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# Transaction Rescue Webinar

## Down Payment Assistance & Golden State Finance Authority

July 29, 2025



# Welcome



# Down Payment Assistance - Webinar Speakers



**Abel Fregoso**

Loan Originator

*PRMG*



**Cynthia Leal**

Managing Originator

*Guild Mortgage*



**Sean Moss**

Executive Vice  
President Product &  
Operations

Down Payment  
Resource



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Transaction Rescue  
Mgr./Lender Liaison

California Association of  
REALTORS®



**Carolyn Sunseri**

*Director of Marketing &  
Stakeholder Relations*

*Golden State Finance  
Authority (GSFA)*

# Down Payment Resource (DPR)



# The State of DPA in California

## And CAR's unique Down Payment Resource Directory

Presented By:



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CALIFORNIA ASSOCIATION OF REALTORS®

# Thank you for joining us today!



## Sean Moss

EVP Product & Operations  
Down Payment Resource®



# About Down Payment Resource

## **Our Mission**

*To help our business partners connect homebuyers with the down payment help they need.*

## **Our Vision**

*Anyone aspiring to homeownership will know that down payment help is available and how to find it.*

- We're a national database and matching engine of all 2,500+ homeownership programs.
- Our technology is integrated into MLSs and property listing data.
- FindDownPayment.car.org
- Our Down Payment Connect tool helps agents and loan officers connect buyers with DPA!

We help you  
connect  
homebuyers to  
the down  
payment help  
they need.





# Today, we'll be discussing...

- The State of DPAs in California
- C.A.R.'s Unique Down Payment Resource Directory
- How, When and Why to Use It
- Down Payment Connect...Adding Lead-gen to the Mix

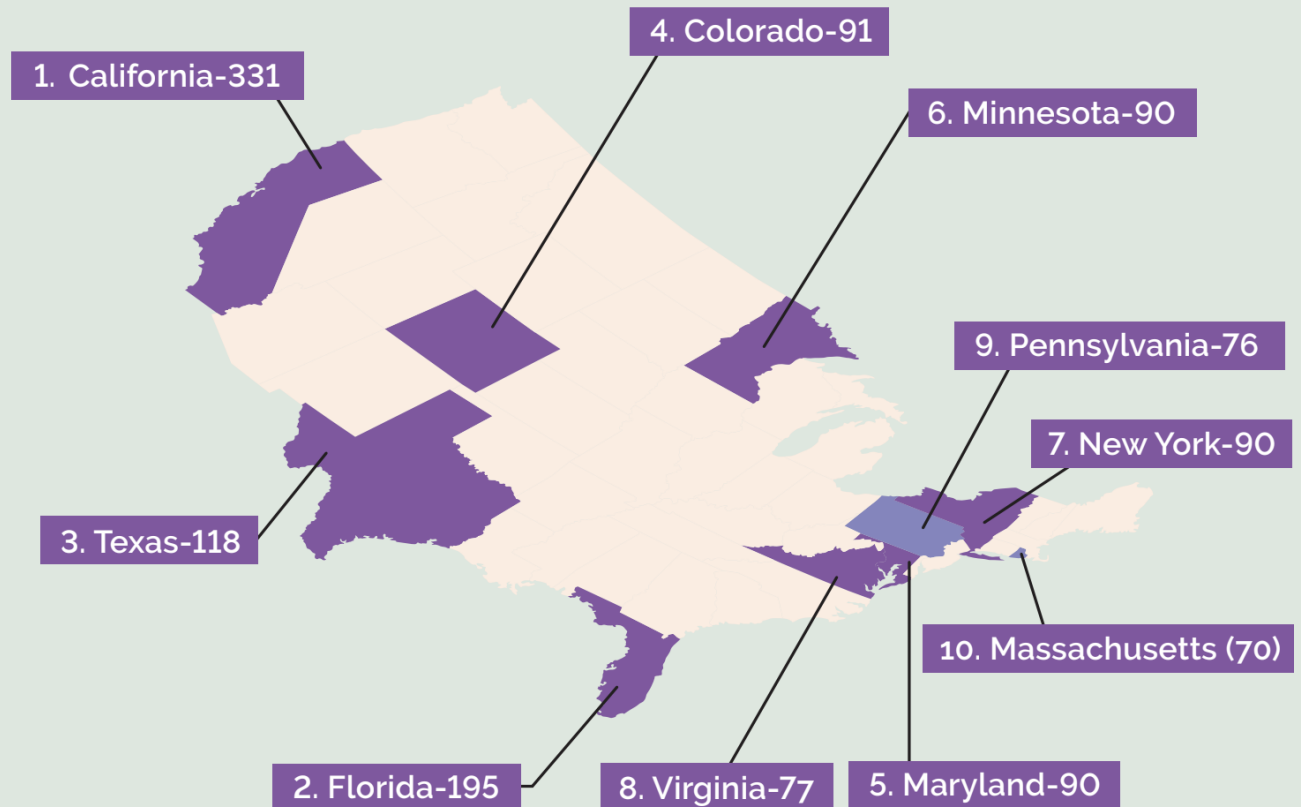
# Down Payment Help Is Available!

**Common Myth:** Down payment programs are not available in my area.

**Fact:** Down payment programs are available in every market across the country. Some are available statewide, while others serve local communities.

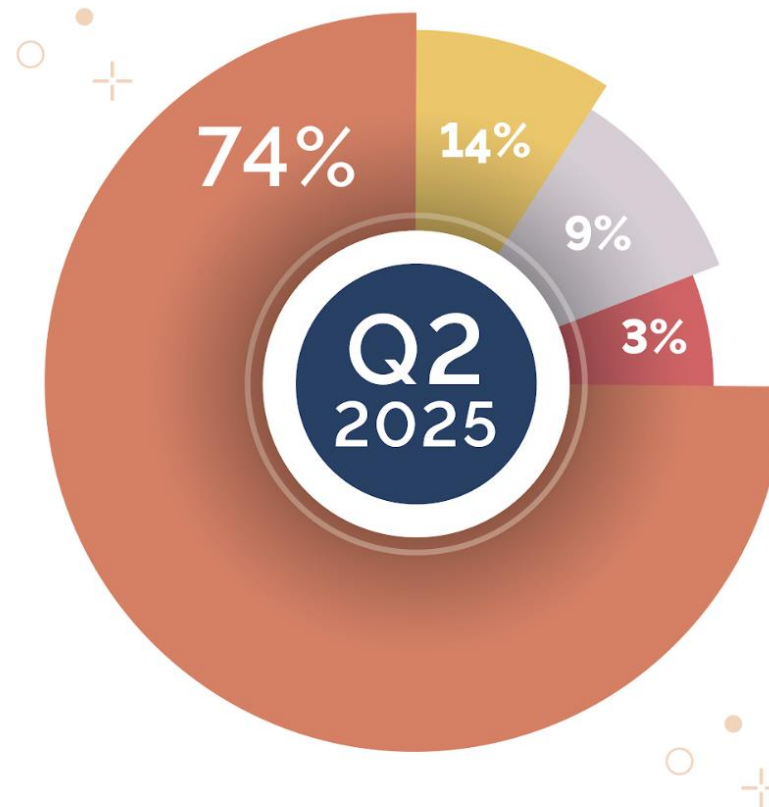
## 2,554 HOMEBUYER ASSISTANCE PROGRAMS AVAILABLE ACROSS THE COUNTRY

States with the Greatest Number of Programs, Ranked in Order:



# Current State of Homebuyer Assistance Programs

## HOMEBUYER ASSISTANCE PROGRAM TYPES



### 74% DOWN PAYMENT & CLOSING COST ASSISTANCE

81% of DPA programs have deferred payments.

53% are forgivable loans.

51% are forgivable loans with deferred payments.

**Grants:** Gifts which do not have to be repaid.

**Second Mortgages:** Very low or 0% interest loans that may be deferred or incrementally forgiven over time.

**Combined First Mortgage & Down Payment Programs:**

Down payment assistance programs combined with 1st mortgages that have favorable interest rates.

### 14% ADDITIONAL PROGRAMS

Includes matched savings programs, Housing Choice Vouchers (HCV) and other programs.

### 9% FIRST MORTGAGE LOANS

Below-market interest rates, lower or no mortgage insurance, or 100% financing.

### 3% MORTGAGE CREDIT CERTIFICATES (MCCs)

Provide up to \$2,000 in annual tax credits for the life of the loan.

# Homebuyer Assistance in California

**396** total programs

**280** agencies

**285** active/funded

# Homebuyer Assistance in California

**316** are DPAs

**256** are *deferred*

**77** are *forgivable*

# Homebuyer Assistance in California

**101** have **no** FTHB requirement

**189** cities/counties have programs



# Homebuyer Assistance in California

**308** allow condos

**259** allow townhomes

**86** allow 2-4 unit properties

**188** allow manufactured homes

# Homebuyer Assistance in California

Income limits up to **\$325k** depending on County (or none at all).

Price limits up to **\$1.2M** (or none at all).

# Homebuyer Assistance in California

Assistance ranges from

**\$10k** (a few offer less)

to

**\$300k+** (several offer even more)

# Current DPA Trends

- Demand for DPAs is through the roof.
- DPA providers continue to enhance programs with more assistance, higher income limits and higher purchase price limits to keep up with rising prices.
- New state & local programs continue to launch in markets nationwide.
- 79% of all DPAs are funded and available.

***Down payment assistance is still available and not going away!***

# Influx of DPAs

Q2:2025

## HOMEOWNERSHIP PROGRAM INDEX



### A GUIDE TO Q2 2025 HOMEBUYER ASSISTANCE PROGRAM TRENDS

45 Programs were added during  
Q2 2025, for a total of 2,554 —  
*the highest number of programs  
Down Payment Resource has recorded.*



# Evolution of DPAs in California

*More Programs Allow Funds to be Used to Cover Certain Loan and MI Fees*

As of Q2 2025...

- **30 programs** in CA can be used to pay the upfront mortgage insurance premium (UFMIP) on FHA loans, the funding fee on VA loans and guarantee fees on USDA loans.
- **29 programs** in CA allow MI rate buydowns so the homebuyer can reduce mortgage insurance costs.
- **31 programs** in CA can be used to pay the MI premium.



# Evolution of DPAs in California

*Programs Allow Funds to be Used for Buydowns to Lower Mortgage Rates*

As of Q2 2025...

- **46 programs** in CA allow for a permanent rate buydown
- **12 programs** in CA allow for a temporary rate buydown

# Down Payment Resource Directory

A unique tool provided  
by CAR

- FindDownPayment.car.org
- The CAR/DPR partnership
- Demo (*how* to use the tool)
- *When* to use the tool
- *Why* to use the tool

# Why did we partner?



CALIFORNIA ASSOCIATION OF REALTORS®

To raise awareness of homebuyer assistance programs available in California among our CAR member Realtors® and the homebuyers they serve.

To connect you and your clients to valuable information about those programs, like which lenders offer them and much more.

# HOW to use the DPA Directory

## Let's take a live look.

### Down Payment Resource Directory

[HOME](#) › [MARKETING TOOLS](#) › [FOR YOUR CLIENTS](#) › [DOWN PAYMENT RESOURCE DIRECTORY](#)

[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** (start typing for a menu of options)

Los Angeles (City in Los Angeles County)

**Estimated sales price**

655000

Matched Programs

31

[View Programs](#)

# WHEN and WHY to use the DPA Directory

## Great for:

- Starting conversations with likely buyers.
- Helping an aspiring buyer realize how much help is out there.
- Helping a current client identify DPA opportunities.
- Researching specific scenarios when DPA is available.
- Accessing detailed information about specific DPA programs.
- Finding lenders who offer these DPAs.
- Building up your own DPA IQ.

# We Hear You!

Most common question we get from real estate agents:

***“How do I find a loan officer that can help me with DPA?”***



# A new tool to help you find LOs!

Real estate agents are looking for LOs and Lenders that:

- 1. Offer DPA.***
- 2. Are good at DPA.***
- 3. Want their purchase business.***

# Down Payment Connect

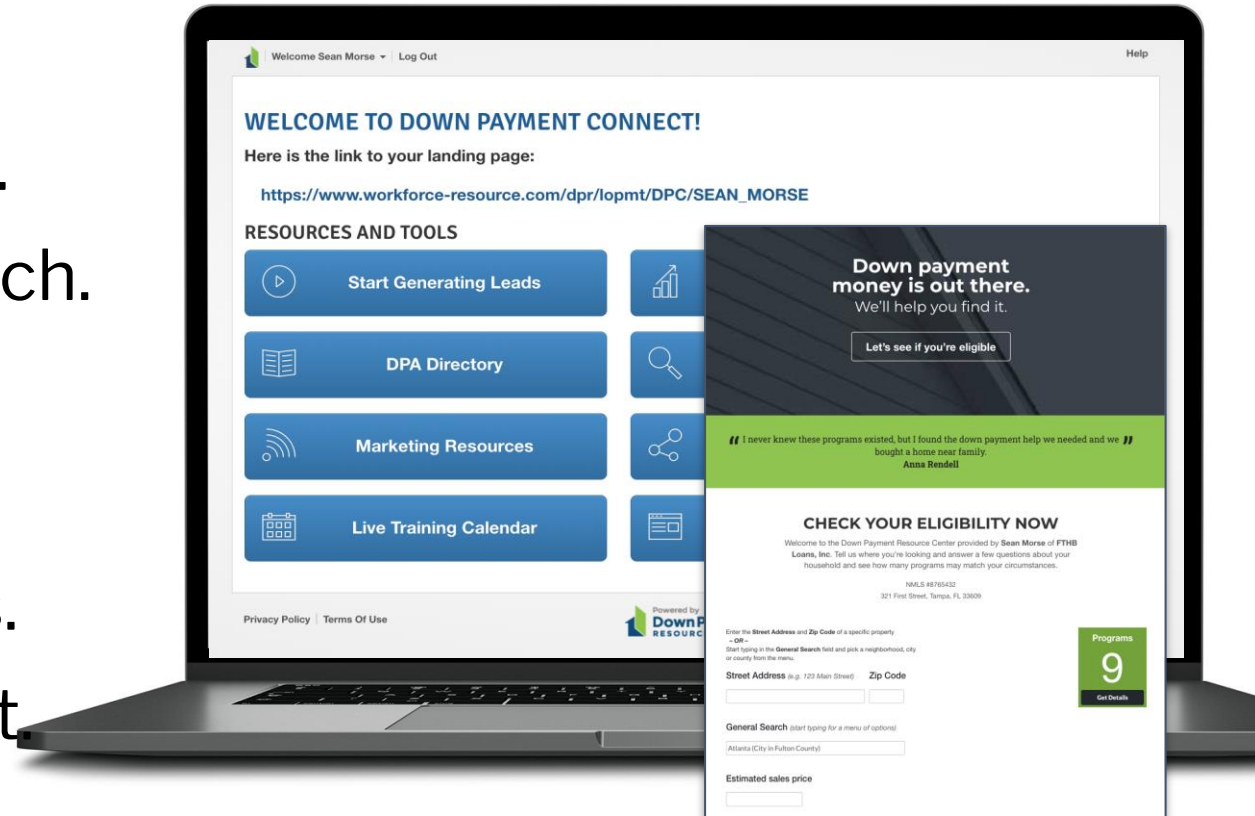
Add lead-gen and  
DPA to your  
marketing mix

- What is Down Payment Connect?
- Who gets the leads? And how?
- How to access Down Payment Connect



*DownPaymentResource.com/dpc-car*

- Engage and educate new buyers.
- Buyers complete a program search.
- Generate leads.
- Tap into growth markets.
- Run digital marketing campaigns.
- Details of all DPAs in your market.





*[DownPaymentResource.com/dpc-car](https://DownPaymentResource.com/dpc-car)*

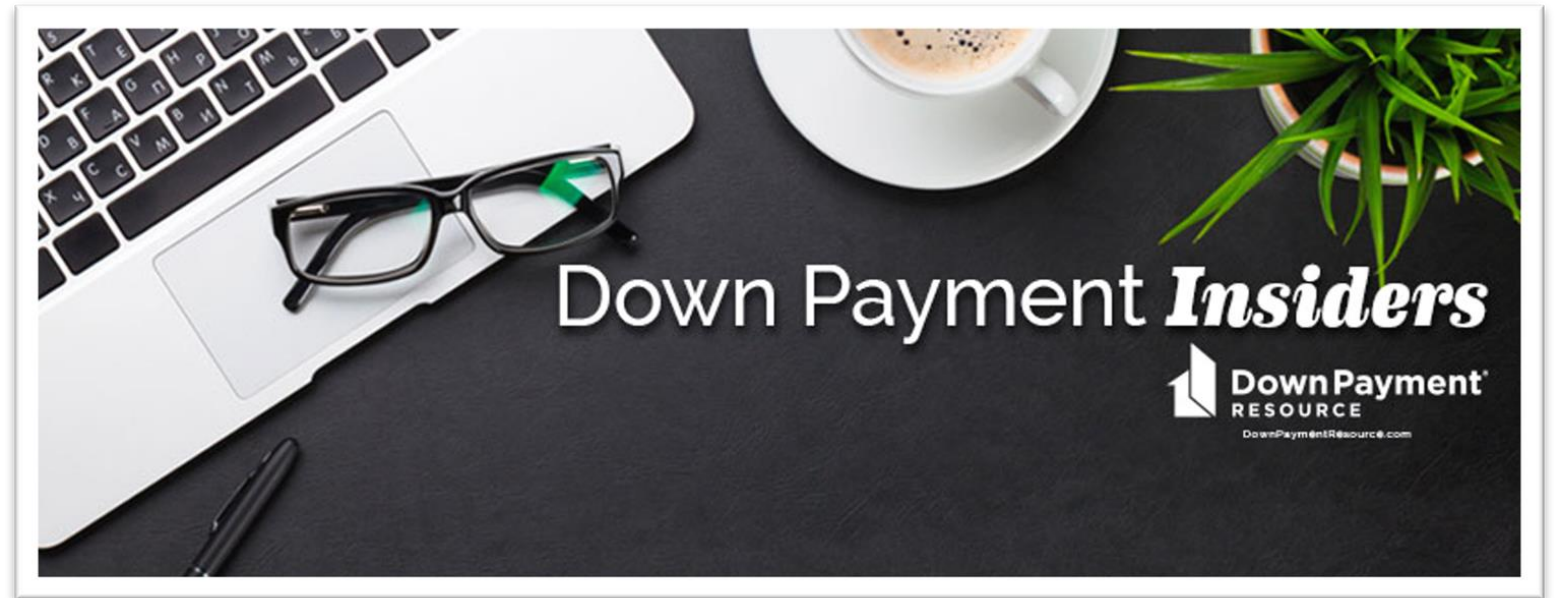
## **Am I paying for leads?**

- No, you're generating your own leads in a creative new way with a unique tool.
- Free for MLS partners (CRMLS), with a paid version available elsewhere.

## **Who else gets those leads?**

- No one. They're yours and yours alone.
- No one else is copied.
- They aren't sold or resold elsewhere.

# Connect with 14,000 Down Payment Insiders!



***Facebook.com/groups/DownPaymentInsiders***



# Contact Us

**[DownPaymentResource.com](http://DownPaymentResource.com)**

**[info@DownPaymentResource.com](mailto:info@DownPaymentResource.com)**

A solid green horizontal bar located at the bottom right corner of the slide.




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# Thank you!!

# Golden State Finance Authority (GSFA)





# CLOSE MORE DEALS WITH DOWN PAYMENT ASSISTANCE

Realtor Education  
STEPS Towards Homeownership Event  
July 31, 2025  
Sponsored by C.A.R.

Special Breakout Session  
Presented by



# YOUR HOST

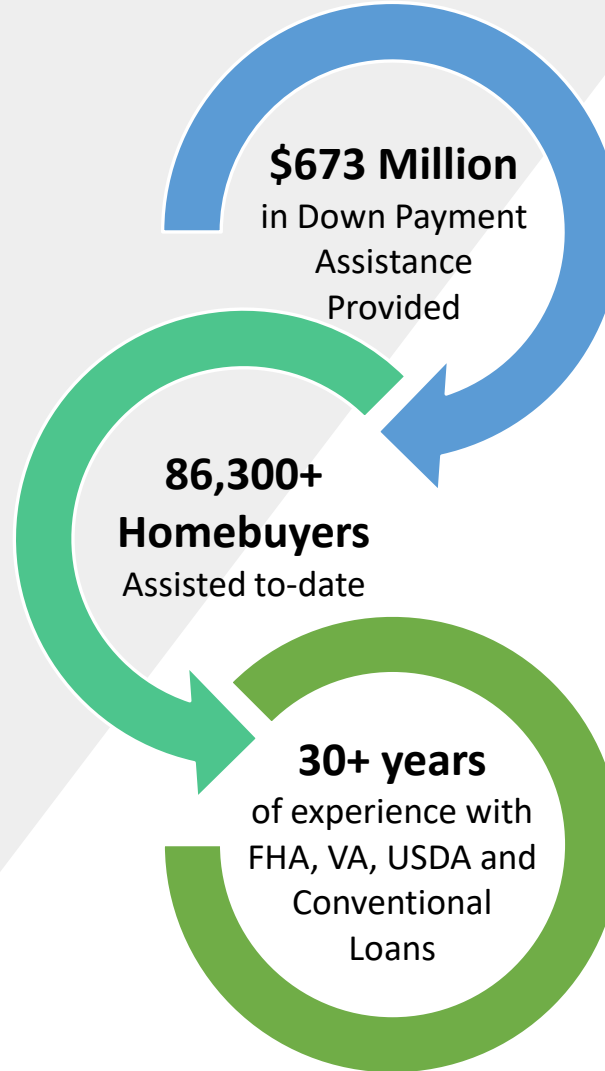


**Carolyn Sunseri**

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Sacramento, CA 95814  
[www.gsfahome.org](http://www.gsfahome.org)

Toll-free (855) 740-8422  
[csunseri@rcrcnet.org](mailto:csunseri@rcrcnet.org)



## The HFA Model: First Mortgage + Down Payment Help

- Provide Affordable, Low-Interest Mortgages
- Offers Down Payment and Closing Cost Assistance
- Partners with Lenders and Real Estate Professionals

\*This presentation contains general program information, is not an offer for extension of credit nor a commitment to lend and is subject to change without notice. Complete program guidelines are available in the Program Term Sheets, available on the [GSFA website](http://www.gsfahome.org).

# POTENTIAL HOMEBUYERS TOLD US...

(68%)

**6/10**

The down payment is their primary barrier to homeownership.

(65%)

**2/3<sup>rd</sup>**

They need a down payment of 15% or more.

(76%)

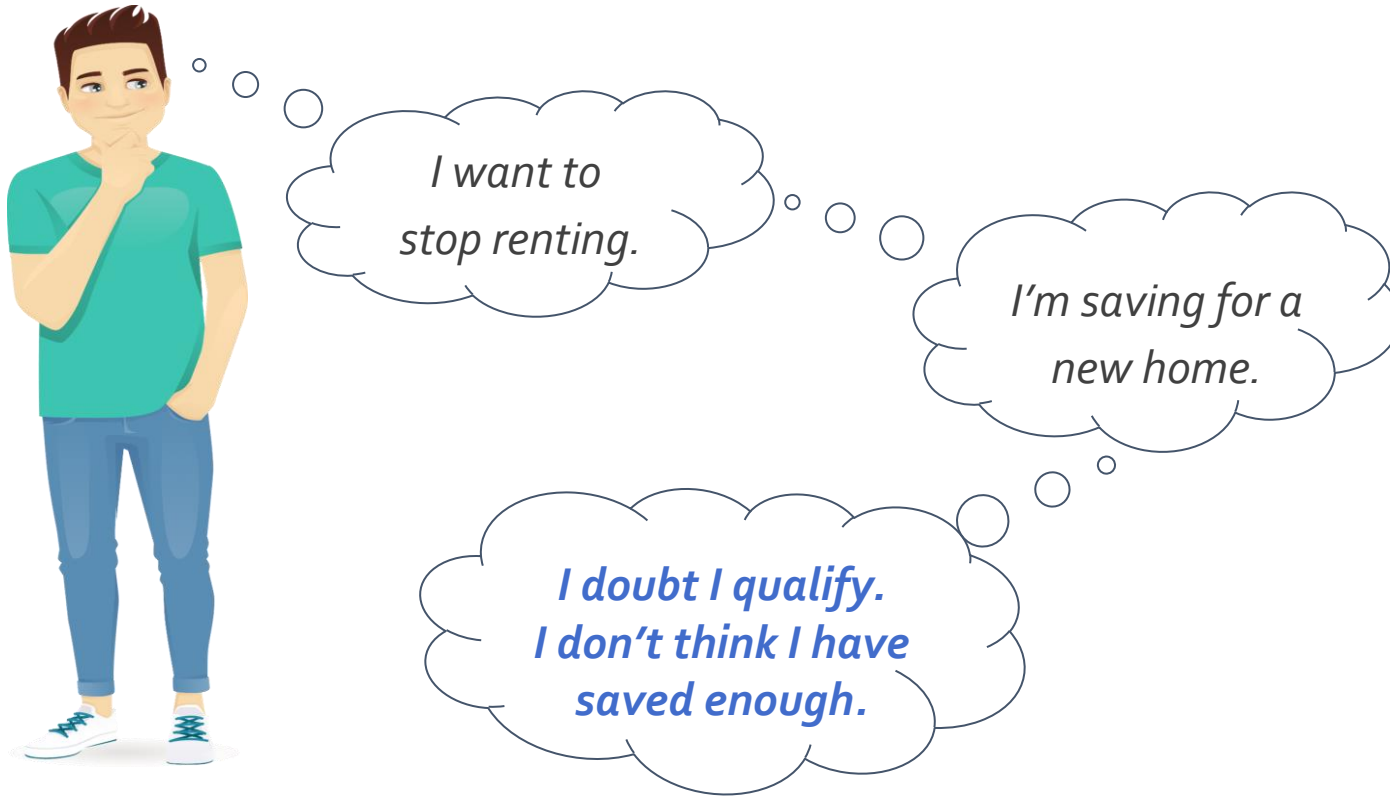
**7/10**

Have little or no familiarity with low-down payment programs.

## The Secondary Problem

Millions of renters are mortgage-ready today but think they don't qualify thus don't enter the market.

# SOUND FAMILIAR?



**33% of Declined Mortgage Applications** might have been salvaged with DPA

Source: [2022 Analysis by Down Payment Resource](#) using 2022 HMDA data, examining tens of thousands of applications denied primarily due to insufficient cash-to-close or DTI issues, run through DPR's DPA database.

# HELPS AGENTS CLOSE MORE DEALS

- Flexible Financing Solutions



- Flexible DPA
  - Rate determines size of DPA
  - Choose what your borrower needs
  - Funds apply to down payment, closing costs, or 1st mortgage
- Up to 5.5% in Assistance
- Can be Combined with Borrower's Own Funds
- Extra \$5,000 Closing Cost Gift for Eligible Census Tracts
  - GSFA Platinum Program only
- Variety of Financing Options
- Variety of Property Types

# EXPANDS BUYER POOL

- Broad Eligibility & Accessibility
- No First-time Homebuyer Requirement
- FICO Scores as Low as 620
- Debt-to-Income Ratios up to AUS Approval
- Owner-Occupied Residences
  - 1-4 unit | Condominiums | Townhomes
  - PUDs | Manufactured Homes
- Purchase or Refinance
- Available Across California





# SPEEDS UP CLOSINGS, REDUCES FRICTION

- Smooth  
& Efficient Process



- Online Reservation System
- 60-Day Rate Lock for Loan and DPA
- DPA Documents Auto-Filled
- Entire loan fulfillment process delegated to the lender
- No Additional Reviews, No Escrow Delays
- Client Relations Support Mon-Fri, 8-5
- Lender Participation Guides Available 24/7 Online

# WHAT DPA CAN DO FOR YOUR BUYER



**\$835,751**  
Purchase Price

**\$820,614\***

FHA 1<sup>st</sup> Mortgage  
Loan (96.5% LTV) + UFMIP

**\$41,031**

GSFA DPA  
(5% of the Total 1<sup>st</sup> Mortgage  
Loan Amount)



**\$29,251**

to Cover 3.5%  
Down Payment Requirement

**\$11,780**

Remaining to put towards  
Closing Costs

*For example purposes only.*

*Scenario is based on an FHA 1<sup>st</sup> Mortgage at 96.5% Loan-to-Value combined with DPA Assistance from GSFA, sized at 5% of the Total Loan Amount.*

*\*Max Loan Amount for an FHA Loan through GSFA DPA Programs:  
(\$806,500 + \$14,114 Upfront MI (UFMI) = \$820,614*

# SHOW BUYERS THE COST OF WAITING



## Let's Revisit the Earlier Example

- Home Price = \$835,751
- 3.5% down = \$29,251
- Saving \$500/month = 4+ years to reach
- Equity lost in 58 months = \$184,531¥

**GSFA DPA Eliminates #1 Barrier: Upfront Cash – \$29,251 available now!**

¥Estimate based on forecasted 4.6% rise in California's median home price in 2025 according to the California Association of REALTORS®.

# GSFA DPA PROGRAMS – GENERAL GUIDELINES

- 30-Yr Fixed-Rate 1st Mortgages
  - FHA, VA, USDA
    - Purchase transactions only
    - Now Includes HUD-184 loan (tribal lands)
  - Conventional (Conv)
    - Purchase or refinance
    - Freddie Mac HFA Advantage Product
- \$806,500 Maximum 1st Mortgage
  - No purchase price limits
- Income Limit Based on:
  - Credit qualifying income (Except: USDA)
  - 1st Mortgage type
  - County of Property being purchased
- Determining Income Limit
  - FHA/VA/USDA: Follows loan agency guidelines
  - Conv Loans: Published on the [GSFA website](#)
    - Often higher than expected



Examples by County	Income Limit (Conventional Only)
Contra Costa	\$284,760
Riverside, San Bernardino, Kern	\$196,560
Sacramento, Yolo	\$205,020



# GSFA PLATINUM<sup>®</sup> PROGRAM

<b>FICO Score Requirement*</b>	<ul style="list-style-type: none"><li>• 640 minimum FICO</li><li>• Manufactured Homes require a 660 FICO (and max DTI of 45%)</li></ul>
<b>Maximum Debt-to-Income (DTI)*</b>	<ul style="list-style-type: none"><li>• 45% max DTI for FICOs below 680</li><li>• 50% max DTI for FICOs 680 and higher</li><li>• Exception: 50% max DTI on Conv. 1-2 units, w/ FICOs 640 and higher w/ LPA "Accept"</li></ul>
<b>Homebuyer Assistance Available</b>	<ul style="list-style-type: none"><li>• DPA up to 5.5% of the Total 1<sup>st</sup> Mortgage Loan Amount</li><li>• \$5,000 Addt'l Closing Cost Assistance for Targeted Census Tracts</li></ul>

# DPA OPTIONS WITHIN PROGRAM

<i>Program Option</i>	<i>Eligibility</i>	<i>DPA Amount and Terms</i>
<b>Standard Product</b>	All eligible borrowers and mortgages	Total DPA = Up to 5% available <ul style="list-style-type: none"> <li>15-Year Amortizing 2<sup>nd</sup> Mortgage</li> <li>Rate same as 1<sup>st</sup> Mortgage</li> </ul>
<b>“Select”</b> 	<ul style="list-style-type: none"> <li>Certain public safety, health and educational occupations</li> <li>FHA Energy Efficient Mortgages</li> <li>USDA Mortgages</li> </ul>	Total DPA = Up to 5% available <ul style="list-style-type: none"> <li>Primary DPA = 15-Year Amortizing 2<sup>nd</sup> Mortgage <ul style="list-style-type: none"> <li>3.5% FHA/VA/USDA; 3% Conv</li> <li>Rate same as 1<sup>st</sup> mortgage</li> </ul> </li> <li>Additional DPA gift, up to 2%</li> </ul>
<b>“Assist-to-Own”</b> 	Employees of GSFA Member Counties (40 in CA)	Total DPA = Up to 5.5% available <ul style="list-style-type: none"> <li>Primary DPA = 30-Year Deferred 2<sup>nd</sup> Mortgage</li> <li>3.5% FHA/VA/USDA; 3% Conv <ul style="list-style-type: none"> <li>Zero interest accrued; deferred 30-yr; due upon sale or refi</li> </ul> </li> <li>Additional DPA gift, up to 2%</li> </ul>

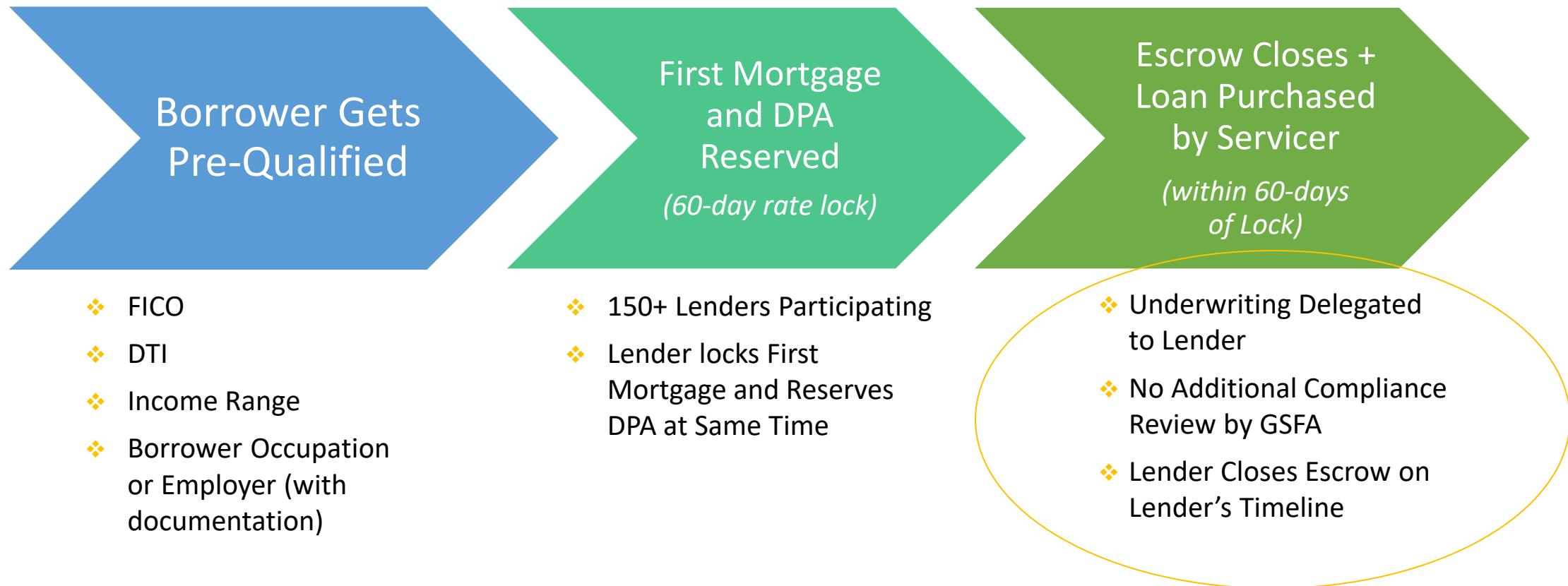


# GSFA GOLDEN OPPORTUNITIES

<b>FICO Score Requirement*</b>	FHA/VA/Conv = 620	USDA = 640
<b>Maximum Debt-to-Income (DTI)*</b>	Based on AUS Approval	
	Manual underwriting guidelines: <ul style="list-style-type: none"><li>• FHA/Conv = Not allowed</li><li>• VA/USDA = 41%</li></ul>	
<b>Assistance Available</b>	Total DPA = Up to 5% available <ul style="list-style-type: none"><li>• Primary DPA = 15-Year Amortizing 2<sup>nd</sup> Mortgage<ul style="list-style-type: none"><li>• 3.5%-size for FHA/VA/USDA</li><li>• 3%-size for Conv</li></ul></li><li>• Additional DPA gift, up to 1.5%</li></ul>	



# GSFA DPA PROGRAMS – EXPECTATIONS AND TIMELINE





DPA  
CUSTOMERS  
BECOME  
CUSTOMERS  
FOR LIFE!



# HOW TO GET STARTED



Lenders listed on the GSFA website  
[www.gsfahome.org](http://www.gsfahome.org)

GSFA Client Relations  
(855) 740-8422  
M-F 8am – 5pm PST  
[info@gsfahome.org](mailto:info@gsfahome.org)

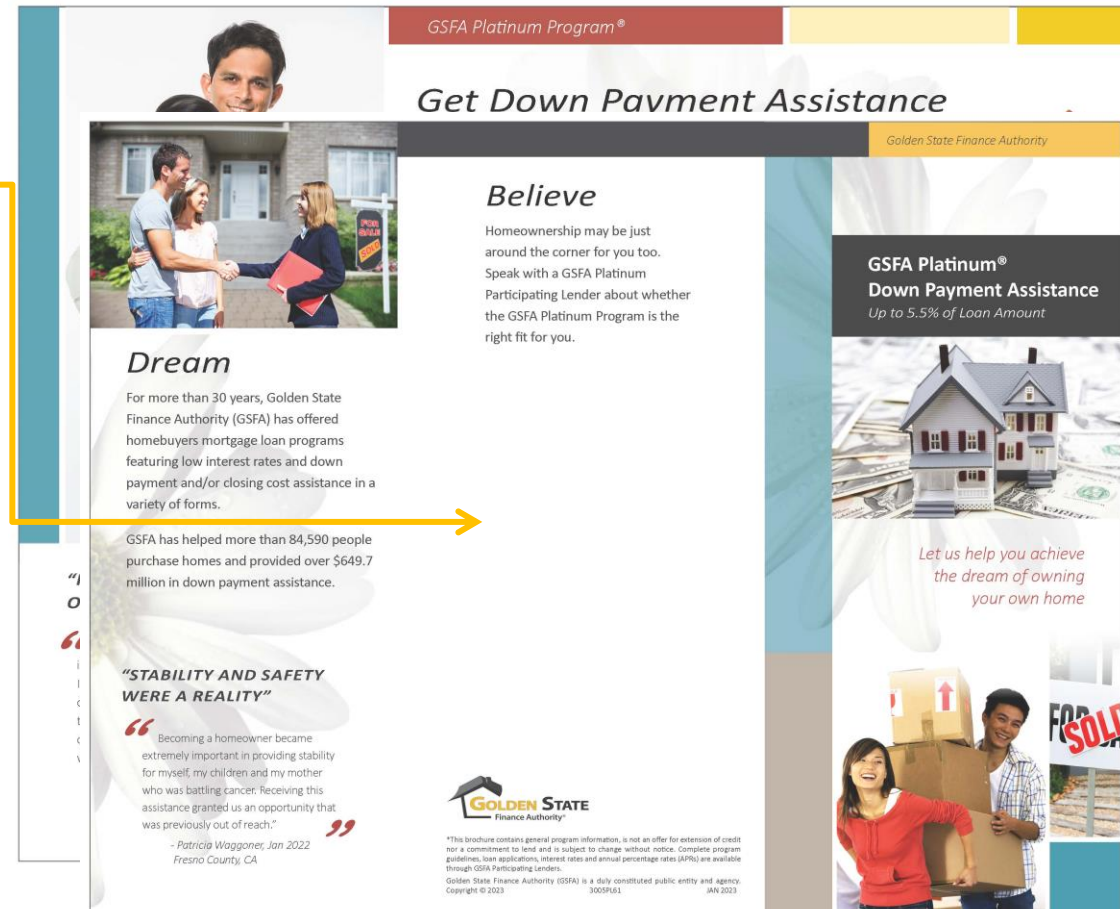
- Find Available DPA Programs here:
  - [www.FindDownPayment.car.org](http://www.FindDownPayment.car.org) OR [www.GSFAhome.org](http://www.GSFAhome.org)
- Work with a GSFA Participating Lender!
  - Experienced in GSFA Programs
  - Key to Smooth/Fast Transactions
  - Determines 3 main qualifiers: Income, DTI, FICO
  - Furnishes interest rates and APRs
  - Determines best DPA option or stacking other programs
  - Process loan(s)

# GSFA – KEY RESOURCES

- GSFA Affordable Housing Programs
  - <http://gsfahome.org/programs/index.shtml>
- GSFA Approved Lenders
  - <https://gsfahome.org/programs/dpa/lenders.aspx>
- Training and Education
  - <https://www.gsfahome.org/lender/learning-center.shtml>
  - <https://gsfahome.org/lender/training.shtml>
  - <https://gsfahome.org/lender/videos.shtml>
- Marketing Literature
  - <https://gsfahome.org/lender/marketing/literature.shtml>

# CUSTOMIZABLE MARKETING LITERATURE

- Pre-designed for Lenders/Realtors
- Flyers and brochures
  - English & Spanish
  - Adobe PDF format
  - Text fields to add contact info
- Use Guidelines:
  - Must be with a GSFA Lender
  - OR able to refer to a GSFA Lender
  - Represent programs accurately





# THANK YOU — TOGETHER, WE MAKE HOMEOWNERSHIP POSSIBLE



**Golden State Finance Authority**

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Sacramento, CA 95814

(855) 740-8422

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



This presentation contains general program information, is not an offer for extension of credit nor a commitment to lend and is subject to change without notice. Complete program policies, eligibility requirements, loan applications, interest rates and annual percentage rates (APRs) are available through GSFA Participating Lenders. GSFA is a duly constituted public entity and agency. Copyright© 2025 Golden State Finance Authority (GSFA). All rights reserved. RE2-061825

# Next Webinars

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**July 31<sup>st</sup>, 2025**  
**Open Discussion Lending & DPA**  
**REGISTER HERE**

**STEPS Towards Homeownership**  
**REGISTER HERE**



CALIFORNIA ASSOCIATION OF REALTORS®  
**Transaction Rescue™**

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# Lender Discussion / Questions



# 4 - Key Considerations for All Transactions

- **Communication & Timing**

- Loan Expectations
- Preferred Method
- Availability of Funds

- **Loan Pre-Approval**

- Early
- DPA
- Underwritten

- **Credit**

- Initial Review
- Do's & Don't
- Final Review

- **Property Type**

- Insurance
- HOA
- Property Condition
- Occupancy





**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)

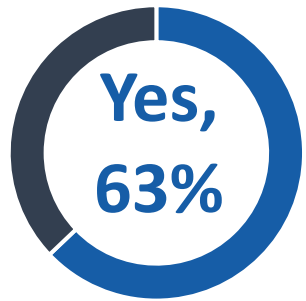
## **DOWN PAYMENT RESOURCE DIRECTORY**

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



Did you know?

63% of consumers would start searching for a home if they knew they could qualify for a low-down payment



If you knew you could qualify for a mortgage with a much lower down payment, would you start to look for a house?

(n=1,008)

Source: 2019 C.A.R. Consumer Survey



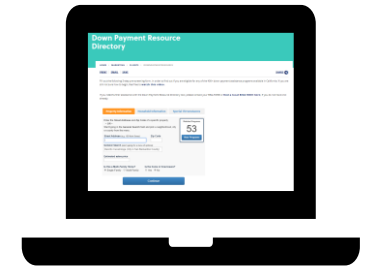
CALIFORNIA ASSOCIATION OF REALTORS®  
Transaction Rescue™

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

<http://FindDownPayment.car.org>

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

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



Get Down Payment Assistance

# 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**

# REALTOR® Resource: Financial Literacy Tool

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

[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. 123 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

Is the home in foreclosure?

☐ Yes
☐ No

Matched Programs

53

View Programs

Continue

FILTERS AVAILABLE

Property Information  
Household Information  
Special Circumstances  
General Search - City, County, Town, etc.

Actual Property

Sales Price  
Currently Own a Home  
Household Income  
Veteran  
Educator

Law Enforcement

Firefighter  
Healthcare  
Disability  
Military  
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

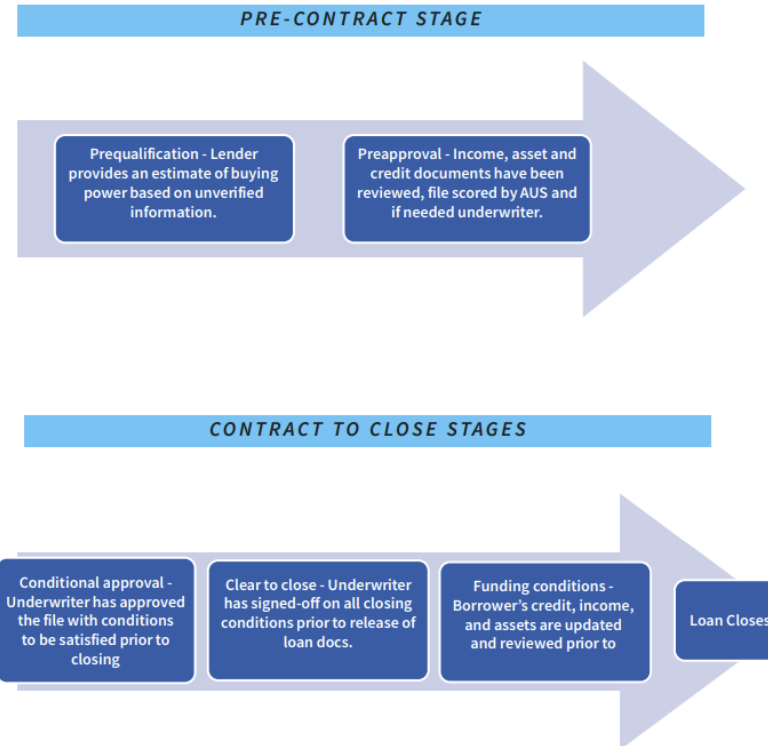
We Allow:

- 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: Financial Literacy Tool

## Loan Approval and Closing Steps



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!**



# 2025 Conforming & High Balance Loan Limits by County for Freddie & Fannie

(As of 1/01/2025)

The Federal Housing Finance Agency's (FHFA) announcement to increase the 2025 conforming loan limits for mortgages acquired by Fannie Mae & Freddie Mac to **\$806,500** on one-unit properties and a cap of **\$1,209,750** in high-cost areas. The previous loan limits were \$766,550 and \$1,149,825, respectively. Higher Loan Limits = More Properties Available to Entry Level Buyers

- **Loan Limit Counties**
- **\$1,209,750** – Alameda, Contra Costa, Los Angeles, Marin, Orange, San Benito, Santa Clara, Santa Cruz, San Mateo
- **\$806,500** > San Diego, Ventura, Santa Barbara, San Luis Obispo, Monterey
- **< 1,209,750** Napa, Sonoma, Yolo
- **\$806,500 – All Remaining Counties for FHLMC/FNMA, FHA are less.**
- Link to Freddie Mac (FHLMC) / Fannie Mae (FNMA) 2025 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 **2025 Limits – Conforming \$1,209,750 max, (for single unit) less in**



# REALTOR® Resource: 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?		
3	Has it been at least two years since you discharged debts in bankruptcy or three years since a home you owned was foreclosed?		
4	Do you have access to down payment money from sources that can be verified and documented?		
5	Do you have at least two or three open credit accounts in good standing?		
6	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.*

# Qualified Mortgage (QM) Loans

- Government Loans
  - FHA – 3.5% down
  - VA – 0% down
  - USDA – 0% down
- Conventional Loans
  - Conforming Loans (Fannie Mae & Freddie Mac)
  - Low Down Payment Loans (3% & 5% Down)
    - Fannie Mae Home Ready
    - Freddie Mac Home Possible & Home One
    - Down Payment Assistance 1<sup>st</sup> TD Loans – Backed by State & Local Housing Finance Groups (w/CalHFA & GSFA 2<sup>nd</sup> TD's)
  - High Balance & Jumbo Loans



# Lender Samples Guild



# GSFA Platinum San Diego & Los Angeles Examples FHA

“Select” Feature Available to turn a portion of the assistance into a Gift for the following occupations:

## Eligible Occupations:

Medical and healthcare • Law enforcement • Fire fighters • Paramedics • Emergency medical technicians • Fire support staff • Teachers • School administration and staff (public and private).

Sale Price	\$830,000
Loan Amount	\$814,966
<hr/>	
Loan Costs + Taxes & Other Govt Fees + Other	\$36,245
Prepays and Escrow	\$9,272
Closing Costs Financed	-\$14,016
<b>Net Closing Costs</b>	<b>\$31,501</b>
Down Payment	\$29,050
Deposit	\$0
Seller Credits	\$0
Adjustments & Other Credits	-\$28,524
<b>Approximate Cash to Close</b>	<b>\$32,027</b>
<hr/>	
Interest Rate	6.375%
APR	7.584%
<hr/>	
Principal and Interest (P&I)	\$5,084.33
Homeowner's Insurance	\$150
Mortgage Insurance	\$498
Property Taxes	\$865

## Approximate Total Payment

**\$6,844.33**

## COMMENTS:

3.5% ASSISTANCE

Sale Price	\$830,000
Loan Amount	\$814,966
<hr/>	
Loan Costs + Taxes & Other Govt Fees + Other	\$36,245
Prepays and Escrow	\$9,481
Closing Costs Financed	-\$14,016
<b>Net Closing Costs</b>	<b>\$31,710</b>
Down Payment	\$29,050
Deposit	\$0
Seller Credits	\$0
Adjustments & Other Credits	-\$40,748
<b>Approximate Cash to Close</b>	<b>\$20,012</b>
<hr/>	
Interest Rate	7%
APR	8.23%
<hr/>	
Principal and Interest (P&I)	\$5,421.99
Homeowner's Insurance	\$150
Mortgage Insurance	\$498
Property Taxes	\$865

## Approximate Total Payment

**\$7,300.99**

## COMMENTS:

5% ASSISTANCE

# GSFA Sacramento & Kern County Examples FHA

“Select” Feature Available to turn a portion of the assistance into a Gift for the following occupations:

## Eligible Occupations:

Medical and healthcare • Law enforcement • Fire fighters • Paramedics • Emergency medical technicians • Fire support staff • Teachers • School administration and staff (public and private).

Sale Price	\$500,000
Loan Amount	\$490,943
Loan Costs + Taxes & Other Govt Fees + Other	\$25,099
Prepays and Escrow	\$6,361
Closing Costs Financed	-\$8,443
<b>Net Closing Costs</b>	<b>\$23,017</b>
Down Payment	\$17,500
Deposit	\$0
Seller Credits	\$0
Adjustments & Other Credits	-\$17,183
<b>Approximate Cash to Close</b>	<b>\$23,334</b>
Interest Rate	6.375%
APR	7.423%
Principal and Interest (P&I)	\$3,062.85
Homeowner's Insurance	\$150
Mortgage Insurance	\$220
Property Taxes	\$521

## Approximate Total Payment

**\$4,102.85**

## COMMENTS:

3.5% ASSISTANCE

Sale Price	\$500,000
Loan Amount	\$490,943
Loan Costs + Taxes & Other Govt Fees + Other	\$25,099
Prepays and Escrow	\$6,487
Closing Costs Financed	-\$8,443
<b>Net Closing Costs</b>	<b>\$23,143</b>
Down Payment	\$17,500
Deposit	\$0
Seller Credits	\$0
Adjustments & Other Credits	-\$24,547
<b>Approximate Cash to Close</b>	<b>\$16,096</b>
Interest Rate	7%
APR	8.07%
Principal and Interest (P&I)	\$3,266.26
Homeowner's Insurance	\$150
Mortgage Insurance	\$220
Property Taxes	\$521

## Approximate Total Payment

**\$4,376.26**

## COMMENTS:

5% ASSISTANCE

# GSFA San Diego & Los Angeles Examples CONVENTIONAL

“Select” Feature Available to turn a portion of the assistance into a Gift for the following occupations:

## Eligible Occupations:

Medical and healthcare • Law enforcement • Fire fighters • Paramedics • Emergency medical technicians • Fire support staff • Teachers • School administration and staff (public and private).

<b>Sale Price</b>	<b>\$830,000</b>
<b>Loan Amount</b>	<b>\$805,100</b>
Loan Costs + Taxes & Other Govt Fees + Other	\$22,300
Prepays and Escrow	\$9,370
Closing Costs Financed	\$0
<b>Net Closing Costs</b>	<b>\$31,670</b>
Down Payment	\$24,900
Deposit	\$0
Seller Credits	\$0
Adjustments & Other Credits	-\$24,153
<b>Approximate Cash to Close</b>	<b>\$32,417</b>
Interest Rate	6.75%
APR	7.44%
Principal and Interest (P&I)	\$5,221.86
Homeowner's Insurance	\$150
Mortgage Insurance	\$174
Property Taxes	\$865

## Approximate Total Payment

**\$6,624.86**

## COMMENTS:

3.0% ASSISTANCE

<b>Sale Price</b>	<b>\$830,000</b>
<b>Loan Amount</b>	<b>\$805,100</b>
Loan Costs + Taxes & Other Govt Fees + Other	\$22,300
Prepays and Escrow	\$9,494
Closing Costs Financed	\$0
<b>Net Closing Costs</b>	<b>\$31,794</b>
Down Payment	\$24,900
Deposit	\$0
Seller Credits	\$0
Adjustments & Other Credits	-\$36,230
<b>Approximate Cash to Close</b>	<b>\$20,464</b>
Interest Rate	7.125%
APR	7.82%
Principal and Interest (P&I)	\$5,424.11
Homeowner's Insurance	\$150
Mortgage Insurance	\$288
Property Taxes	\$865

## Approximate Total Payment

**\$7,059.11**

## COMMENTS:

4.5% ASSISTANCE

# GSFA Sacramento & Kern County Examples CONVENTIONAL

“Select” Feature Available to turn a portion of the assistance into a Gift for the following occupations:

## Eligible Occupations:

Medical and healthcare • Law enforcement • Fire fighters • Paramedics • Emergency medical technicians • Fire support staff • Teachers • School administration and staff (public and private).

<b>Sale Price</b>	<b>\$500,000</b>
<b>Loan Amount</b>	<b>\$485,000</b>
<hr/>	
Loan Costs + Taxes & Other Govt Fees + Other	\$16,699
Prepays and Escrow	\$6,420
Closing Costs Financed	\$0
<b>Net Closing Costs</b>	<b>\$23,119</b>
Down Payment	\$15,000
Deposit	\$0
Seller Credits	\$0
Adjustments & Other Credits	-\$14,550
<b>Approximate Cash to Close</b>	<b>\$23,569</b>
<hr/>	
Interest Rate	6.75%
APR	7.485%
<hr/>	
Principal and Interest (P&I)	\$3,145.70
Homeowner's Insurance	\$150
Mortgage Insurance	\$174
Property Taxes	\$521

## Approximate Total Payment

**\$4,119.70**

## COMMENTS:

3.0% ASSISTANCE

<b>Sale Price</b>	<b>\$500,000</b>
<b>Loan Amount</b>	<b>\$485,000</b>
<hr/>	
Loan Costs + Taxes & Other Govt Fees + Other	\$16,699
Prepays and Escrow	\$6,495
Closing Costs Financed	\$0
<b>Net Closing Costs</b>	<b>\$23,194</b>
Down Payment	\$15,000
Deposit	\$0
Seller Credits	\$0
Adjustments & Other Credits	-\$21,825
<b>Approximate Cash to Close</b>	<b>\$16,369</b>
<hr/>	
Interest Rate	7.125%
APR	7.867%
<hr/>	
Principal and Interest (P&I)	\$3,267.53
Homeowner's Insurance	\$150
Mortgage Insurance	\$174
Property Taxes	\$521

## Approximate Total Payment

**\$4,310.53**

## COMMENTS:

4.5% ASSISTANCE

# GSFA San Diego & Los Angeles Examples VA and USDA

“Select” Feature Available to turn a portion of the assistance into a Gift for the following occupations:

**Eligible Occupations:**

Medical and healthcare • Law enforcement • Fire fighters • Paramedics • Emergency medical technicians • Fire support staff • Teachers • School administration and staff (public and private).

## VA Fixed

VA FIXED 30YR

Sale Price	\$800,000
Loan Amount	\$817,200
Loan Costs + Taxes & Other Govt Fees + Other	
	\$36,198
Prepays and Escrow	\$9,924
Closing Costs Financed	-\$17,200
Net Closing Costs	\$28,922
Down Payment	\$0
Deposit	\$0
Seller Credits	\$0
Adjustments & Other Credits	-\$28,860
Approximate Cash to Close	\$62
Interest Rate	
	6.375%
APR	
	6.802%
Principal and Interest (P&I)	\$5,098.26
Homeowner's Insurance	\$150
Mortgage Insurance	\$0
Property Taxes	\$833
Approximate Total Payment	
\$6,336.26	
COMMENTS:	
3.5% ASSISTANCE	

## Rural Housing Fixed

USDA RURAL 30YR

Sale Price	\$800,000
Loan Amount	\$808,080
Loan Costs + Taxes & Other Govt Fees + Other	
	\$30,458
Prepays and Escrow	\$9,067
Closing Costs Financed	-\$8,081
Net Closing Costs	\$31,444
Down Payment	\$0
Deposit	\$0
Seller Credits	\$0
Adjustments & Other Credits	-\$28,283
Approximate Cash to Close	\$3,161
Interest Rate	
	6.375%
APR	
	7.095%
Principal and Interest (P&I)	\$5,041.37
Homeowner's Insurance	\$150
Mortgage Insurance	\$234
Property Taxes	\$833
Approximate Total Payment	
\$6,508.37	
COMMENTS:	
3.5% ASSISTANCE	



# GSFA Sacramento & Kern County Examples VA and USDA

“Select” Feature Available to turn a portion of the assistance into a Gift for the following occupations:

## Eligible Occupations:

Medical and healthcare • Law enforcement • Fire fighters • Paramedics • Emergency medical technicians • Fire support staff • Teachers • School administration and staff (public and private).

## VA Fixed

VA FIXED 30YR

<b>Sale Price</b>	<b>\$500,000</b>
<b>Loan Amount</b>	<b>\$510,750</b>
<hr/>	
Loan Costs + Taxes & Other Govt Fees + Other	\$24,069
Prepays and Escrow	\$6,413
Closing Costs Financed	-\$10,750
<b>Net Closing Costs</b>	<b>\$19,732</b>
Down Payment	\$0
Deposit	\$0
Seller Credits	\$0
Adjustments & Other Credits	-\$17,876
<b>Approximate Cash to Close</b>	<b>\$1,856</b>
<hr/>	
Interest Rate	6.375%
APR	6.809%
<hr/>	
Principal and Interest (P&I)	\$3,186.42
Homeowner's Insurance	\$150
Mortgage Insurance	\$0
Property Taxes	\$521
<hr/>	
<b>Approximate Total Payment</b>	
<b>\$3,991.42</b>	
<hr/>	
<b>COMMENTS:</b>	
3.5% ASSISTANCE	

## Rural Housing Fixed

USDA RURAL 30YR

<b>Sale Price</b>	<b>\$500,000</b>
<b>Loan Amount</b>	<b>\$505,050</b>
<hr/>	
Loan Costs + Taxes & Other Govt Fees + Other	\$22,125
Prepays and Escrow	\$6,398
Closing Costs Financed	-\$5,051
<b>Net Closing Costs</b>	<b>\$23,472</b>
Down Payment	\$0
Deposit	\$0
Seller Credits	\$0
Adjustments & Other Credits	-\$17,677
<b>Approximate Cash to Close</b>	<b>\$5,795</b>
<hr/>	
Interest Rate	6.375%
APR	7.136%
<hr/>	
Principal and Interest (P&I)	\$3,150.86
Homeowner's Insurance	\$150
Mortgage Insurance	\$147
Property Taxes	\$521
<hr/>	
<b>Approximate Total Payment</b>	
<b>\$4,097.86</b>	
<hr/>	
<b>COMMENTS:</b>	
3.5% ASSISTANCE	

# GSFA Assist-To-Own Examples Tulare/Kings County & Imperial County Examples FHA

County Employees only  
\*\*\*Not all counties are  
represented. See Map for all  
official Member Counties.  
Up to 5% in assistance



## FHA Fixed

FHA 203(B) 30YR

Sale Price	\$380,000
Loan Amount	\$373,117
Loan Costs + Taxes & Other Govt Fees + Other	\$21,045
Prepays and Escrow	\$5,303
Closing Costs Financed	-\$6,417
Net Closing Costs	\$19,931
Down Payment	\$13,300
Deposit	\$0
Seller Credits	\$0
Adjustments & Other Credits	-\$13,059
Approximate Cash to Close	\$20,172
Interest Rate	6.375%
APR	7.459%
Principal and Interest (P&I)	\$2,327.76
Homeowner's Insurance	\$150
Mortgage Insurance	\$167
Property Taxes	\$396
Approximate Total Payment	
\$3,040.76	
COMMENTS: 3.5% ASSISTANCE	

## Conventional Fixed

FHLMC HFA ADVANTAGE

Sale Price	\$380,000
Loan Amount	\$368,600
Loan Costs + Taxes & Other Govt Fees + Other	\$14,662
Prepays and Escrow	\$5,348
Closing Costs Financed	\$0
Net Closing Costs	\$20,010
Down Payment	\$11,400
Deposit	\$0
Seller Credits	\$0
Adjustments & Other Credits	-\$11,058
Approximate Cash to Close	\$20,352
Interest Rate	6.75%
APR	7.522%
Principal and Interest (P&I)	\$2,390.73
Homeowner's Insurance	\$150
Mortgage Insurance	\$132
Property Taxes	\$396
Approximate Total Payment	
\$3,068.73	
COMMENTS: 3.0% ASSISTANCE	



# Lender Samples PRMG



# Side by Side Estimated Loan Scenarios Prepared For:

&

Dated Prepared: 07-28-25



Bakersfield

Bakersfield

Bakersfield

Bakersfield

Bakersfield

1

2

3

4

5

## Home Info:

Property Type	SFR	SFR	SFR	SFR	SFR
Bedrooms / Baths	4/3	3/2	2/2	4/2	3/1
Total Square Ft	2,300	1,970	1,400	2,100	1,432
Year Built	1998	1975	1968	2000	1977
80% AMI	\$65,360	\$65,360	65,360	65,360	\$65,360
Loan Type	FHLMC >80% AMI	FHLMC >80% AMI	FHLMC >80% AMI	FHLMC >80% AMI	FHLMC >80% AMI
List Price	425,000	415,000	420,000	450,000	475,000
Down Payment	3.0% 12,750	3.0% 12,450	3.0% 12,600	3.0% 13,500	3.0% 14,250
<b>Total Loan</b>	<b>\$ 412,250</b>	<b>\$ 402,550</b>	<b>\$ 407,400</b>	<b>\$ 436,500</b>	<b>\$ 460,750</b>

## Closing Estimate:

Lender Fees	1,890	1,890	1,890	1,890	1,890
Closing Costs	21,250	16,578	16,778	23,100	24,383
Prepaid Expenses	10,345	9,888	10,007	10,567	11,154
Discount Charge / (Rebate)	8,245	8,051	8,148	8,730	9,215
Lender Credit	-	-	-	-	-
Seller Credit	-	-	-	-	-
My Home DPA 2nd	-	-3.00% (12,450)	-3.50% (14,700)	-4.00% (18,000)	-4.50% (21,375)
Total Closing costs	41,730	23,957	22,123	26,287	25,267
<b>Estimated Cash to Close</b>	<b>\$ 54,480</b>	<b>\$ 36,407</b>	<b>\$ 34,723</b>	<b>\$ 39,787</b>	<b>\$ 39,517</b>

## Monthly Estimate:

Principal & Interest	\$ 2,640	\$ 2,611	2,676	\$ 2,904	\$ 3,104
Property Taxes	1.09% 385	1.02% 351	1.07% 375	1.10% 414	1.11% 441
2nd rate	0.00% 285	6.75% 110	6.88% 131	7.00% 161	7.13% 195
Homeowners Insurance	0.00% 200	0.00% 190	0.00% 195	0.00% 225	0.00% 250
Mortgage Insurance	0.00% 151	0.54% 147	0.00% 149	FALSE 160	FALSE 169
HOA Fees / Dues	-	-	-	-	-
Other Fees / Dues	-	-	-	-	135
<b>Total Monthly Payment</b>	<b>6.625% \$ 3,660</b>	<b>6.750% \$ 3,409</b>	<b>6.875% 3,526</b>	<b>7.000% \$ 3,864</b>	<b>#### \$ 4,294</b>
Estimated APR	6.881%				

# Side by Side Estimated Loan Scenarios Prepared For:

&

Dated Prepared: 07-28-25



Sacramento

Sacramento

Sacramento

Sacramento

Sacramento

1

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3

4

5

## Home Info:

Property Type	SFR	SFR	SFR	SFR	SFR
Bedrooms / Baths	4/3	3/2	2/2	4/2	3/1
Total Square Ft	2,300	1,970	1,400	2,100	1,432
Year Built	1998	1975	1968	2000	1977
80% AMI	\$97,200	\$97,200	97,200	97,200	\$97,200
Loan Type	FHLMC >80% AMI	FHLMC >80% AMI	FHLMC >80% AMI	FHLMC >80% AMI	FHLMC >80% AMI
List Price	450,000	497,000	420,000	500,000	525,000
Down Payment	3.0% 13,500	3.0% 14,910	3.0% 12,600	3.0% 15,000	3.0% 15,750
<b>Total Loan</b>	<b>\$ 436,500</b>	<b>\$ 482,090</b>	<b>\$ 407,400</b>	<b>\$ 485,000</b>	<b>\$ 509,250</b>

## Closing Estimate:

Lender Fees	1,890	1,890	1,890	1,890	1,890
Closing Costs	21,250	16,578	14,010	23,100	24,255
Prepaid Expenses	8,730	9,888	8,356	10,567	11,095
Discount Charge / (Rebate)	8,730	9,641	8,148	9,700	10,185
Lender Credit	-	-	-	-	-
Seller Credit	-	-	-	-	-
My Home DPA 2nd	-	-3.00% (14,910)	-3.50% (14,700)	-4.00% (20,000)	-4.50% (23,625)
Total Closing costs	40,600	23,087	17,704	25,257	23,800
<b>Estimated Cash to Close</b>	<b>\$ 54,100</b>	<b>\$ 37,997</b>	<b>\$ 30,304</b>	<b>\$ 40,257</b>	<b>\$ 39,550</b>

## Monthly Estimate:

Principal & Interest	\$ 2,831	\$ 3,289	2,884	\$ 3,026	\$ 3,431
Property Taxes	1.09% 407	1.02% 421	1.07% 375	1.10% 459	1.11% 487
2ND RATE	0.00% 131	6.75% 131	6.88% 131	7.00% 179	7.13% 214
Homeowners Insurance	0.00% 350	0.00% 275	0.00% 200	0.00% 350	0.00% 275
Mortgage Insurance	0.00% 160	0.54% 177	0.00% 149	FALSE 177	FALSE 186
HOA Fees / Dues	-	-	-	-	-
Other Fees / Dues	-	-	-	-	135
<b>Total Monthly Payment</b>	<b>6.750% \$ 3,748</b>	<b>7.250% \$ 4,292</b>	<b>7.625% 3,738</b>	<b>6.375% \$ 4,191</b>	<b>#### \$ 4,728</b>
Estimated APR	7.006%				

# Side by Side Estimated Loan Scenarios Prepared For:

&

Dated Prepared: 07-28-25



SD/Chula Vista

San Diego

San Diego

SD/Chula Vista

San Diego

1

2

3

4

5

## Home Info:

Property Type	SFR	SFR	SFR	SFR	SFR
Bedrooms / Baths	4/3	3/2	2/2	4/2	3/1
Total Square Ft	2,300	1,970	1,400	2,100	1,432
Year Built	1998	1975	1968	2000	1977
80% AMI	\$104,640	\$104,640	104,640	104,640	\$104,640
Loan Type	FHLMC >80% AMI	FHLMC >80% AMI	FHLMC >80% AMI	FHLMC >80% AMI	FHLMC >80% AMI
List Price	850,000	750,000	790,000	825,000	690,000
Down Payment	3.0% 25,500	3.0% 22,500	3.0% 23,700	3.0% 24,750	3.0% 20,700
<b>Total Loan</b>	<b>\$ 824,500</b>	<b>\$ 727,500</b>	<b>\$ 766,300</b>	<b>\$ 800,250</b>	<b>\$ 669,300</b>

## Closing Estimate:

Lender Fees	1,890	1,890	1,890	1,890	1,890
Closing Costs	21,250	16,578	17,462	23,100	19,320
Prepaid Expenses	10,250	9,825	10,005	10,005	8,790
Discount Charge / (Rebate)	16,490	14,550	15,326	16,005	13,386
Lender Credit	-	-	-	-	-
Seller Credit	-	-	-	-	-
DPA 2nd	-	-3.00% (22,500)	-3.50% (27,650)	-4.00% (33,000)	-4.50% (31,050)
Total Closing costs	49,880	20,343	17,033	18,000	12,336
<b>Estimated Cash to Close</b>	<b>\$ 75,380</b>	<b>\$ 42,843</b>	<b>\$ 40,733</b>	<b>\$ 42,750</b>	<b>\$ 33,036</b>

## Monthly Estimate:

Principal & Interest	\$ 5,279	\$ 4,719	5,034	\$ 5,324	\$ 4,509
Property Taxes	1.09% 769	1.02% 635	1.07% 705	1.10% 758	1.11% 640
2nd rate	0.00% 285	6.63% 156	6.75% 244	6.88% 294	7.13% 281
Homeowners Insurance	0.00% 350	0.00% 275	0.00% 200	0.00% 350	0.00% 275
Mortgage Insurance	0.00% 302	266	0.00% 280	FALSE 293	FALSE 245
HOA Fees / Dues	-	-	-	-	-
Other Fees / Dues	-	-	-	-	135
<b>Total Monthly Payment</b>	<b>6.625% \$ 6,986</b>	<b>6.750% \$ 6,050</b>	<b>6.875% 6,463</b>	<b>7.000% \$ 7,019</b>	<b>#### \$ 6,085</b>
Estimated APR	6.881%				

# Side by Side Estimated Loan Scenarios Prepared For:

&

Dated Prepared: 07-28-25



## Sacramento

## Sacramento

## Sacramento

## Sacramento

## Sacramento

	1	2	3	4	5
<b>Home Info:</b>					
Property Type	SFR	SFR	SRF	SFR	SRF
Bedrooms / Baths	4/3	3/2	2/2	4/2	3/1
Total Square Ft	2,300	1,970	1,400	2,100	1,432
Year Built	1998	1975	1968	2000	1977
80% AMI	\$97,200	\$97,200	97,200	97,200	\$97,200
Loan Type	FHLMC<80% AMI	FHLMC<80% AMI	FHLMC<80% AMI	FHLMC<80% AMI	FLMC<80% AMI
List Price	450,000	497,000	420,000	500,000	525,000
Down Payment	3.0% 13,500	3.0% 14,910	3.0% 12,600	3.0% 15,000	3.0% 15,750
<b>Total Loan</b>	<b>\$ 436,500</b>	<b>\$ 482,090</b>	<b>\$ 407,400</b>	<b>\$ 485,000</b>	<b>\$ 509,250</b>
<b>Closing Estimate:</b>					
Lender Fees	1,890	1,890	1,890	1,890	1,890
Closing Costs	21,250	16,578	14,010	23,100	24,255
Prepaid Expenses	9,256	10,110	9,123	10,151	10,659
Discount Charge / (Rebate)	8,730	9,641	8,148	9,700	10,185
Lender Credit	-	-	-	-	-
Seller Credit	-	-	-	-	-
DPA 2nd	-	-3.00% (14,910)	-3.50% (14,700)	-4.00% (20,000)	-4.50% (23,625)
Total Closing costs	41,126	23,309	18,471	24,841	23,364
<b>Estimated Cash to Close</b>	<b>\$ 54,626</b>	<b>\$ 38,219</b>	<b>\$ 31,071</b>	<b>\$ 39,841</b>	<b>\$ 39,114</b>
<b>Monthly Estimate:</b>					
Principal & Interest	\$ 2,759	\$ 3,087	2,642	\$ 3,186	\$ 3,388
Property Taxes	1.09% 407	1.02% 421	1.07% 375	1.10% 459	1.11% 487
2nd Rate	0.00% -	6.63% 131	6.75% 130	6.88% 178	7.00% 212
Homeowners Insurance	0.00% 200	0.00% 215	0.00% 200	0.00% 225	0.00% 250
Mortgage Insurance	0.00% 160	177	0.00% 149	177	FALSE 186
HOA Fees / Dues	-	-	-	-	-
Other Fees / Dues	-	-	-	-	135
<b>Total Monthly Payment</b>	<b>6.500% \$ 3,526</b>	<b>6.625% \$ 4,030</b>	<b>6.750% 3,496</b>	<b>6.875% \$ 4,226</b>	<b>#### \$ 4,658</b>
Estimated APR	6.756%				

# Side by Side Estimated Loan Scenarios Prepared For:

&

Dated Prepared: 07-28-25



SD/Chula Vista

San Diego

San Diego

SD/Chula Vista

San Diego

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## Home Info:

Property Type	SFR	SFR	SFR	SFR	SFR
Bedrooms / Baths	4/3	3/2	2/2	4/2	3/1
Total Square Ft	2,300	1,970	1,400	2,100	1,432
Year Built	1998	1975	1968	2000	1977
80% AMI	\$104,640	\$104,640	104,640	104,640	\$104,640
Loan Type	FHLMC <80% AMI	FHLMC<80% AMI	FHLMC<80% AMI	FHLMC<80% AMI	FHLMC<80% AMI
List Price	850,000	780,000	825,000	750,000	790,000
Down Payment	3.0% 25,500	3.0% 23,400	3.0% 24,750	3.0% 22,500	3.0% 23,700
<b>Total Loan</b>	<b>\$ 824,500</b>	<b>\$ 756,600</b>	<b>\$ 800,250</b>	<b>\$ 727,500</b>	<b>\$ 766,300</b>

## Closing Estimate:

Lender Fees	1,890	1,890	1,890	1,890	1,890
Closing Costs	21,250	16,578	17,534	23,100	24,332
Prepaid Expenses	8,245	7,566	8,003	7,275	7,663
Discount Charge / (Rebate)	16,490	15,132	16,005	14,550	15,326
Lender Credit					
Seller Credit					
DPA 2nd	0.00% -	0.00% -	0.00% -	0.00% -	0.00% -
		(23,400)	(28,875)	(30,000)	(35,550)
Total Closing costs	47,875	17,766	14,557	16,815	13,661
<b>Estimated Cash to Close</b>	<b>\$ 73,375</b>	<b>\$ 41,166</b>	<b>\$ 39,307</b>	<b>\$ 39,315</b>	<b>\$ 37,361</b>

## Monthly Estimate:

Principal & Interest	\$ 5,211	\$ 4,845	5,190	\$ 4,779	\$ 5,098
Property Taxes	1.09% 769	1.02% 660	1.07% 736	1.10% 689	1.11% 733
2nd rate	0.00%	6.63% 205	6.75% 255	6.88% 267	7.00% 319
Homeowners Insurance	0.00% 300	0.00% 275	0.00% 250	0.00% 250	0.00% 275
Mortgage Insurance	0.00% 302	0.00% 277	0.00% 298	FALSE 275	FALSE 280
HOA Fees / Dues	-	-	-	-	-
Other Fees / Dues	-	-	-	-	135
<b>Total Monthly Payment</b>	<b>6.500% \$ 6,583</b>	<b>6.625% \$ 6,262</b>	<b>6.750% 6,730</b>	<b>6.875% \$ 6,260</b>	<b>#### \$ 6,840</b>
Estimated APR	6.756%				

# Side by Side Estimated Loan Scenarios Prepared For:

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Dated Prepared: 07-28-25



	Bakersfile	Bakersfield	Bakersfield	Bakersfield	Bakersfield
	1	2	3	4	5
<b>Home Info:</b>					
Property Type	SFR	SFR	SRF	SFR	SRF
Bedrooms / Baths	4/3	3/2	2/2	4/2	3/1
Total Square Ft	2,300	1,970	1,400	2,100	1,432
Year Built	1998	1975	1968	2000	1977
80% AMI	\$65,360	\$65,360	65,360	65,360	\$65,360
Loan Type	VA	VA	VA	FHA	FHA
List Price	425,000	415,000	420,000	460,000	450,000
Down Payment	0.0%	0.0%	0.0%	3.5%	3.5%
<b>Total Loan</b>	<b>\$ 434,137</b>	<b>\$ 423,922</b>	<b>\$ 429,030</b>	<b>\$ 442,300</b>	<b>\$ 442,125</b>
<b>Closing Estimate:</b>					
Lender Fees	1,890	1,890	1,890	1,890	1,890
Closing Costs	21,250	16,578	16,778	23,100	22,598
Prepaid Expenses	4,341	4,239	4,293	4,423	4,421
Discount Charge / (Rebate)	8,500	8,300	8,400	9,200	9,000
Lender Credit					
Seller Credit		-	-	-	-
DPA 2nd	0.00%	0.00%	0.00%	0.00%	0.00%
	-	(14,525)	(16,800)	(20,700)	(22,500)
Total Closing costs	35,981	16,482	14,561	17,913	15,409
<b>Estimated Cash to Close</b>	<b>\$ 35,981</b>	<b>\$ 16,482</b>	<b>\$ 14,561</b>	<b>\$ 34,013</b>	<b>\$ 31,159</b>
<b>Monthly Estimate:</b>					
Principal & Interest	\$ 2,673	\$ 2,645	2,712	\$ 2,869	\$ 2,941
Property Taxes	1.09% 385	1.02% 351	1.07% 375	1.10% 423	1.11% 418
2nd rate	0.00% -	6.38% 125	6.50% 146	6.75% 183	7.00% 202
Homeowners Insurance	0.00% 200	0.00% 195	0.00% 200	0.00% 225	0.00% 225
Mortgage Insurance	0.00%	0.54%	0.00%	0.55%	0.55%
HOA Fees / Dues	-	-	-	203	199
Other Fees / Dues	-	-	-	-	135
<b>Total Monthly Payment</b>	<b>6.250% \$ 3,258</b>	<b>6.375% \$ 3,316</b>	<b>6.500% 3,433</b>	<b>6.750% \$ 3,903</b>	<b>#### \$ 4,120</b>
Estimated APR	6.506%				

# Side by Side Estimated Loan Scenarios Prepared For:

&

Dated Prepared: 07-28-25



Sacramento

Sacramento

Sacramento

Sacramento

Sacramento

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## Home Info:

Property Type	SFR	SFR	SFR	SFR	SFR
Bedrooms / Baths	4/3	3/2	2/2	4/2	3/1
Total Square Ft	2,300	1,970	1,400	2,100	1,432
Year Built	1998	1975	1968	2000	1977
80% AMI	\$97,200	\$97,200	97,200	97,200	\$97,200
Loan Type	VA	VA	VA	FHA	FHA
List Price	450,000	497,000	420,000	525,000	485,000
Down Payment	0.0%	0.0%	0.0%	3.5%	3.5%
Total Loan	\$ 459,675	\$ 507,685	\$ 429,030	\$ 515,812	\$ 476,512

## Closing Estimate:

Lender Fees	1,890	1,890	1,890	1,890	1,890
Closing Costs	21,250	16,578	14,010	23,100	21,340
Prepaid Expenses	10,345	9,888	8,356	10,567	9,762
Discount Charge / (Rebate)	9,000	9,940	8,400	10,500	9,700
Lender Credit	-	-	-	-	-
Seller Credit	-	-	-	-	-
DPA 2nd	0.00%	-3.50%	-4.00%	-4.50%	-5.00%
Total Closing costs	42,485	20,901	15,856	22,432	18,442
Estimated Cash to Close	\$ 42,485	\$ 20,901	\$ 15,856	\$ 40,807	\$ 35,417

## Monthly Estimate:

Principal & Interest	\$ 2,830	\$ 3,167	2,712	\$ 3,346	\$ 3,170
Property Taxes	1.09%	1.02%	1.07%	1.10%	1.11%
2nd rate	0.00%	6.38%	6.50%	6.75%	7.00%
Homeowners Insurance	0.00%	0.00%	0.00%	0.00%	0.00%
Mortgage Insurance	0.00%	0.00%	0.00%	0.55%	0.55%
HOA Fees / Dues	-	-	-	232	215
Other Fees / Dues	-	-	-	-	135
Total Monthly Payment	6.250%	6.375%	6.500%	6.750%	6.875%
Estimated APR	6.506%	6.506%	6.506%	6.506%	6.506%



# Side by Side Estimated Loan Scenarios Prepared For:

&

Dated Prepared: 07-28-25



SD/Chula Vista

San Diego

San Diego

SD/Chula Vista

San Diego

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## Home Info:

Property Type	SFR	SFR	SFR	SFR	SFR
Bedrooms / Baths	4/3	3/2	2/2	4/2	3/1
Total Square Ft	2,300	1,970	1,400	2,100	1,432
Year Built	1998	1975	1968	2000	1977
80% AMI	\$104,640	\$104,640	104,640	104,640	\$104,640
Loan Type	VA	VA	VA	FHA	FHA
List Price	850,000	700,000	815,000	750,000	900,000
Down Payment	0.0%	0.0%	0.0%	3.5%	3.5%
Total Loan	\$ 868,275	\$ 715,050	\$ 832,522	\$ 763,125	\$ 915,750

## Closing Estimate:

Lender Fees	1,890	1,890	1,890	1,890	1,890
Closing Costs	21,250	17,500	20,375	18,750	22,500
Prepaid Expenses	8,682	7,150	8,325	7,631	9,157
Discount Charge / (Rebate)	17,365	14,301	16,650	15,625	18,750
Lender Credit					
Seller Credit					
DPA 2nd	0.00%	0.00%	0.00%	0.00%	0.00%
Total Closing costs	49,187	16,341	14,640	10,146	7,297
Estimated Cash to Close	\$ 49,187	\$ 16,341	\$ 14,640	\$ 36,396	\$ 38,797

## Monthly Estimate:

Principal & Interest	\$ 5,346	\$ 4,461	5,262	\$ 4,950	\$ 6,093
Property Taxes	1.09% 769	1.02% 592	1.07% 727	1.10% 689	1.11% 835
2nd rate	0.00% -	6.38% 211	6.50% 283	6.75% 298	7.00% 404
Homeowners Insurance	0.00% 350	0.00% 275	0.00% 200	0.00% 350	7.00% 299
Mortgage Insurance	0.00%	0.00%	0.00%	0.55% 332	0.55% 398
HOA Fees / Dues	-	-	-	-	-
Other Fees / Dues	-	-	-	-	-
Total Monthly Payment	6.250% \$ 6,466	6.375% \$ 5,539	6.500% 6,472	6.750% \$ 6,619	#### \$ 8,029
Estimated APR	6.506%				

# Side by Side Estimated Loan Scenarios Prepared For:

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Dated Prepared: 07-28-25



	SD/Chula Vista		San Diego		San Diego		SD/Chula Vista		San Diego		San Diego	
	1		2		3		4		5		6	
	Home Info:											
Property Type	SFR		SFR		SFR		SFR		SFR		SFR	
Bedrooms / Baths	4/3		3/2		2/2		4/2		3/1		2-Feb	
Total Square Ft	2,300		1,970		1,400		2,100		1,432		1350	
Year Built	1998		1975		1968		2000		1977		1979	
80% AMI	\$104,640		\$104,640		104,640		104,640		\$104,640		\$104,640	
Loan Type	VA		VA		VA		FHA		FHA		FHA	
List Price	850,000		700,000		815,000		750,000		900,000		800,000	
Down Payment	0.0%	-	0.0%	-	0.0%	-	3.5%	26,250	3.5%	31,500	3.50%	28,000
Total Loan		\$ 868,275		\$ 715,050		\$ 832,522		\$ 763,125		\$ 915,750		\$ 814,000
	Closing Estimate:											
Lender Fees	1,890		1,890		1,890		1,890		1,890		1,890	
Closing Costs	21,250		17,500		20,375		18,750		22,500		20,000	
Prepaid Expenses	8,682		7,150		8,325		7,631		9,157		8,140	
Discount Charge / (Rebate)	17,365		14,301		16,650		15,625		18,750		16,280	
Lender Credit	-		-		-		-		-		-	
Seller Credit	-		-		-		-		-		-	
Gift	(4,341)		(7,151)		(12,488)		(3,680)		(9,158)		(12,210)	
DPA 2nd	-4.00%	(34,000)	-4.50%	(31,500)	-5.00%	(40,750)	-4.00%	(30,000)	-4.50%	(40,500)	-5.00%	(40,000)
Total Closing costs		10,846		2,191		(5,998)		10,216		2,640		(5,900)
Estimated Cash to Close		\$ 10,846		\$ 2,191		\$ (5,998)		\$ 36,466		\$ 34,140		\$ 22,100
	Monthly Estimate:											
Principal & Interest	\$	5,488	\$	4,638		5,539	\$	4,823	\$	5,940	\$	5,415
Property Taxes	1.09%	769	1.02%	592	1.07%	727	1.10%	689	1.11%	835	1.25%	833
2nd rate	6.50%	296	6.75%	279	7.00%	366	6.50%	261	6.75%	358	7.00%	359
Homeowners Insurance	0.00%	275	0.00%	200	0.00%	250	0.00%	195		299	0.00%	225
Mortgage Insurance	0.00%	318	0.00%	262	0.00%	305	0.55%	332	0.55%	398	0.55%	354
HOA Fees / Dues		-		-		-		-		-		-
Other Fees / Dues		-		-		-		-		-		-
Total Monthly Payment	6.500%	\$ 7,147	6.750%	\$ 5,971	7.000%	7,187	6.500%	\$ 6,300	####	\$ 7,830	####	\$ 7,186
Estimated APR	6.756%											

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<https://Mortgage.car.org>

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# IN NEED OF SOME DIRECTION TO NAVIGATE HOMEOWNERS INSURANCE?

CONTACT C.A.R.'S HOMEOWNERS  
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SUBMIT AN  
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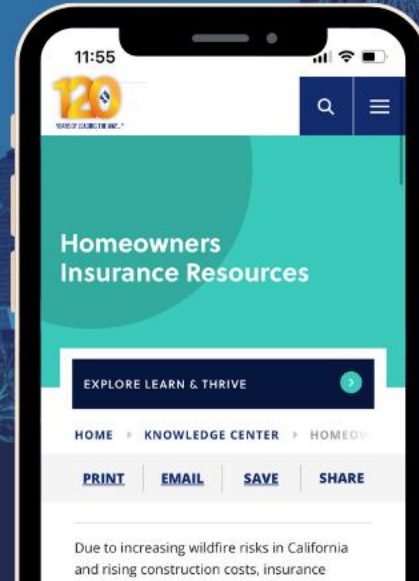
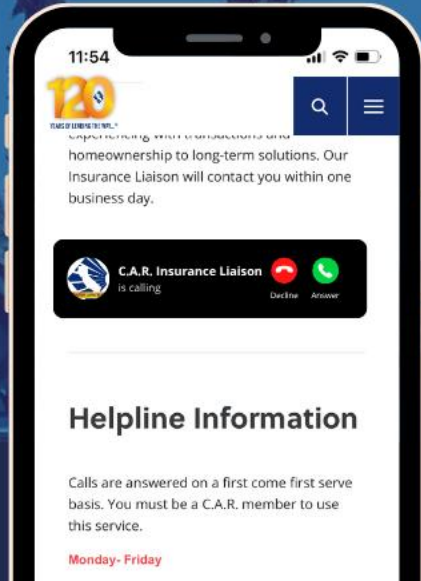
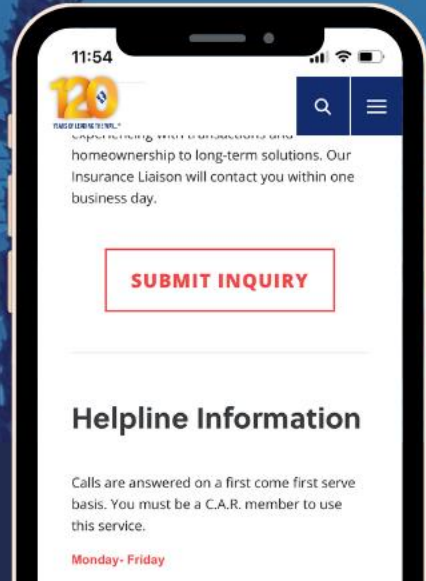


GET NEEDED  
DIRECTION



SHARE WITH  
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# Questions





# Survey for Transaction Rescue Webinar 7-29-25



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# Thank you!!

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

<http://Mortgage.car.org>