CalHFA Single Family Mortgage Refinance Program

March 2015
Borrower Benefits

Provide homeowners with higher interest rate mortgages the opportunity to:

• Lower monthly mortgage payments
• Pay off junior loans
• Eliminate mortgage insurance payments
• Improve energy efficiency
CalHFA Benefits

• Pay down HMRB bond indenture
• Generate fee income
• Recapture down payment assistance dollars
• Promote energy efficiency
Marketing Strategies

• Target existing CalHFA borrowers who have either a CalHFA mortgage (15,000) or down payment assistance loan (34,000)

• Develop communication and outreach plan to reach the CalHFA target audience that promotes refinancing
Marketing Strategies (cont.)

• Limit refinance opportunities to CalHFA Preferred Loan Officer network
• Use CalHFA underwriting guidelines to minimize risks
• Promote the use of the CalHFA Energy Efficient loan product
CalHFA Refi Loan Options

- CalHFA Conventional
- CalHFA Conventional with Zip
- CalHFA FHA Energy Efficient with Grant
- CalHFA FHA*
- CalHFA FHA with Zip*

*FHA products will be of very limited use.
General Terms

• Borrowers cannot take out cash.
• Borrowers may have limited cash out to pay upfront MI or pay off existing DPA loans
• DPA loans can be subordinated
• Zip can be used for upfront MI payment and to cover fees
• Adhere to CalHFA, US Bank, First Mortgage Corp. and GSE underwriting guidelines