



STEPS – Deeper Dive Down Payment Assistance

Webinar - March 25th, 2026

Welcome



Welcome





[MORTGAGE.CAR.ORG](https://mortgage.car.org)



[FINDDOWNPAYMENT.CAR.ORG](https://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

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



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

FindDownPayment.car.org

Down Payment Resource 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)

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

Pathway to Home

Pathway to Home Closing Cost Assistance Grant Program

C.A.R. HAF's Pathway to Homeownership Closing Cost Assistance Grant Program helps first-time homebuyers who are members of an "Underserved Community*" bridge the affordability gap by providing up to \$10,000 in closing cost assistance. Each grant is provided to low-to-moderate income (120% AMI and below) first-time homebuyers who utilize the services of a CA REALTOR.®

Pathway Info:



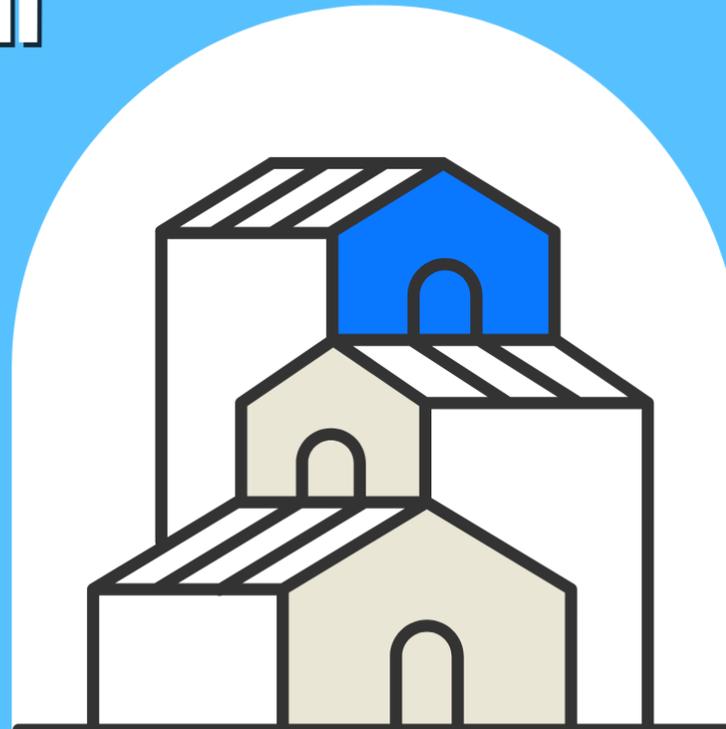
on.car.org/hafclose

Donate:



on.car.org/hafdonate

Contact us at
haf@car.org



carhaf.org

*"Underserved Community" includes: (i) people of color; (ii) persons with disabilities (physical, cognitive, or mental); or (iii) lesbian, gay, bisexual, transgender, and queer (LGBTQ+) persons.(ii) An individual with a disability is defined as a person who has a physical or mental impairment that substantially limits one or more major life activities.



Insurance Helpline

Insurance@car.org
www.car.org/Insurance



IN NEED OF SOME DIRECTION TO NAVIGATE HOMEOWNERS INSURANCE?

CONTACT C.A.R.'S HOMEOWNERS INSURANCE HELPLINE

C.A.R. launched a members-only Homeowners Insurance Helpline with two primary objectives: to collect information on the real-world challenges you face when dealing with insurance issues and to direct you to resources to help navigate the state's evolving insurance landscape.

Submit a question, pain point or recent insurance experience we should know about, and our Homeowners Insurance Liaison will get back to you within one business day!

SUBMIT AN INQUIRY:



on.car.org/insurancehelpline

SUBMIT AN INQUIRY → **GET NEEDED DIRECTION** → **SHARE WITH YOUR CLIENTS.**



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**

2026 Conforming & High Balance Loan Limits by County for Freddie & Fannie

(applications available 12/7/2025)

The Federal Housing Finance Agency's (FHFA) announcement to **3.26%** increase the 2026 conforming loan limits for mortgages acquired by Fannie Mae & Freddie Mac to **\$832,750** on one-unit properties and a cap of **\$1,249,125** in high-cost areas. The previous loan limits were \$806,500 and \$1,209,750 respectively. Higher Loan Limits = More Properties Available to Entry Level Buyers

- **Loan Limit Counties**

- **\$1,249,125** – Alameda, Contra Costa, Los Angeles, Marin, Orange, San Benito, Santa Clara, Santa Cruz, San Francisco, San Mateo
- **\$832,750 >** San Diego, Ventura, Santa Barbara, San Luis Obispo, Monterey
- **< 1,249,125** Napa, Sonoma,
- **\$832,750 – All Remaining Counties for FHLMC/FNMA, FHA are less.**

- Link to Freddie Mac (FHLMC) / Fannie Mae (FNMA) 2026 Loan Limits

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

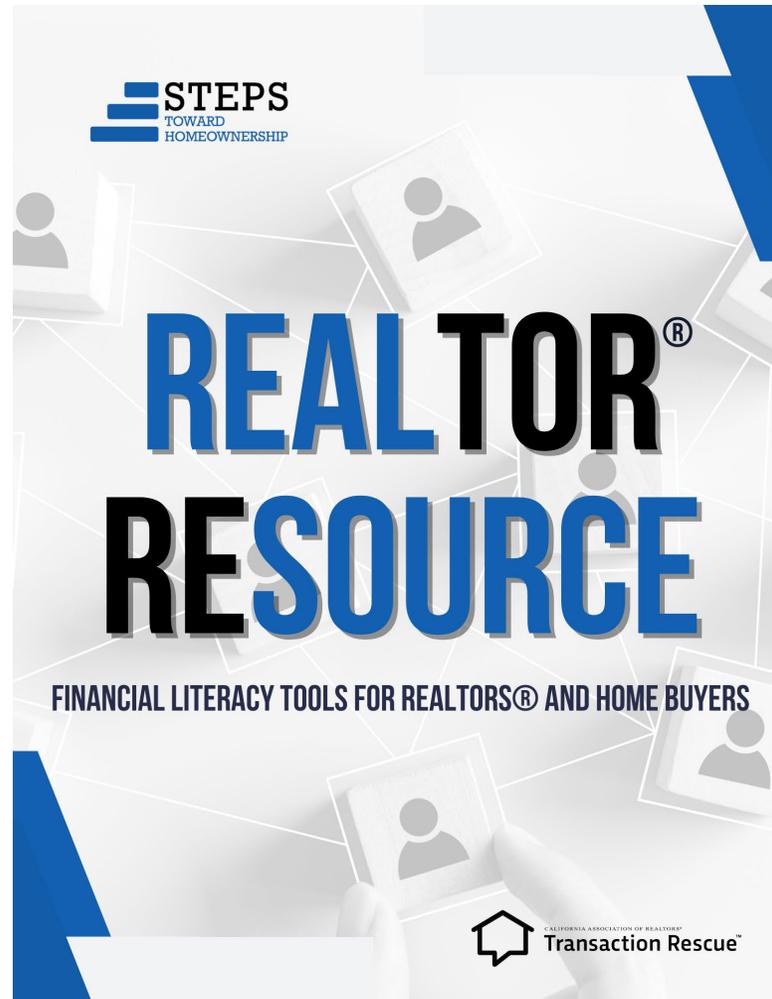
- Link to FHA Loan Limits likely change on the 15th of December for **2026 Limits – Conforming \$1,249,125 max, (for single unit) less in**



CALIFORNIA ASSOCIATION OF REALTORS®
Transaction Rescue™

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

REALTOR® Resource: Financial Literacy Tool



REALTOR® Resource: 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: 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 (start typing for a menu of options)

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		
Property Information	Actual Property	Law Enforcement
Household Information	Sales Price	Firefighter
Special Circumstances	Currently Own a Home	Healthcare
General Search - City, County, Town, etc.	Household Income	Disability
	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>





STEPS
TOWARD
HOMEOWNERSHIP

Down Payment
Assistance Partners



Down Payment[®]
RESOURCE

Sean Moss
Executive Vice President

DPA Deep Dive

And CAR's unique Down Payment Resource Directory

Presented By:



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 2,600+ 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.



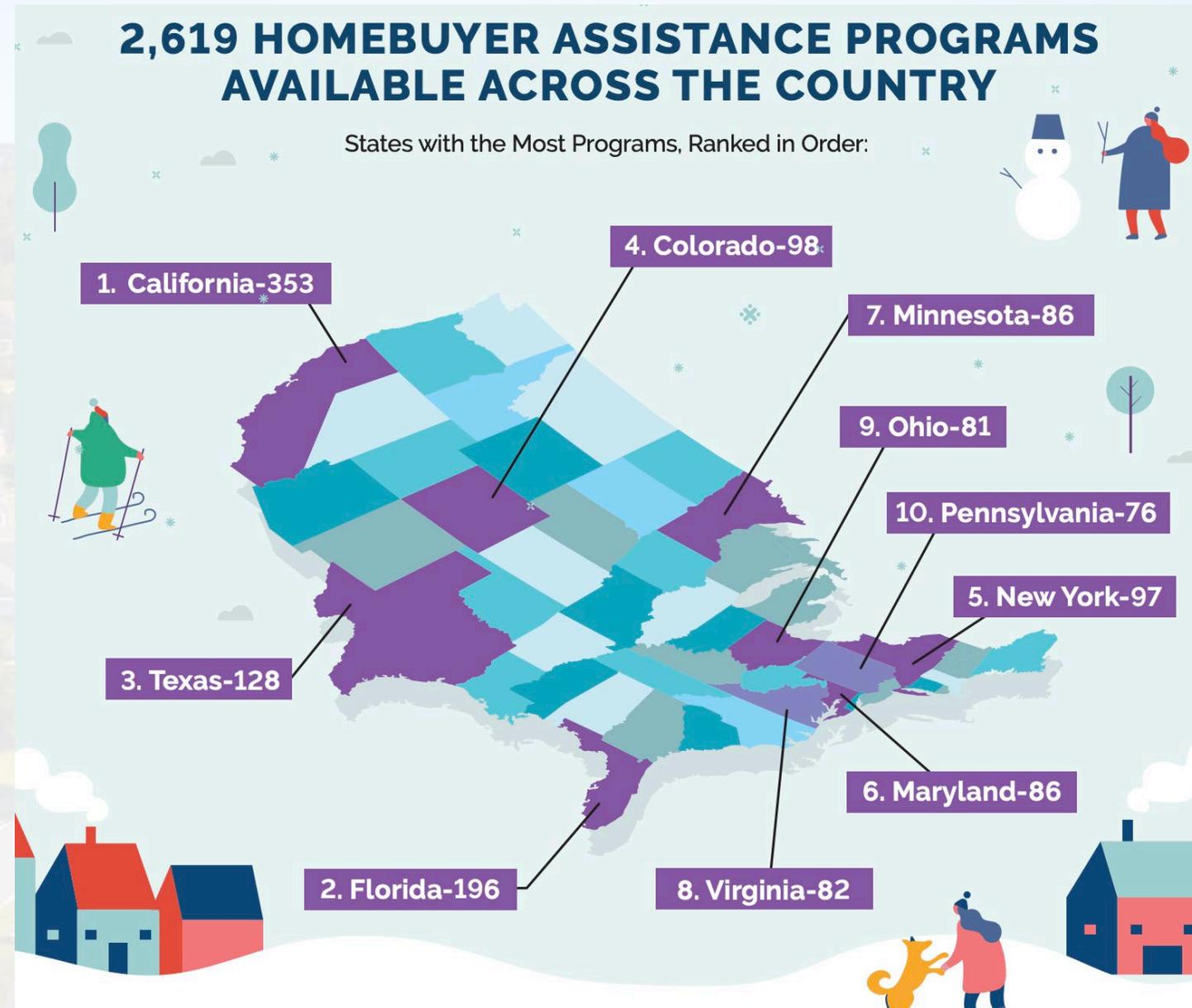
Today, we'll be discussing...

- 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.



Current State of Homebuyer Assistance Programs

HOMEOWNERSHIP PROGRAM TYPES



DOWN PAYMENT & CLOSING COST ASSISTANCE

80% of DPA programs have deferred payments

53% are forgivable loans

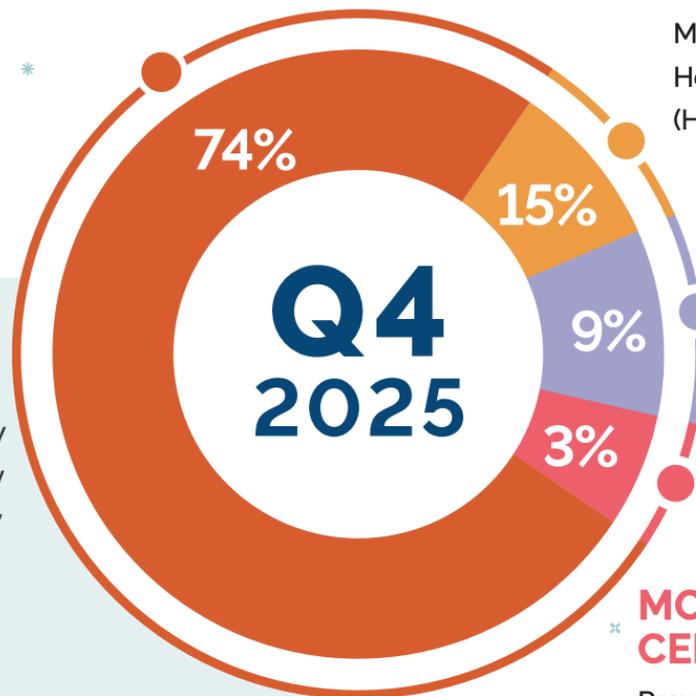
51% are forgivable loans with deferred payments

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



ADDITIONAL PROGRAMS

Matched savings programs, Housing Choice Vouchers (HCV) and other programs

FIRST MORTGAGE LOANS

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

MORTGAGE CREDIT CERTIFICATES (MCCs)

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

Homebuyer Assistance in California

419 total programs

292 agencies

280 active/funded

Homebuyer Assistance in California

335 are DPAs

265 are *deferred*

76 are *forgivable*

Homebuyer Assistance in California

118 have **no** FTHB requirement

197 cities/counties have programs

Homebuyer Assistance in California

325 allow condos

94 allow 2-4 unit properties

202 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)

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

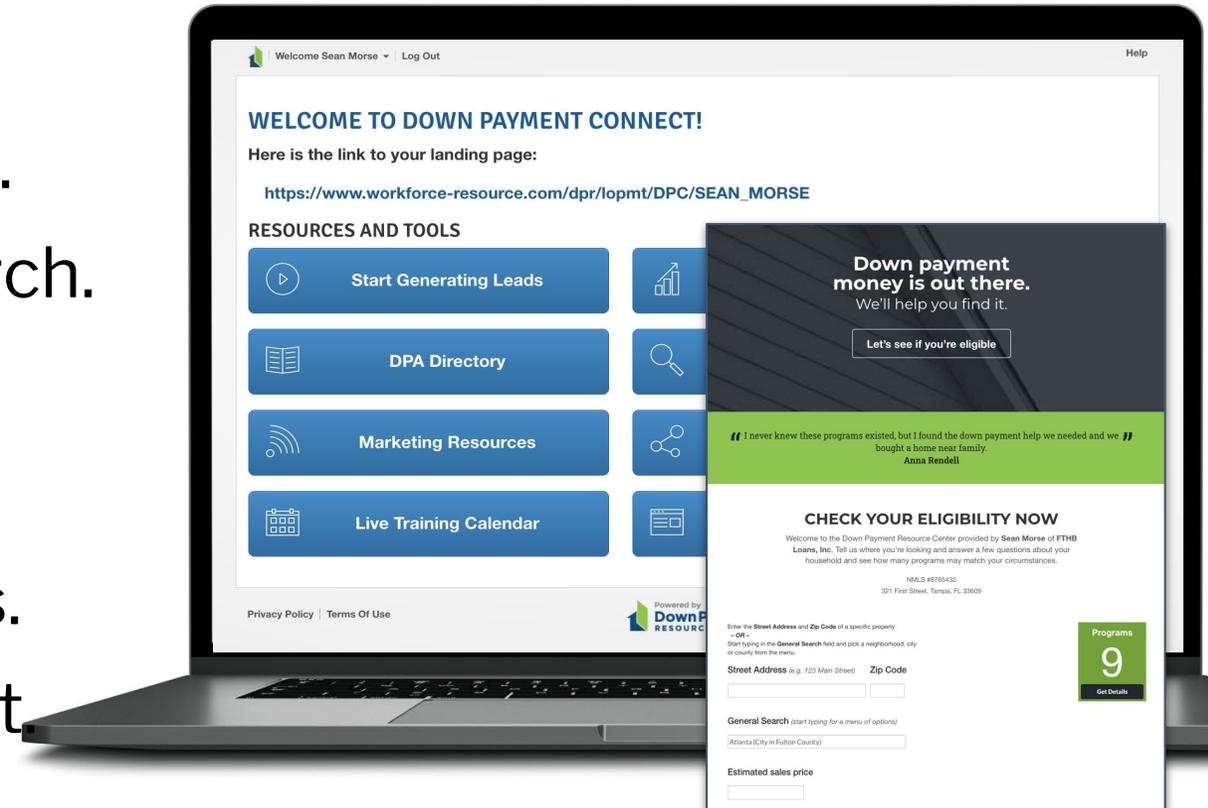
Add lead-gen and
DPA to your
marketing mix

- 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

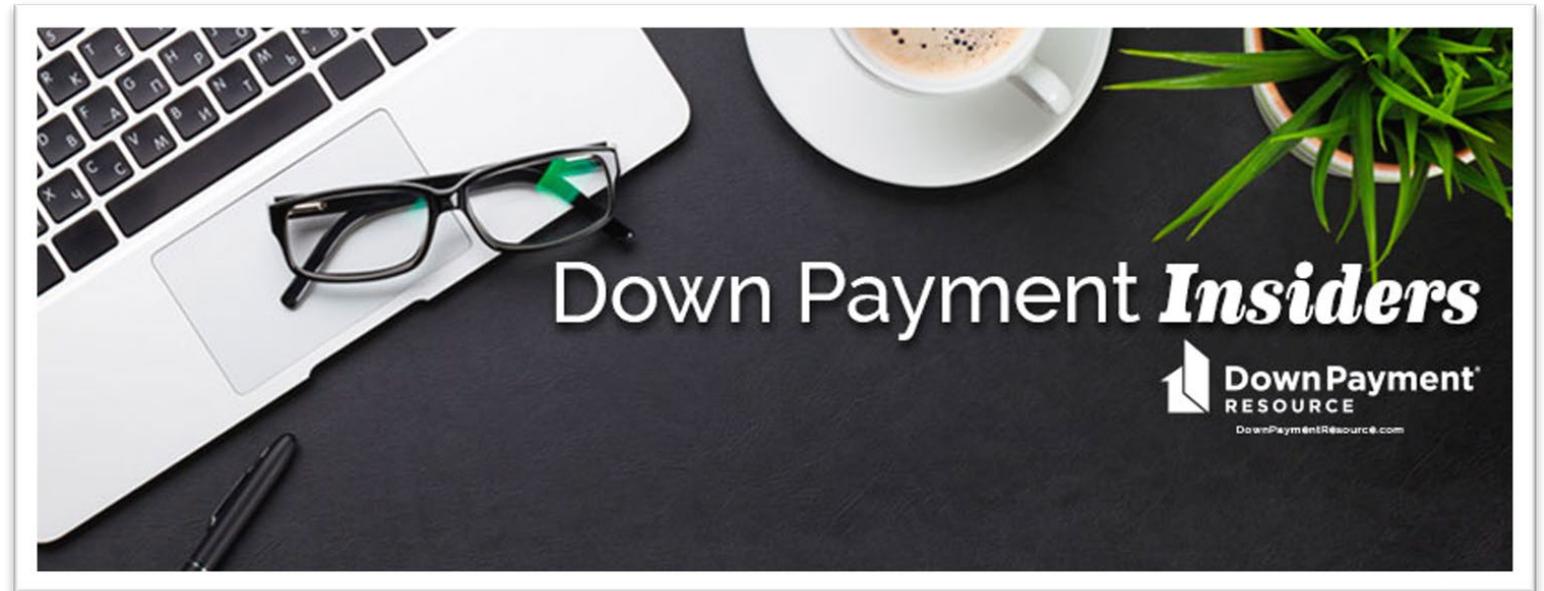
Am I paying for leads?

- 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 15,000 Down Payment Insiders!



[Facebook.com/groups/DownPaymentInsiders](https://www.facebook.com/groups/DownPaymentInsiders)



Contact Us

DownPaymentResource.com

info@DownPaymentResource.com

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



California Housing Finance Agency (CalHFA)





🏠 BRINGING PEOPLE HOME FOR 50 YEARS 🏠

CALHFA PROGRAMS

www.calhfa.ca.gov

Main: 916.326.8000 | Single Family: 916.326.8033 | LenderTraining@calhfa.ca.gov

VISION | All Californians living in homes they can afford.

MISSION | Deliver reliable financing solutions to advance housing opportunities for Californians.

The California Housing Finance Agency has provided special financing and down payment assistance to help low to moderate income California families achieve homeownership since 1975.

Programs are administered at no cost to taxpayers. All loans must comply with established federal and state laws, as well as CalHFA guidelines.



CALHFA PROGRAMS



- MyHome – 3 -3.5% for Down Payment/Closing Costs
 - 1% Simple Interest
- MyAccess – 2.5% for Down Payment/Closing Costs
 - 1% Simple Interest
- Zip – 2-3% for Closing Costs Only
 - Zero Interest



CALHFA PROGRAM OPTIONS



1 st Lien	2 nd Lien	3 rd Lien
CalHFA Conv/FHA	MyHome	
CalPlus Access Conv/FHA	MyHome	MyAccess
CalPlus Zip Conv/FHA	MyHome	Zip

CALHFA PROGRAMS



- VA Available
 - Use MyHome for Closing Costs

- USDA Available
 - Use MyHome for Closing Costs



BORROWER ELIGIBILITY



- **Minimum Credit Score**
 - 640 for Government loans
 - 680 for Conventional loans
- **First Time Homebuyer Requirement**
- **Homebuyer Education Required**
- **Single Family One Unit Residence**
 - Owner Occupied Only
 - 1 Year Home Warranty Required
- **Income Limits**





INCOME LIMITS

- Kern County - \$185,000
- Los Angeles County - \$211,000
- Riverside/San Bernadino County - \$205,000
- Sacramento - \$239,000
- San Diego County - \$258,000

• 6.18.2025



RESOURCES



CalHFA Website

www.calhfa.ca.gov

www.calhfa.ca.gov/buildingblackwealth

Real Estate Agent page – Including “Find A Loan Officer”

<https://www.calhfa.ca.gov/homeownership/realestate.htm>

Income Limits

<https://www.calhfa.ca.gov/homeownership/limits/index.htm>



THANK YOU

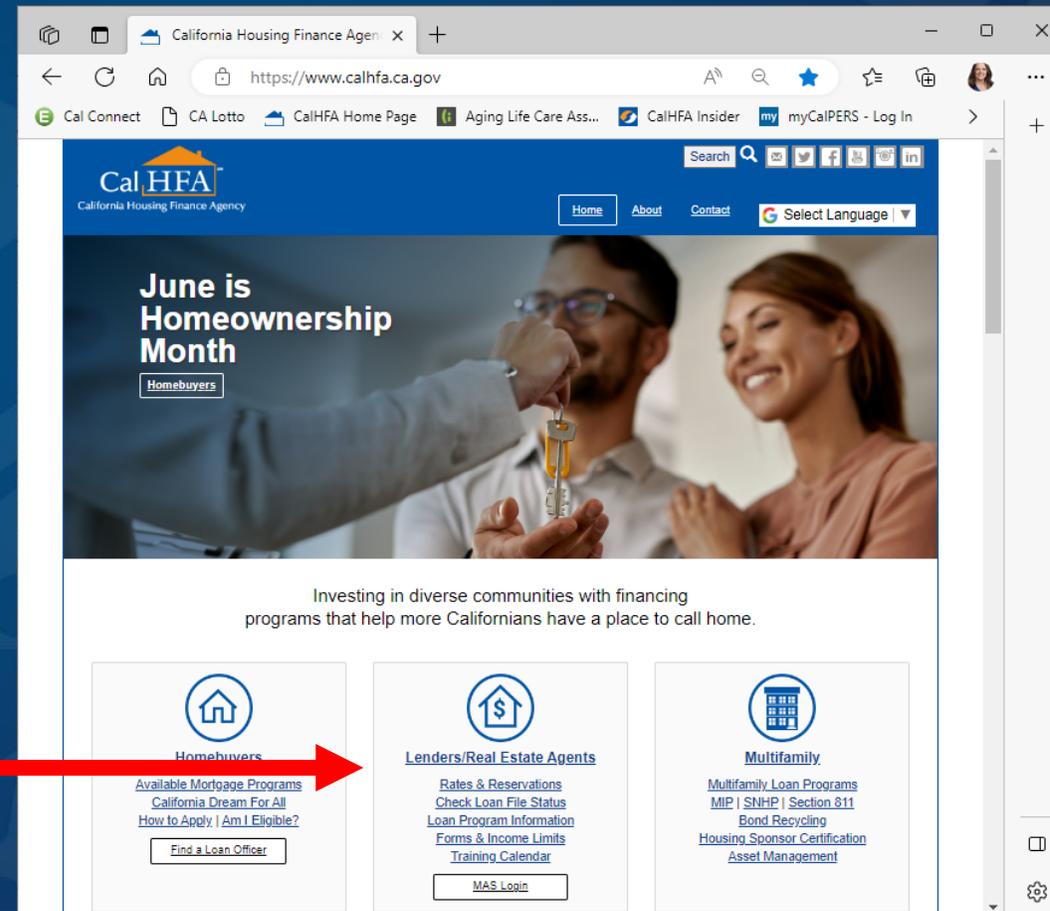


For additional information and to find a Loan Officer near you:

www.CalHFA.ca.gov

Click on Lenders/Real Estate Agents
Find a Loan Officer

Molly K. Ellis
Training & Outreach Manager
mellis@calhfa.ca.gov
916.326.8680



Golden State Finance Authority (GSFA)





**CLOSE MORE
DEALS WITH
DOWN
PAYMENT
ASSISTANCE**

Realtor Education
STEPS Towards Homeownership Event
December 3, 2025
Sponsored by C.A.R.

Special Breakout Session
Presented by



YOUR HOST

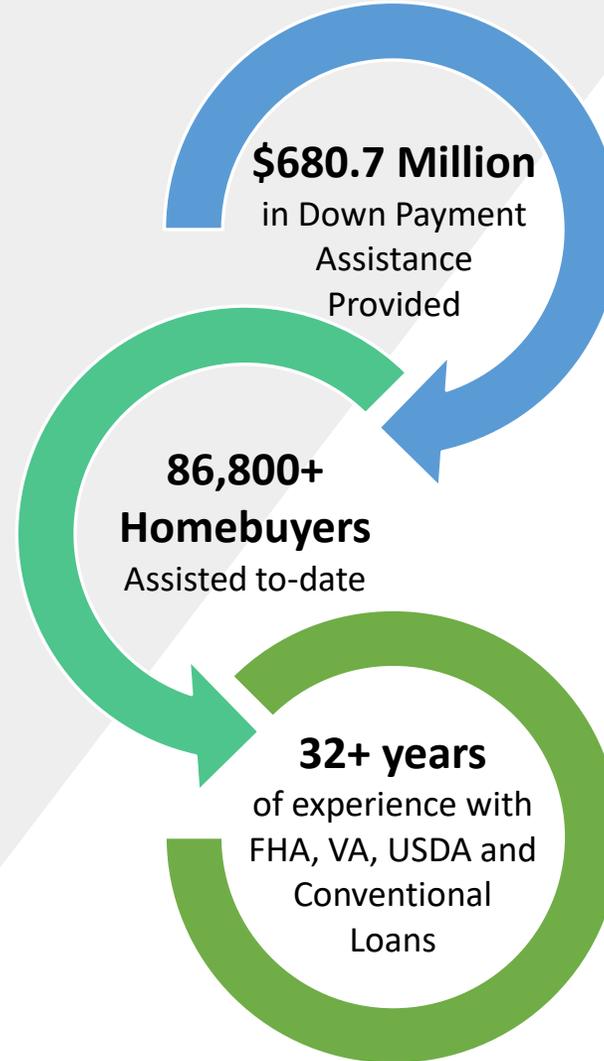


Danh Nguyen

Senior Program Administrator

Golden State Finance Authority (GSFA)
1215 K Street, Suite 1650
Sacramento, CA 95814
www.gsfahome.org

Toll-free (855) 740-8422
dnguyen@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%)

2/3rd

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?



*I want to
stop renting.*

*I'm saving for a
new home.*

*I doubt I qualify.
I don't think I have
saved enough.*

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 1st Mortgage
Loan (96.5% LTV) + UFMIP

\$41,031
GSFA DPA
(5% of the Total 1st 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 1st 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[®] PROGRAM

<p>FICO Score Requirement*</p>	<ul style="list-style-type: none"> • 640 minimum FICO • Manufactured Homes require a 660 FICO (and max DTI of 45%)
<p>Maximum Debt-to-Income (DTI)*</p>	<ul style="list-style-type: none"> • 45% max DTI for FICOs below 680 • 50% max DTI for FICOs 680 and higher • Exception: 50% max DTI on Conv. 1-2 units, w/ FICOs 640 and higher w/ LPA "Accept"
<p>Homebuyer Assistance Available (aka DPA)</p>	<ul style="list-style-type: none"> • Up to 5.5% of the Total 1st Mortgage Loan Amount

DPA OPTIONS WITHIN PROGRAM

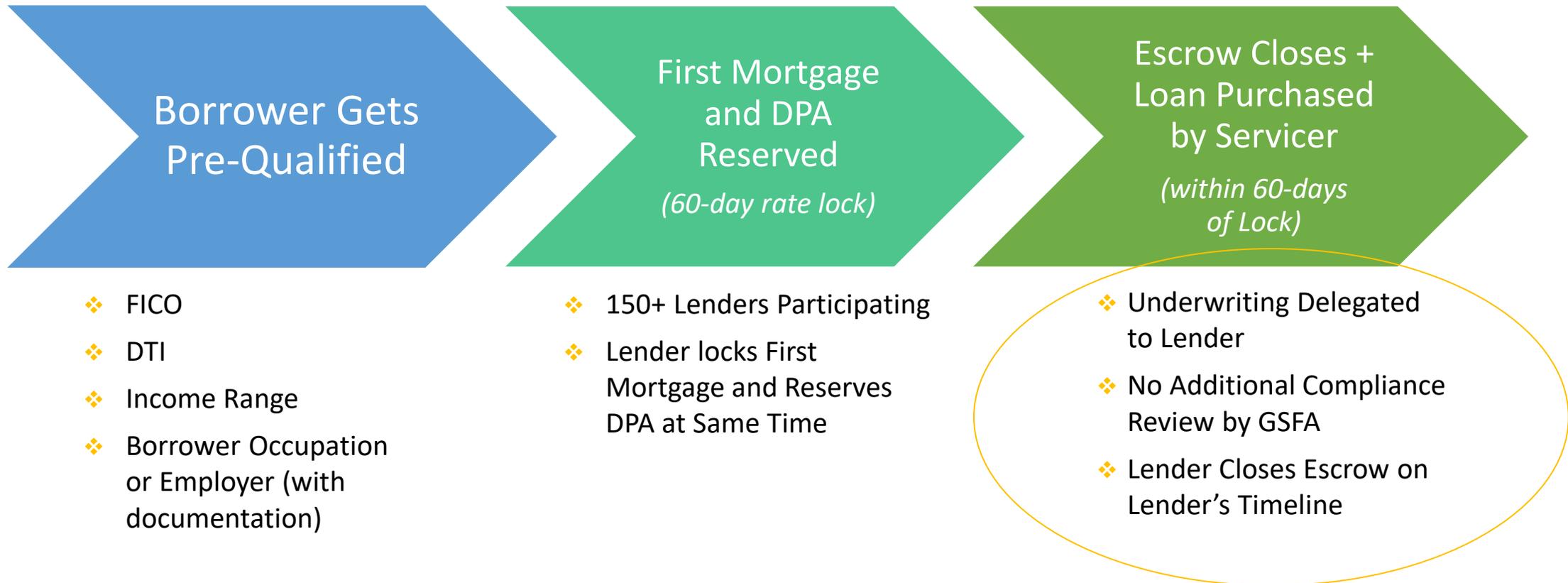
Program Option	Eligibility	DPA Amount and Terms
<p>Standard Product</p>	<p>All eligible borrowers and mortgages</p>	<p>Total DPA = Up to 5% available</p> <ul style="list-style-type: none"> • 15-Year Amortizing 2nd Mortgage • Rate same as 1st Mortgage
<p>“Select”</p> 	<ul style="list-style-type: none">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



GSFA GOLDEN OPPORTUNITIES

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

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

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

- Find Available DPA Programs here:
 - www.FindDownPayment.car.org OR 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>

PRE-DESIGNED LITERATURE AND SOCIAL CONTENT

Use Guidelines:

- Must be with a GSFA Lender OR able to refer to a GSFA Lender
- Represent programs accurately

1. Flyers and brochures

- English & Spanish
- Adobe PDF format
- Text fields to add contact info

2. Social Media Content

- Graphics for download
- Sample captions for download

GSFA Platinum Program®

Get Down Payment Assistance

Golden State Finance Authority

Believe

Homeownership may be just around the corner for you too. Speak with a GSFA Platinum Participating Lender about whether the GSFA Platinum Program is the right fit for you.

Dream

For more than 30 years, Golden State Finance Authority (GSFA) has offered homebuyers mortgage loan programs featuring low interest rates and down payment and/or closing cost assistance in a variety of forms.

GSFA has helped more than 84,590 people purchase homes and provided over \$649.7 million in down payment assistance.

"ROCK BOTTOM TIME OF BEING BLESSED"

"I'm definitely a person that into things unless it reaches my I had tried to purchase a home due to my divorce in 2007 and tribulations to save money oth out bid me, and God has his re was your program.."

- Carlos Angulo, Jan 2021
Imperial County, CA

"STABILITY AND SAFETY WERE A REALITY"

"Becoming a homeowner became extremely important in providing stability for myself, my children and my mother who was battling cancer. Receiving this assistance granted us an opportunity that was previously out of reach."

- Patricia Waggoner, Jan 2022
Fresno County, CA

GSFA Platinum® Down Payment Assistance
Up to 5.5% of Loan Amount

Let us help you achieve the dream of owning your own home

GOLDEN STATE Finance Authority

**This brochure 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, loan applications, interest rates and annual percentage rates (APRs) are available through GSFA Participating Lenders.
Golden State Finance Authority (GSFA) is a duly constituted public entity and agency.
Copyright © 2023 3005PL61 JAN 2023

THANK YOU — TOGETHER, WE MAKE HOMEOWNERSHIP POSSIBLE



Golden State Finance Authority

1215 K Street, Suite 1650

Sacramento, CA 95814

(855) 740-8422

info@gsfahome.org

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

Thank You!





Questions