Cucamonga (City in San Bernardino County))

Estimated sales price

Is this a Multi-Family Home?  Single-Family  Multi-Family  Yes  No

Is the home in foreclosure?  Yes  No

Matched Programs: 53  
View Programs

Continue

Dentro de la herramienta C.A.R., encontrara:

- Prestamistas participantes
- Guía de programas / folletos
- Filtros / directrices:
  - Grupos especiales (Maestros, Protectores, etc.)
  - Propiedades elegibles
  - Precio máximo de venta
  - Propiedades elegibles
  - Ingreso máximo de hogar
  - Condiciones del préstamo
- Beneficios
- Ultimas noticias

#### FILTROS DISPONIBLES

- ▶ Información de la propiedad
- ▶ Información de hogar
- ▶ Circunstancias especiales
- ▶ Búsqueda general: ciudad, condado, pueblo, etc.
- ▶ Propiedad real
- ▶ Precio de venta
- ▶ Actualmente posee una casa
- ▶ Ingreso familiar
- ▶ Veterano
- ▶ Educador
- ▶ Aplicación de la ley
- ▶ Bombero
- ▶ Healthcare
- ▶ Discapacidad
- ▶ Militar
- ▶ Eficiencia energética

#### Pasos con CalHFA

Paso 1 - Vea si usted es elegible

[Calculadora de elegibilidad](#)

Paso 2 - Obtener precalificado

Encuentre un oficial de préstamos preferido

[Oficiales de Préstamos Preferidos](#)

Paso 3 - Tome la educación para compradores de Vivienda

EN LÍNEA: [eHome's eight-hour Homebuyer Education](#)

EN PERSONA: [NeighborWorks America](#) or [HUD-Agencia de Asesoría de vivienda](#)

[aprobada](#)

Paso 4 - Comience a buscar una casa

Hable con un agente de bienes raíces local  
Para que lo guíe a través de este proceso

#### Información con GSFA

Permitimos:

- Condos
- PUDS
- Unidades 1-4
- Residencia primarias de casas prefabricada

Puntaje de crédito mínimo de 620

Encuentre un prestamista participante:

<http://gsfahome.org/programs/platform/lenders.aspx>

# REALTOR®

## Resource: Financial Literacy Tool

### Trabajar con agencias de vivienda sin fines de lucro

Los agentes inmobiliarios pueden beneficiarse apoyando y trabajando con agencias de vivienda sin fines de lucro. Estas organizaciones brindan servicios valiosos a sus compradores y pueden convertirse en importantes socios referirá.

SERVICIOS TÍPICOS QUE PROPORCIONAN	5 MANERAS EN QUE PUEDE ASOCIARSE CON AGENCIAS DE VIVIENDA SIN FINES DE LUCRO
Educación para compradores de vivienda antes de la compra	1. Ofrézcase como voluntario como experto en la materia en su taller de compradores por primera vez.
Asesoramiento financiero y de gestión de deudas	2. Conviértase en miembro de la junta directiva.
Prevención y asesoramiento en casos de incumplimiento y ejecución hipotecaria	3. Ayuda con actividades y eventos de recaudación de fondos
Construir o rehabilitar casas asequibles para la venta a compradores primerizos	4. Ofrézcase como voluntario en eventos especiales y días de limpieza del vecindario
Administrar programas para compradores primerizos	5. Referir clientes que necesitan sus servicios

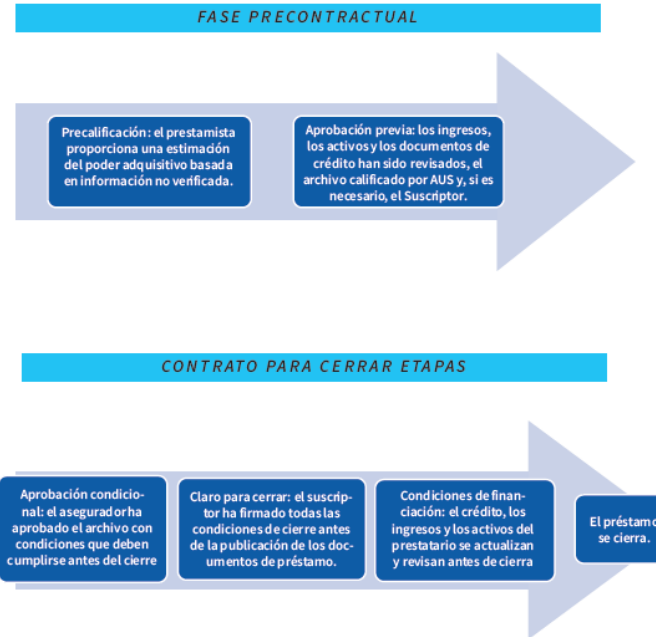
#### COMO ENCONTRAR ORGANIZACIONES DE VIVIENDA EN SU ÁREA

- ▶ Las agencias aprobadas por HUD se pueden encontrar en: [www.hud.gov/findacounselor](http://www.hud.gov/findacounselor)
- ▶ Las organizaciones de Neighborworks se pueden encontrar en: [www.neighborworks.org/Our-Network/Network-Directory](http://www.neighborworks.org/Our-Network/Network-Directory)
- ▶ Las organizaciones de asesoría de crédito se pueden encontrar en: [www.nfcc.org](http://www.nfcc.org)

# REALTOR®

## Resource: Financial Literacy Tool

### Aprobación del préstamo y pasos de cierre



¡Recuerde, la aprobación del préstamo es un proceso dinámico y continuo que se lleva a cabo hasta e incluyendo la fecha de cierre! **Ayuda a su comprador a mantenerse listo para la hipoteca durante todo el proceso.**



REALTOR®

Resource  
Guide:  
Financial  
Literacy  
Tool



SPANISH  
VERSION  
~~COMING~~  
~~EARLY~~  
~~NEXT~~  
~~YEAR~~  
**NOW**



CALIFORNIA ASSOCIATION OF REALTORS®  
Transaction Rescue™



CALIFORNIA ASSOCIATION OF REALTORS®  
Transaction Rescue™

# The Right Time to Buy?





# California Association of REALTORS®



# Other Resources

<https://www.smartzonecar.org>

<https://Store.car.org>



OUR  
MISSION:  
YOUR  
SUCCESS

2024



# OUR MISSION: YOUR TRANSACTIONS CLOSED

For transactions, it is peace of mind that we provide you. As a C.A.R. member, the cost of hiring legal help for your forms and contracts is already covered — get your transaction closed from start to finish with our Standard Forms and in-house attorney assistance.



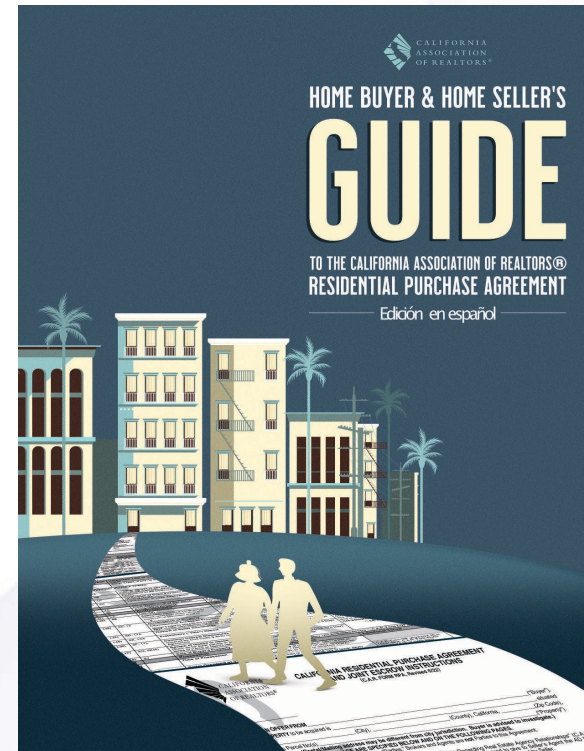
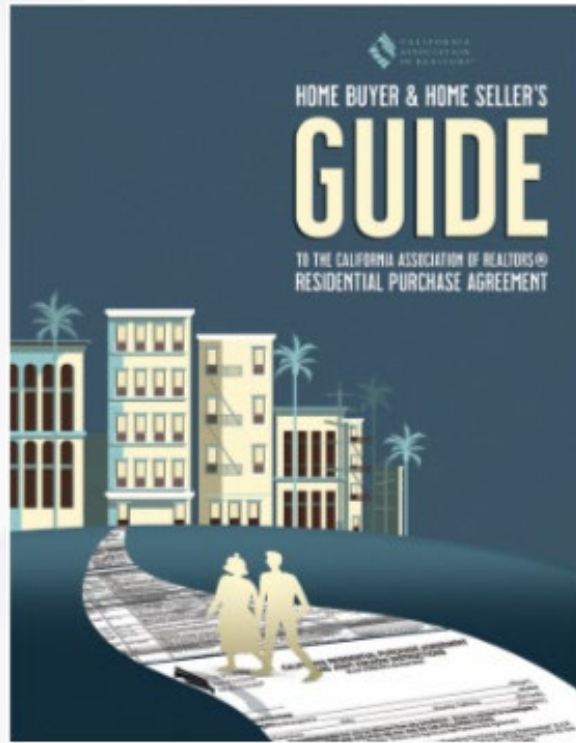
**FINANCING/  
LENDING**

[Transaction Rescue™](#)

[STEPS Toward Homeownership](#)

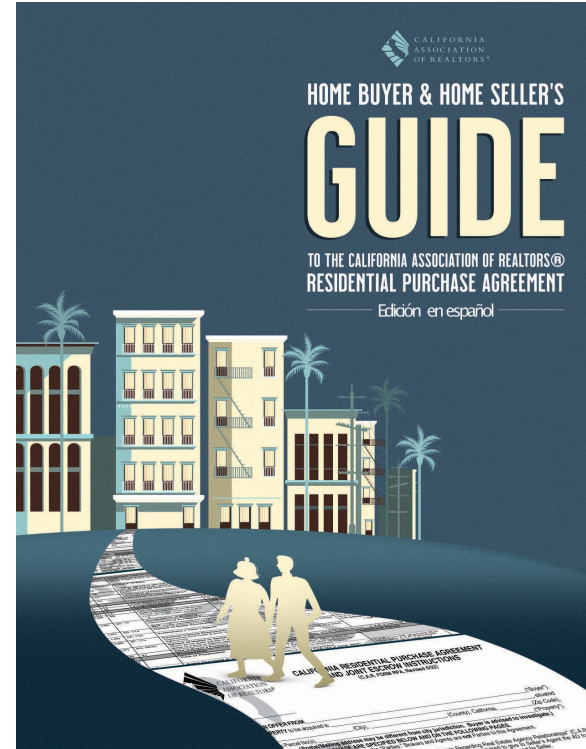
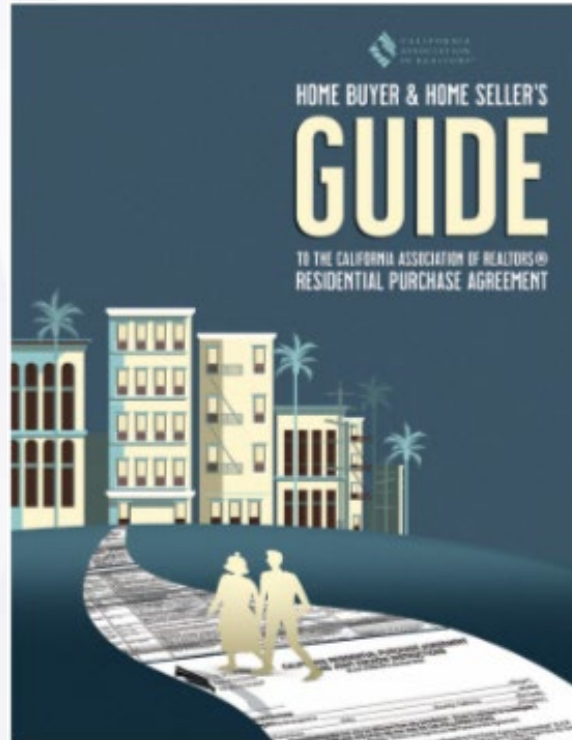
[Down Payment Resource Directory](#)

# Consumer's Guide to the Residential Purchase Agreement (RPA) In English and Spanish



[Store.car.org](http://Store.car.org)

# Also Available in zipForm as a Library



## Adding the RPA Consumer Guide to zipForm

[https://www.youtube.com/watch?v=gSjjcq\\_HRzs&list=PLcy-P8qXFS3IGTJf6NCytmirDIEMZWfMB&index=3&t=1s](https://www.youtube.com/watch?v=gSjjcq_HRzs&list=PLcy-P8qXFS3IGTJf6NCytmirDIEMZWfMB&index=3&t=1s)



# C.A.R. Member Benefit



**2 Packages**

**2 NEW classes**

**45 FREE CE Hours**

**Sign up today at [car.org](http://car.org)!**

[car.org/education/licenser renewal](http://car.org/education/licenser renewal)



**C.A.R.  
EDUCATION**



**2024 is an ETHICS RENEWAL YEAR**

**TAKE YOUR ETHICS COURSE TODAY FOR FREE!**

[car.org/education/licenser renewal/Ethics-Requirement](https://car.org/education/licenser renewal/Ethics-Requirement)

**This course satisfies NAR's Ethics Requirement, automatically updates member records, and can be taken alone or as part of your 45CE Member Benefit.**

**Sign up today!**



<http://FindDownPayment.car.org>  
[TransactionRescue@car.org](mailto:TransactionRescue@car.org)  
<http://Mortgage.car.org>





# Other Resources



## Rate Rebound by CMG HOME LOANS

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High mortgage rates have many hesitant home buyers clinging to the sidelines. Most think, "I'll save more if I wait for rates to fall."

But you don't need to wait to save.

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Other lenders might offer similar programs, but CMG Home Loans gives you an edge.

	REFI FEES W/ TYPICAL LENDERS	THE FEW LENDERS W/ REFI RATE DROP PROGRAMS	RATE REBOUND BY CMG HOME LOANS
"PURCHASE BY" DATE		12/31/23	No Close-By date
"REFINANCE BY" PERIOD		3 yrs	5 yrs
FEES COVERED		SOME	ALL LENDER & SOME THIRD PARTY
THIRD PARTY APPRAISAL FEE	\$723	MAYBE	WAIVED
PROCESSING FEE	\$552	MAYBE	WAIVED
ADMINISTRATION / UNDERWRITING FEE	\$898	MAYBE	WAIVED
FLOOD AND TAX CERT	\$70	WAIVED	WAIVED
CREDIT REPORT FEE	\$75	WAIVED	WAIVED
ORIGINATION FEE <i>(*CMG doesn't have this fee on standard conventional loans)</i>	\$3,000	MAYBE	WAIVED
3RD PARTY TITLE & SETTLEMENT <i>(credit to any unknown 3rd party cost)</i>	\$1,000 to \$3,000	NEVER	\$1,000 CREDIT
<b>TOTAL TYPICAL LENDER COST</b>	<b>\$6,318 to \$8,318</b>	<b>SOME SAVE YOU A LITTLE</b>	<b>ALMOST EVERYTHING COVERED</b>

Don't miss out on your dream home. Feel confident about jumping in the game with Rate Rebound.



### CMG HOME LOANS

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Pero no necesita esperar para ahorrar. Rate Rebound de CMG Home Loans le permite comprar ahora y si la tasa de mercado cae dentro de los próximos cinco años, puede refinanciar a una tasa más baja sin cargos del prestamista\*.

Otros prestamistas pueden ofrecer programas similares, pero CMG Home Loans le da una ventaja.

	TARIFAS DE REFINANCIAMIENTO CON PRESTAMISTAS TÍPICOS	LOS POCOS PRESTAMISTAS CON PROGRAMAS DE REDUCCIÓN DE TASAS DE REFINANCIAMIENTO	RATE REBOUND DE PRÉSTAMOS HIPOTECARIOS CMG
FECHA DE "COMPRA HASTA"		31/12/23	SIN FECHA DE CIERRE
PERÍODO DE "REFINANCIACIÓN HASTA"		3 yrs	5 yrs
EXENCIÓN DE CARGOS		ALGUNO	TODOS LOS CARGOS DEL PRESTAMISTA Y ALGUNOS CARGOS DE TERCEROS
CARGO DE VALÚO POR TERCEROS	\$723	QUIZÁS	EXENTO
CARGO POR PROCESAMIENTO	\$552	QUIZÁS	EXENTO
COMISIÓN DE ADMINISTRACIÓN / SUSCRIPCIÓN	\$898	QUIZÁS	EXENTO
CERTIFICADO DE INUNDACIÓN E IMPUESTOS	\$70	EXENTO	EXENTO
CARGO POR INFORME DE CRÉDITO	\$75	EXENTO	EXENTO
COMISIÓN DE GESTIÓN <i>(*CMG no aplica esta comisión en préstamos convencionales estándar)</i>	\$3,000	QUIZÁS	EXENTO
TÍTULO Y LIQUIDACIÓN DE TERCEROS <i>(crédito a cualquier costo desconocido de terceros)</i>	\$1,000 to \$3,000	NUNCA	CRÉDITO DE \$1,000
<b>COSTO TOTAL TÍPICO DEL PRESTAMISTA</b>	<b>\$6,318 to \$8,318</b>	<b>ALGUNOS LE AHORRAN UN POCO</b>	<b>CASI TODO CUBIERTO</b>

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\*CMG Home Loans will cover all customary lender fees which are processing fee, administrative fee, tax service fee, appraisal fee and credit report fee. In addition CMG Home Loans will also credit the borrower up to \$1,000 towards additional third party fees. This offer does not cover discount points. Credit cannot exceed total fees. Rate Rebound is only valid on future conventional conforming government and jumbo loans in our retail channel (future Construction Loans, All In One, HELOCs, Bond or HFA loans are excluded). There may be additional restrictions based on investor. Offer may not be redeemed for cash or credit and is nontransferable. Offer cannot be retroactively applied to any loans. Offer may not be used with any other discounts, promotions or interest-only/buy-down and second lien products. This offer is subject to changes or cancellation at any time at the sole discretion of CMG Home Loans. Additional restrictions/conditions may apply. This is not a commitment to lend and is contingent on qualification per full underwriting guidelines. Program will be available on loans disclosed on or after 1/11/22. Program is applicable for refinances 6 months after closing up to 5 years from original note date and with a net tangible benefit which includes a rate reduction of 0.5%, going from an ARM to a fixed rate, reducing loan term, movement to a more stable product, or a lower principal and interest payment. By refinancing the existing loan, the total finance charges may be higher over the life of the loan. CMG Mortgage, Inc. dba CMG Home Loans dba CMG Financial, NMLS# 1820, is an equal housing lender. Georgia Residential Mortgage License #15438. Licensed by the Department of Financial Protection and Innovation (DFPI) under the California Residential Mortgage Lending Act No. 4150025. AZ license #0908132. Registered Mortgage Banker with the Texas Department of Savings and Mortgage Lending. Offer of credit is subject to approval. To verify our complete list of state licenses, please visit [www.cmgfi.com/corporate/licensing](http://www.cmgfi.com/corporate/licensing) and [www.nmlsconsumeraccess.org](http://www.nmlsconsumeraccess.org). 4150 Enterprise Circle South, Temecula, CA 92591

# DOCUMENTS CHECKLIST



## Self-Employed Borrower

- Government issued photo ID: cannot be expired
- 1099 : most recent two (2) years (if applicable)
- Personal and business tax returns: all pages, most recent two (2) years
- 2 Most recent K-1s for all K-1s listed on your Personal 1040 Tax Return
- Business Tax Returns for any K-1s that show 25% or more ownership
- YTD Profit and Loss statement if you have not filed the most recent tax return year
- Down Payment Documentation - Two months most recent bank statements for ANY account that holds the closing funds. If you transfer amongst your accounts often, please send all bank statements
- Personal & Business bank statements: all pages, most recent three (3) months
- Reserves Documentation may apply: Retirement Statements/Mutual Funds 2 most recent months
- Mortgage Statements for any owned properties - If you do not escrow, we will need insurance, HOA statement (if applicable) and county tax statements too
- If Pension/Retirement/SS income applies
  - Two years most recent tax returns
  - Social security award letter/pension award letter
  - Two most recent bank statements to document deposits from pension/retirement income
  - 2 most recent year 1099s for SS/pension income

## Salaried/Hourly Borrower

- Government issued photo ID: cannot be expired
- 30 days most recent paystubs
- W2s: most recent two (2) years
- 2 Most recent 1040 Tax Returns: all pages, all schedules
- Name and contact information for your HR representative
- Mortgage Statements for any owned properties - If you do not escrow, we will need insurance, HOA statement (if applicable) and county tax statements too
- Down Payment Documentation - Two months most recent bank statements for ANY account that holds the closing funds. If you transfer amongst your accounts often, please send all bank statements
- Reserves Documentation may apply: Retirement Statements/Mutual Funds 2 most recent months
- If Pension/Retirement/SS income applies
  - Two years most recent tax returns
  - Social security award letter/pension award letter
  - Two most recent bank statements to document deposits from pension/retirement income
  - 2 most recent year 1099s for SS/pension income

HELP US SPEED UP YOUR LOAN PROCESS BY GATHERING THESE IMPORTANT DOCUMENTS NOW!

Keep in mind that "all pages" means we need to see both sides of double-sided documents and you need to include ALL the pages in the document — even if a page appears to be blank or doesn't appear to contain important information. Also, we'll need either clean scanned copies or clear photos of the documents (not phone or computer screenshots). If you are downloading documents from the internet, make sure that the URL shows at the bottom of the page when save the document.



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# LISTA DE DOCUMENTS



## Solicitante de Préstamos Trabajador por Cuenta Propia

- Identificación con foto emitida por el gobierno: no puede estar vencida
- 1099: los dos (2) años más recientes (si corresponde)
- Declaraciones de impuestos personales y comerciales: todas las páginas, los dos (2) años más recientes
- Los dos (2) K-1 más recientes para todos los K-1 enumerados en su Declaración de Impuestos Personales 1040
- Declaraciones de Impuestos Comerciales para cualquier K-1 que muestre una propiedad del 25% o más
- Estado de Pérdidas y Ganancias actualizado del año, si no ha presentado la declaración de impuestos más reciente
- Documentación del Pago Inicial: Dos meses de los estados de cuenta bancarios más recientes de CUALQUIER cuenta donde tenga los fondos de cierre. Si realiza transferencias entre sus cuentas con frecuencia, por favor envíe todos los estados de cuenta bancarios
- Estados de cuenta personales y comerciales: todas las páginas, los tres (3) meses más recientes
- Puede aplicar documentación de Reservas: Declaraciones de Jubilación/Fondos Mutuales de los dos (2) meses más recientes
- Estados de cuenta hipotecarios de cualquier propiedad suya. Si no realiza un fideicomiso, necesitaremos también el comprobante de seguro, el estado de cuenta de la asociación de propietarios (si corresponde) y los estados de cuenta de impuestos del condado
- Si aplica ingreso de pensión/jubilación/Seguro Social
  - Dos años de declaraciones de impuestos más recientes
  - Carta de adjudicación del Seguro Social/carta de adjudicación de la pensión
  - Dos estados de cuenta bancarios más recientes para documentar los depósitos del ingreso de pensión/jubilación
  - 2 Formularios 1099 más recientes para el ingreso de Seguro Social/pensión

## Solicitante de Préstamo Empleado

- Identificación con foto emitida por el gobierno: no puede estar vencida
- Recibos de sueldo de los últimos 30 días
- Formularios W2: los dos (2) años más recientes
- Las dos (2) Declaraciones de Impuestos 1040 más recientes: todas las páginas, todos los anexos
- Nombre e información de contacto de su representante de Recursos Humanos
- Estados de cuenta hipotecarios para cualquier propiedad suya. Si no realiza un fideicomiso, también necesitaremos el comprobante de seguro, el estado de cuenta de la asociación de propietarios (si corresponde) y los estados de cuenta de impuestos del condado
- Documentación del Pago Inicial: Dos meses de los estados de cuenta bancarios más recientes de CUALQUIER cuenta donde tenga los fondos de cierre. Si realiza transferencias entre sus cuentas con frecuencia, por favor envíe todos los estados de cuenta bancarios
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  - Dos estados de cuenta bancarios más recientes para documentar los depósitos del ingreso de pensión/jubilación
  - Dos años de 1099 más recientes para el ingreso de Seguro Social/pensión

¡AYÚDENOS A ACELERAR EL PROCESO DE SU PRÉSTAMO REUNIENDO ESTOS DOCUMENTOS IMPORTANTES AHORA!

Tenga en cuenta que "todas las páginas" significa que necesitamos ver ambos lados de los documentos a doble cara y debe incluir TODAS las páginas del documento, incluso si una página parece estar en blanco o no parece contener información importante. Además, necesitaremos copias escaneadas claras o fotos claras de los documentos (no capturas de pantalla de teléfono o computadora). Si está descargando documentos en línea, asegúrese de que la URL aparezca en la parte inferior de la página al guardar el documento.

CMG Home Loans es el nombre comercial registrado de CMG Mortgage, Inc., NMLS ID #1820 en la mayoría de los estados, pero no en todos. CMG Mortgage, Inc. es un prestamista de igualdad de oportunidades. <http://www.nmlsconsumeraccess.org>, (JN# 1129813817)



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PROCESSING FEE	\$552	MAYBE	WAIVED
ADMINISTRATION / UNDERWRITING FEE	\$898	MAYBE	WAIVED
FLOOD AND TAX CERT	\$70	WAIVED	WAIVED
CREDIT REPORT FEE	\$75	WAIVED	WAIVED
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	TARIFAS DE REFINANCIAMIENTO CON PRESTAMISTAS TÍPICOS	LOS POCOS PRESTAMISTAS CON PROGRAMAS DE REDUCCIÓN DE TASAS DE REFINANCIAMIENTO	RATE REBOUND DE PRÉSTAMOS HIPOTECARIOS CMG
FECHA DE "COMPRA HASTA"		31/12/23	SIN FECHA DE CIERRE
PERÍODO DE "REFINANCIACIÓN HASTA"		3 yrs	5 yrs
EXENCIÓN DE CARGOS		ALGUNO	TODOS LOS CARGOS DEL PRESTAMISTA Y ALGUNOS CARGOS DE TERCEROS
CARGO DE VALÚO POR TERCEROS	\$723	QUIZÁS	EXENTO
CARGO POR PROCESAMIENTO	\$552	QUIZÁS	EXENTO
COMISIÓN DE ADMINISTRACIÓN / SUSCRIPCIÓN	\$898	QUIZÁS	EXENTO
CERTIFICADO DE INUNDACIÓN E IMPUESTOS	\$70	EXENTO	EXENTO
CARGO POR INFORME DE CRÉDITO	\$75	EXENTO	EXENTO
COMISIÓN DE GESTIÓN <i>(*CMG no aplica esta comisión en préstamos convencionales estándar)</i>	\$3,000	QUIZÁS	EXENTO
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<b>COSTO TOTAL TÍPICO DEL PRESTAMISTA</b>	<b>\$6,318 to \$8,318</b>	<b>ALGUNOS LE AHORRAN UN POCO</b>	<b>CASI TODO CUBIERTO</b>

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\*CMG Home Loans cubrirá todos los cargos usuales del prestamista, como los cargos por procesamiento, cargos administrativos, cargos de servicio de impuestos, cargos de avalúo y cargos de informe de crédito. Además, CMG Home Loans también acreditará al prestatario hasta \$1,000 para cubrir cargos adicionales de terceros. Esta oferta no cubre puntos de descuento. El crédito no puede exceder los cargos totales. Rate Rebound solo es válido para futuros préstamos convencionales conformes, gubernamentales y jumbo en nuestro canal minorista (se excluyen los futuros préstamos para construcción, All In One, HELOC, préstamos con bonos o HFA). Puede haber restricciones adicionales basadas en el inversor. La oferta no se puede canjear por dinero en efectivo o crédito y no es transferible. La oferta no se puede aplicar retroactivamente a ningún préstamo. La oferta no se puede usar con ningún otro descuento, promoción o productos de sólo interés / compra a la baja y segundo gravamen. Esta oferta está sujeta a cambios o cancelaciones en cualquier momento, a discreción exclusiva de CMG Home Loans. Pueden aplicarse restricciones/condiciones adicionales. Esto no es un compromiso de préstamo y depende de la calificación según las pautas de suscripción completas. El programa estará disponible para préstamos divulgados a partir del 1/11/22. El programa es aplicable para refinanciamientos a partir de 6 meses después del cierre, hasta 5 años a partir de la fecha original de la nota y con un beneficio neto tangible que incluye una reducción de la tasa del 0.5%, pasando de una tasa ARM a una tasa fija, reduciendo el plazo del préstamo, el cambio a un producto más estable o un pago de capital e intereses más bajo. Al refinanciar el préstamo existente, los cargos financieros totales pueden ser mayores durante la vigencia del préstamo.



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\*CMG Home Loans will cover all customary lender fees which are processing fee, administrative fee, tax service fee, appraisal fee and credit report fee. In addition CMG Home Loans will also credit the borrower up to \$1,000 towards additional third party fees. This offer does not cover discount points. Credit cannot exceed total fees. Rate Rebound is only valid on future conventional conforming government and jumbo loans in our retail channel (future Construction Loans, All In One, HELOCs, Bond or HFA loans are excluded). There may be additional restrictions based on investor. Offer may not be redeemed for cash or credit and is nontransferable. Offer cannot be retroactively applied to any loans. Offer may not be used with any other discounts, promotions or interest-only/buy-down and second lien products. This offer is subject to changes or cancellation at any time at the sole discretion of CMG Home Loans. Additional restrictions/conditions may apply. This is not a commitment to lend and is contingent on qualification per full underwriting guidelines. Program will be available on loans disclosed on or after 1/11/22. Program is applicable for refinances 6 months after closing up to 5 years from original note date and with a net tangible benefit which includes a rate reduction of 0.5%, going from an ARM to a fixed rate, reducing loan term, movement to a more stable product, or a lower principal and interest payment. By refinancing the existing loan, the total finance charges may be higher over the life of the loan. CMG Mortgage, Inc. dba CMG Home Loans dba CMG Financial, NMLS# 1820, is an equal housing lender. Georgia Residential Mortgage License #15438. Licensed by the Department of Financial Protection and Innovation (DFPI) under the California Residential Mortgage Lending Act No. 4150025. AZ license #0908132. Registered Mortgage Banker with the Texas Department of Savings and Mortgage Lending. Offer of credit is subject to approval. To verify our complete list of state licenses, please visit [www.cmgfi.com/corporate/licensing](http://www.cmgfi.com/corporate/licensing) and [www.nmlsconsumeraccess.org](http://www.nmlsconsumeraccess.org). 4150 Enterprise Circle South, Temecula, CA 92591

# GSEFA







[BUSINESS RESOURCES](#) ▾

[PROGRAMS](#) ▾

[ABOUT US](#) ▾

[CONTACT US](#)

Click on the tabs below to display contents.

Program Guidelines

Lender Participation

Training and Education

Customizable Literature >



## Homebuyer Tri-fold Brochure - Lender/Realtor Template

[English](#) — Updated August 2023

[Spanish](#) — Updated August 2023



## Homebuyer Flyer - Lender/Realtor Template

[English](#) — Updated August 2023

[Spanish](#) — Updated August 2023



## Platinum "Select" Occupations Tri-fold Brochure - Lender/Realtor Template

[English](#) — Updated August 2023

[Spanish](#) — Updated August 2023

## El Programa GSFA Platinum®

### Obtenga una ayuda para el pago inicial que le ayude a comprar una casa\*

- Asistencia para el Pago Inicial de hasta el 5,5%, para ayudarle a comprar una vivienda.
- NO se limita a los compradores de vivienda por primera vez.
- La DPA está disponible con la compra o refinanciación de una residencia principal. (Las viviendas unifamiliares de 1-4 unidades, los condominios y las viviendas adosadas son elegibles.)
- Variedad de tipos de Primera Hipoteca disponibles.
- FICO Mínimo 640 / DTI máximo 50%.
- Límites de ingresos flexibles.



### Queremos Llevarle un Paso Más Cerca a Tener Su Propia Casa

Miles de personas cada año sueñan con convertirse en propietarios. Déjenos ayudar a que ese sueño se convierta en realidad.

Con el Programa Platino de la GSFA puede obtener asistencia para el pago inicial y los gastos de cierre, de hasta el 5,5%. En general, la asistencia que se proporciona es en forma de una segunda hipoteca a 15 años, con una tasa de interés del mismo de la tasa de la primera hipoteca y pagos mensuales. Sin embargo, en el caso de determinadas ocupaciones, es

posible que la asistencia no tenga que devolverse en su totalidad o que no devengue intereses.

Muchas veces, la asistencia puede ayudar a un comprador a comprar una casa con poco o ningún dinero de su bolsillo y/o mucho antes de lo que creía posible.

El programa es muy flexible. Los préstamos hipotecarios elegibles incluyen FHA, VA, USDA e hipotecas convencionales, y los límites de ingresos son generosos.

### Llama Hoy para Comenzar



# CalHFA





California Housing Finance Agency

# PROGRAMA *de Asistencia* MYHOME

¿Está comprando casa por la primera vez? ¿Necesita ayuda con su enganche o costos de cierre? Tenemos un programa para usted, para satisfacer esas necesidades.

### ¿TIENE ALGUNA PREGUNTA?

Visite: [www.calhfa.ca.gov](http://www.calhfa.ca.gov)  
Llame al: 877.9.CalHFA (877.922.5432)

*CalHFA. Deje de alquilar.  
Empiece a ser dueño.*

### Características del programa MyHome:

- Asistencia para el enganche o costos de cierre
- Pagos diferidos
- Tasa de interés baja




### Beneficios adicionales:

- MyHome se puede combinar con todas las hipotecas de CalHFA, incluyendo CalPLUS<sup>SM</sup> con ZIP



# CalHFA Marketing with SPANISH Options [CLICK HERE](#)



Preview	Description	Download & Item Number
	<p><b>Dream For All Shared Appreciation Loan Program Flyer</b></p> <p>This flyer provides a summary, features and benefits of the Dream For All Shared Appreciation Loan Program.</p> <p>Flyer options include:</p> <ul style="list-style-type: none"><li>• Standard printable flyer</li><li>• Fillable flyer that allows you to input your contact information prior to printing.</li></ul>	<p><b>English</b></p> <p><a href="#">DFA Flyer (PDF)</a></p> <p><a href="#">DFA Fillable Flyer (PDF)</a></p>
	<p><b>MyHome Assistance Program (MyHome) Flyer</b></p> <p>This flyer provides a summary, features and benefits of the MyHome assistance program.</p> <p>Flyer options include:</p> <ul style="list-style-type: none"><li>• Standard printable flyer</li><li>• Fillable flyer that allows you to input your contact information prior to printing.</li></ul>	<p>Paper Size: 8.5x11</p> <p><b>English</b></p> <p><a href="#">MyHome Flyer (PDF)</a></p> <p><a href="#">MyHome Fillable Flyer (PDF)</a></p> <p><b>Spanish</b></p> <p><a href="#">MyHome Spanish Flyer (PDF)</a></p> <p><a href="#">MyHome Spanish Fillable Flyer (PDF)</a></p>
	<p><b>CalPLUS w/ ZIP Flyer</b></p> <p>This flyer provides a summary, features and benefits of the CalPLUS w/ ZIP first mortgage, FHA and Conventional programs.</p> <p>Flyer options include:</p> <ul style="list-style-type: none"><li>• Standard printable flyer</li><li>• Fillable flyer that allows you to input your contact information prior to printing.</li></ul>	<p>Paper Size: 8.5x11</p> <p><b>English</b></p> <p><a href="#">CalPLUS w/ ZIP Flyer (PDF)</a></p> <p><a href="#">CalPLUS w/ ZIP Fillable Flyer (PDF)</a></p> <p><b>Spanish</b></p> <p><a href="#">CalPLUS w/ ZIP Spanish Flyer (PDF)</a></p> <p><a href="#">CalPLUS w/ ZIP Spanish Fillable Flyer (PDF)</a></p>

# ITIN

# Individual Tax ID Number



# Mobile / Chattel Land / Other

# Negative Credit (or Life Events) & Corresponding Waiting Periods

Buying a House After	Conventional Fannie Mae Loan	Conventional Freddie Mac Loan	FHA Loan	VA Loan	USDA Rural Loan	Jumbo Loans
Foreclosure	7 Years from completion date 3 Years with extenuating circumstances – 90% Max LTV 4 Years if included in BK	7 Years from completion date	3 Years from completion date	2 Years from completion date	3 Years from completion date	5-7 Years from completion date
Short Sale	4 Years with no LTV restrictions 2 Years with extenuating circumstances and no LTV restrictions	4 Years from completion date	3 Years from completion date  *Per FHA ML 09-52, FHA financing can be obtained in less than 3 years under certain conditions.*	2 Years from completion date  *If no mortgage lates in the 12 months leading up to the short sale, a VA loan may be obtained in less than 2 years.*	3 Years from completion date	2-7 Years from completion date
Deed in Lieu	4 Years with no LTV restrictions 2 Years with extenuating circumstances and no LTV restrictions	4 Years from completion date	3 Years from completion date	2 Years from completion date	3 Years from completion date	2-7 Years from completion date
CH. 7 Bankruptcy	4 Years from discharge or dismissal date 2 Years with extenuating circumstances	4 Years from discharge or dismissal date	2 Years from discharge date	2 Years from discharge date	3 Years from discharge date	4-7 Years from completion date
CH. 13 Bankruptcy	2 Years from discharge date 4 Years from dismissal date 2 Years from dismissal date with extenuating circumstances	2 Years from discharge date	1 Year of the payout must elapse & payment performance must be satisfactory; buyer must receive permission from the court to enter into a mortgage	1 Year of the payout must elapse & payment performance must be satisfactory; buyer must receive permission from the court to enter into a mortgage	1 Year of the payout must elapse & payment performance must be satisfactory; buyer must receive permission from the court to enter into a mortgage	4-7 Years from completion date







# Wire Fraud & Supplemental Taxes



# Wire Fraud Concern

Caution:

Wire transfer fraud is on the rise. If you receive an email or text message containing wire instructions, call the closing agent or attorney at a verified phone number immediately to confirm the information prior to sending the funds. You will never receive wire instructions or changes to previously provided wire instructions from Guild Mortgage Company. Any such communications should be considered suspicious and reported to your Loan Officer. For more information, visit our wire fraud Webpage:

<https://www.guildmortgage.com/tips-protect-wire-fraud/>

# Wire Fraud Concern

**DON'T FALL VICTIM TO WIRE FRAUD**

Scammers are stealing down payments via wire fraud and getting more clever every day. Be sure you don't fall victim to wire fraud by following these three steps.

-  1 Pay attention to how wire instructions are sent. It is best to only accept instructions that are secure and encrypted.
-  2 Before wiring funds to an individual or company, call to verify the wire instructions independently with the title company.
-  3 Be very watchful of any changes. Wire instructions rarely change. If you receive an email saying that any wiring instructions have changed, call your REALTOR® or title company immediately to confirm.

Source: REALTOR® Magazine, FBI, and Realty Executives International

 CALIFORNIA ASSOCIATION OF REALTORS®

## Communications Wire Warnings

Language and general letter contact:

- **WIRE FRAUD IS ON THE RISE. PROTECT YOUR FUNDS.** Do not wire funds based on an email request, without verbal confirmation. *(Lender Name)* will NEVER request that borrowers wire funds in connection with their transaction.
- Any changes to wiring instructions or payoff instructions or amounts are red flags and should be verified.

# Supplemental Taxes

- A supplemental tax bill is one you get for additional charges not covered by your annual tax bill. These tax bills are mailed directly to the homeowner and are not paid out to the impound account.
- Really never discussed or made aware of them
- After a change in ownership the property is reassessed
- The bill covers the difference between the previously assessed value taxes and the newly assessed value. Think of it as catch-up bill

# Freddie Mac Updates



# Freddie Mac Resources

# Freddie Mac CreditSmart®



Empower your clients through education

**CreditSmart** is a suite of **free financial capability and homeownership education resources** designed to empower consumers with the skills and knowledge to support them through every stage of their homeownership journey.

Every person has a unique homeownership journey which is why **CreditSmart offers different paths to education and financial wellness.**



CreditSmart® Essentials\*



Now available in Spanish!



CreditSmart® Multilingual



CreditSmart® Homebuyer U\*



CreditSmart® Coach



CreditSmart® Military

\*Available in English and Spanish

# CreditSmart® Essentials



CreditSmart® Essentials is for those who want to focus on their financial goals and learn more about credit, money management and other key topics. Available in English and Spanish.

## Essentials offers:

- Curated learning path based on financial goals entered by user
- Progress trackers
- Personal dashboards
- Pause/ resume functionality
- Audio function and ability to follow along
- Interactive tools
- Videos
- Vision boards, infographics
- Downloadable resources
- ADA accessibility

**MONEY & CREDIT**

## CreditSmart® Essentials

Want to know more about managing money or building good credit? Learn with Essentials while you set your goals and track your progress.

**DINERO Y CRÉDITO**

## CreditSmart® Essentials

¿Desea saber más sobre cómo administrar su dinero o cómo establecer un buen crédito? Aprenda con Essentials mientras establece sus metas y siga su progreso.

*CreditSmart Essentials **no cumple** con los requisitos de educación sobre la propiedad de vivienda. Complete [Homebuyer U](#) si necesita un certificado para calificar para una hipoteca.*

Iniciar sesión/Registrarse



# CreditSmart® Homebuyer U Learning Path



CreditSmart® Homebuyer U is a free education course developed for first-time homebuyers that focuses on key learning principles related to money management, credit, getting a mortgage, the homebuying process and preserving homeownership.

## Homebuyer U offers:

- Content in English and Spanish with ability to toggle between languages throughout the course.
- Pause/ resume functionality.
- Audio function and ability to follow along.
- Interactive and multimedia features including videos, infographics, worksheets, and calculators.
- Availability through multiple devices including mobile phone, tablet and desktop.
- Knowledge checks and a final quiz.

The image shows two overlapping screenshots from the CreditSmart Homebuyer U platform. The top screenshot is the login page, featuring the Freddie Mac logo at the top with the tagline 'We make home possible'. Below the logo is a blue button labeled 'Curso en español'. The main heading is 'CreditSmart® Homebuyer U'. A blue bar contains the text 'Already have an account?'. The login form includes a 'User Name' field with a blue lock icon and a note '(Your user name is often your email address)' with a 'Forgot username' link. Below it is a 'Password' field with a blue lock icon and a 'Forgot password' link. A blue 'Submit' button is at the bottom. The bottom screenshot shows a video player for a video titled 'Introduction to the Homebuying Process'. The video player has a progress bar at 0:00 / 0:36, a volume icon, and an 'AUTOPLAY' toggle set to 'OFF'. The video content shows a family of four sitting at a table outdoors. Below the video, there is a paragraph of text: 'Homeownership is a key component of the American dream, however the process of buying a home can be complicated and challenging. First-time buyers may face obstacles, including insufficient savings or difficulty getting a mortgage loan because of student loans or other debt. This course will cover everything you need to know to buy a home and will help you overcome barriers in addition to preparing you for the journey of homeownership.' At the bottom of the video player are two buttons: 'Go Back' and 'Continue'.

# CreditSmart® Coach Learning Path



**CreditSmart® Coach** is for housing industry professionals interested in becoming certified facilitators to coach others through the CreditSmart Essentials financial capability curriculum.

## Coach Features:

- 100% free
- Delivered through a blended approach of eLearning + instructor-led webinars
- Interaction with peers and master trainer
- Offers customizable tools and marketing resources
- Compatible on computers and mobile devices
- ADA accessible
- 3-month cohort, 20-25 hours commitment (next session in early 2024 – dates TBD)
- Mandatory completion to obtain certification
- Certificate valid for three years





# My Home by Freddie Mac®



Multi-Lingual Resources for  
Homeowners and Renters on:

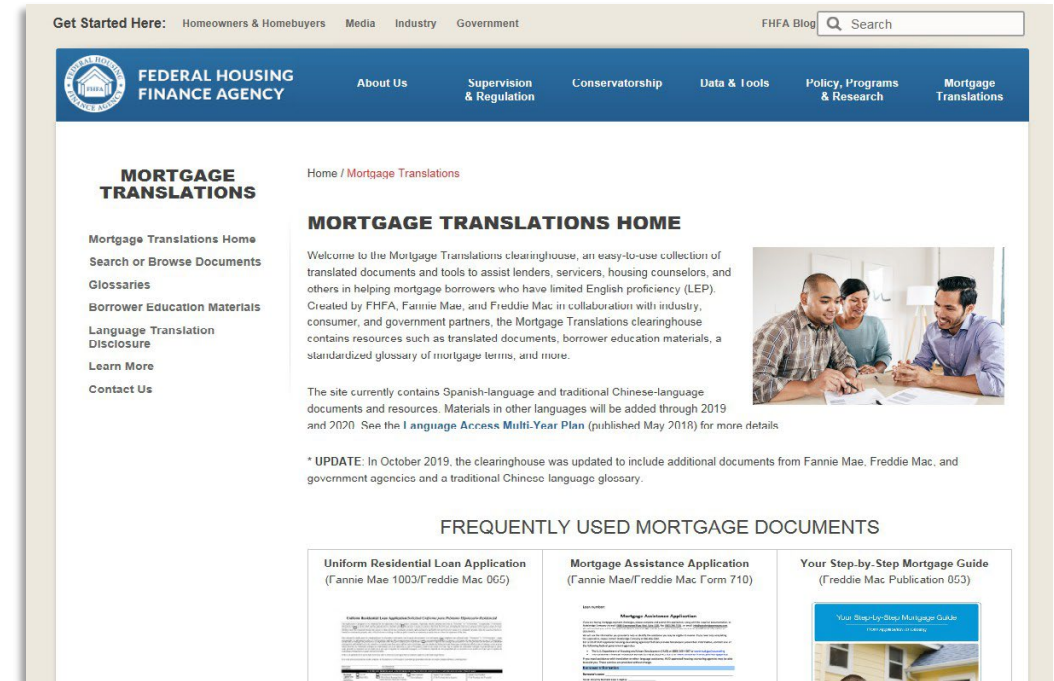
- Renting
- The Homebuying and Mortgage Process
- Sustaining Homeownership

Explore the resources: [myhome.freddiemac.com](https://myhome.freddiemac.com)

# Translated Mortgage and Homebuyer Education Documents

FHFA, Freddie Mac and Fannie Mae created an online, industry-standard clearinghouse of translated mortgage and homebuyer education documents for housing professionals and their clients.

- **Digital repository** of in-language tools to empower growing limited English proficiency (LEP) borrower populations
- Featuring documents translated in **Spanish, traditional Chinese, Vietnamese, Korean, and Tagalog** languages
- Addresses language barriers with clients to help navigate all aspects of the **mortgage life cycle**
- **Free-to-use interpretive services** that provide **live translations** in preferred languages about the mortgage process, mortgage documents, loan payments, or avoiding scams or fraud



VISIT: [www.fhfa.gov/mortgagetranslations](http://www.fhfa.gov/mortgagetranslations)

# Freddie Mac Borrower Help Centers and National Network



- Work with lenders in minority and underserved communities
- Serve 14 markets across the country and offer a national network to assist consumers
- Provide services and trusted guidance within all stages of homeownership to support Freddie Mac's ongoing commitment to:
  - Prepare prospective buyers for responsible homeownership
  - Help struggling borrowers with Freddie Mac-owned mortgages avoid foreclosure
  - Understand the homebuying process and gain valuable tools and skills
  - Build credit and develop savings disciplines
  - Learn of down payment assistance programs and options to overcome common homeownership barriers

**VISIT:** [myhome.freddiemac.com/resources/working-with-freddie-mac-borrower-help-centers.html](https://myhome.freddiemac.com/resources/working-with-freddie-mac-borrower-help-centers.html)



## Real Estate Professional Resource Center



- Online resource center to help Real Estate Professionals grow their business with first-time homebuyers, low to moderate income buyers and within growing diverse communities
- Learn industry trends, inform on key topics that drive business and empower their clients
- Subscribe for news, events, thought leadership and resources

Visit: [SF.FreddieMac.com/realestatepros](https://SF.FreddieMac.com/realestatepros)





**Thank You!**

# Closing Comments





# Utilize Key C.A.R Transaction Lending and Legal Resources

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[TransactionRescue@car.org](mailto:TransactionRescue@car.org)

<https://Mortgage.car.org>

Down Payment Resource

<http://FindDownPayment.car.org>

Transaction Rescue Webinars

<https://www.car.org/FinWebinars>

STEPS Towards Homeownership

<https://on.car.org/steps>

Legal Disclosures & Resources Questions & Answers

<https://www.car.org/riskmanagement/qa>





# Survey



## Transaction Rescue

Obtaining Assistance w/Spanish &  
English Lending Resources

**Your Feedback is Critical**

[https://car.qualtrics.com/jfe/form/SV\\_86XvXAMXypVhIBk](https://car.qualtrics.com/jfe/form/SV_86XvXAMXypVhIBk)



# Contact List



# California Association of REALTORS® - Panelist Contact List

Name	Company	Email	Contact #
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<b>Marc Farfel</b>	C.A.R. Transaction Rescue	<a href="mailto:TransactionRescue@car.org">TransactionRescue@car.org</a>	213-739-8383
<b>David Mendez</b>	Freddie Mac	<a href="mailto:David_Mendez@freddiemac.com">David_Mendez@freddiemac.com</a>	818-919-6241
<b>Ben Mireles</b>	CMG Home Loans	<a href="mailto:BMireles@cmghomeloans.com">BMireles@cmghomeloans.com</a>	951-842-0789



# Questions