



CalHFA Webinar Series: Conventional Loan Programs



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CalPLUS Conventional Program

- 97% LTV maximum & 105% CLTV maximum
- Credit score
 - ≤ 95% LTV = 640
 - 95.01% - 97% LTV = 680
- Loan limit: \$417,000
- DTI 45.00%
- ZIP – non-first-time homebuyers
- ZIP Extra – first-time homebuyers only

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CalPLUS Conventional Program

- DU approve/eligible
- Require at least one borrower receives homebuyer education
 - Not required for non first-time homebuyers
- No borrower minimum required investment
- No LLPA fee
- Reduced mortgage insurance - through Genworth only
 - Single premium & monthly options

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CalHFA Conventional

- Same as CalPLUS Conventional but:
 - No built in down payment assistance of ZIP/ZIP Extra
 - Lower interest rate
- Use when your borrower doesn't need ZIP/ZIP Extra
 - Your borrower has own downpayment
 - When a locality's DPA requires second lien position
- Can be combined with CHDAP or ECTP and MCC

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Extra Credit Teacher Home Purchase Program (ECTP)

Eligible Teachers, Administrators, Classified Employees & Staff Members

- Currently working in a high priority school
 - API ranking of 1-5
- First-time homebuyer
- Non-high cost counties: greater of 3% or \$7,500
- High cost counties: greater of 3% or \$15,000
- 3% simple interest, forgives to 0% after 3 years
- Has to be combined with a CalHFA first mortgage
- Can not be combined with CHDAP

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California Homebuyer's Downpayment Assistance Program (CHDAP)

- 3% of sales price or appraised value - lower value of the two
- 3.25% simple interest
- First-time homebuyer
- Can combine with any fixed rate first mortgage

<u>CHDAP w/o CalHFA First</u>	<u>CHDAP with CalHFA First</u>
103% maximum CLTV	105% maximum CLTV
43.00% maximum DTI	45.00% maximum DTI
Loan Analysis Comparison form	

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CalHFA Mortgage Credit Certificate Tax Credit Program (MCC)

- Statewide program for areas where localities have limited funding
- 20% federal income tax credit
- eHousingPlus is the administrator
 - \$350 MCC fee - with a CalHFA first mortgage
 - \$500 MCC fee - without a CalHFA first mortgage
- Lender can charge up to \$75 for doc fee
- Mandatory eHousingPlus online training
 - www.ehousingplus.com or call 954.217.0817



Property Requirements

- Sales price limits
- Must adhere to insuring agent's property requirements
- CalPLUS Conventional
 - Condos limited to 95% LTV / 105% CLTV
 - The borrowers can not currently own a home at closing
 - 1 year home warranty
 - Not required if it's a new construction or non-first-time homebuyer
- Property can not have an income producing component
- CalHFA can only finance one living unit per loan
- 5 acre maximum



How Can I Originate?

- Must be a CalHFA approved lender
 - Only available to retail
- Company must be U.S. Bank HFA approved
- Company must be Fannie Mae Seller/Service approved

OR
- DO sponsorship with U.S. Bank



Maximum Allowable Fees

- Maximum fees on first mortgage
 - Greater of 3% or \$3,000
- Maximum fees for subordinate liens
 - ECTP or CHDAP: \$250
 - ZIP/ZIP Extra: \$0

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Tools

- Loan Program Handbooks
 - www.calhfa.ca.gov/homeownership/programs/index.htm
- Loan Program Matrix (Conventional & FHA)
 - www.calhfa.ca.gov/homeownership/materials/files/tool-matrix-conventional.pdf
 - www.calhfa.ca.gov/homeownership/materials/files/tool-matrix-fha.pdf
- Scenario Calculator
 - www.calhfa.ca.gov/calc/scenario.html
- Customized Marketing Materials
 - www.calhfa.ca.gov/homeownership/materials/index.htm

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Free Leads!

- Where do leads come from?
 - Borrower calls 877.9.CalHFA (877.922.5432)
 - Borrower visits www.calhfa.ca.gov
- How to qualify for free leads?
 - Close three CalHFA first mortgages within six months
 - Go to CalHFA Training
 - www.calhfa.ca.gov/homeownership/training/dates.htm

www.calhfa.ca.gov/homeownership/leads/index.htm

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Thank You!

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Thank You!

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