

This handbook is valid for loans rate locked on or before 12/31/19



CALIFORNIA HOUSING FINANCE AGENCY

CalHFA VA Loan Program

LAST REVISED: NOVEMBER 1, 2019

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Program Summary

The CalHFA VA program is a VA-guaranteed loan featuring a CalHFA fixed interest rate first mortgage. This loan is fully amortized for a thirty (30) year term and can be combined with either the MyHome Assistance Program (MyHome) or the School Teacher and Employee Assistance Program (School Program).

The CalHFA VA loan is not subject to Recapture Tax.

Eligibility

Borrower Requirements

Each borrower must

- Be either a citizen or other National of the United States, or a “Qualified Alien” as defined at 8 U.S.C § 1641
- Meet the credit, income and loan requirements detailed in this program handbook, as well as CalHFA Lender Manual, VA, CalHFA-approved lender and CalHFA’s master servicer’s requirements.
- Present a valid Certificate of Eligibility per VA guidelines

Eligible Homebuyers

This program is available for both first-time and non-first-time homebuyers.

Homebuyer Education

Homebuyer Education counseling is required for one occupying first-time homebuyer. Homebuyer Education is not required for non-first-time homebuyer(s).

- Online Homebuyer Education through [eHome™](#)
- Face-to-Face Homebuyer Education through [NeighborWorks America](#) or through one of the [HUD approved Housing Counseling Agencies](#)

Owner Occupancy

- All borrowers (or a spouse and/or dependent for active duty members) must occupy the property as their primary residence within sixty (60) days of loan closing or per VA guidelines
- Non-occupant co-borrowers are not allowed
- Non-occupant co-signers are not allowed

Property Requirements

- Sales price of the home cannot exceed [CalHFA's sales price limits](#) established for the county in which the property is located
- Property must be a single-family, one-unit residence, including FHA/VA- approved condominium/PUDs It is the responsibility of the lender and not the master servicer to meet these guidelines
- Manufactured homes are not permitted

Additional Property Guidelines

- Accessory Dwelling Units (ADU), Guest houses, “granny” units, and “in-law” quarters are eligible

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Eligibility (cont.)

- › Must be zoned for Single Family Occupancy
- › Cannot be zoned for 2-4 units
- › Must meet investor guidelines and city/county zoning ordinances
- Per investor guidelines – If rental income from the ADU is used for credit qualifying, CalHFA will also use the gross rental income for the compliance income calculation
- Leaseholds/Land Trusts and Co-ops are not permitted
- Non-permitted additions/alterations must follow VA guidelines
- Lot size cannot exceed five (5) acres maximum
- Properties must meet the requirements of VA and the California Health and Safety Code
- Refer to the Lakeview program matrix for their Disaster Policy
 - › See [Lakeview Correspondent Lending website](#) for details
- Escrow Holdbacks will be allowed for minor outstanding repairs not completed prior to loan closing
 - › The Property must be habitable and safe for occupancy at the time of loan closing
 - › Lenders and/or closing agent will be responsible for managing and disbursing holdbacks

- › Lender must deliver loans that were originated in accordance with VA guidelines
- › Please see [Lakeview Loan Servicing website](#) for required documents

Property Flipping

- Follow VA first-mortgage underwriting guidelines

CalHFA requires a copy of all appraisals as required by VA.

When multiple appraisals are required, CalHFA will base the subordinate loan amount(s) on the lesser of the sales price or lowest appraised value.

Lender Eligibility Requirements

To be eligible for this program lenders must be approved by:

- CalHFA
- Fannie Mae and VA
- Lakeview Loan Servicing (LLS), CalHFA's master servicer. To seek LLS approval contact the Counterparty Risk Management team at CRM@Lakeviewloanservicing.com

Broker Eligibility Requirements

Mortgage brokers can find a list of participating CalHFA-approved wholesale lenders on [CalHFA's mortgage broker webpage](#)

Underwriting & Compliance

Transaction type

Purchase transactions only

Term

Up to 30 years

LTV and CLTV

Loan-to-Value (LTV) to follow VA first mortgage underwriting guidelines

Combined Loan-to-Value (CLTV) cannot exceed 105.00%

Maximum Loan Amount

The maximum loan amount (excluding Financed Guaranty Funding Fee) cannot exceed VA loan limits for the county in which the property is located.

VA High Balance Loan Limits

All loans with a base loan amount exceeding \$484,350 will be subject to an additional fee. See [CalHFA rate sheet](#) for applicable fees.

All VA High Balance Loan fees will be net funded at the time of first mortgage purchase by the master servicer.

Maximum Sales Price Limits

The Sales Price of the home cannot exceed CalHFA Sales Price Limits for the county in which the property is located.

Income & Sales Price Limits

The following reference materials disclose income and sales price limits by county:

1. [CalHFA Income Limits](#)
2. [Sales Price Limits](#)

Income Requirements

Lenders are required to calculate income to qualify borrower(s) for loan approval using VA guidelines. CalHFA will use the lender's credit qualifying income to determine if the loan exceeds the maximum program income limit. Income not used by the lender for credit qualifying will not be used by CalHFA.

MAXIMUM PROGRAM INCOME LIMITS

The income of all borrowers cannot exceed the published [CalHFA income limits](#) detailed in this program handbook established for the county in which the property is located.

Qualifying Ratios

The maximum total Debt-to-Income (DTI) ratio cannot exceed 45.00%. A MCC may not be used for credit qualifying purposes.

Minimum Credit Score

- Credit Score 660
- All borrowers must meet the minimum representative credit score requirements.
- Borrowers with no credit score are not eligible
 - › Non-traditional credit is not accepted
- The middle score of the lowest-scoring borrower should be used to determine eligibility
 - › If a tri-merged credit report is used, use the middle score
 - › If a merged credit report only

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Underwriting & Compliance (cont.)

returns two scores, use the lower score

- › If a merged credit report only returns one score, that score must be used

Automated Underwriting

All loans must be submitted through Fannie Mae Desktop Underwriter (DU®) and receive an “Approve/Eligible”, Freddie Mac Loan Product Advisor(LPA®) and receive an “Accept” recommendation.

Other customized automated underwriting systems are not acceptable.

Other customized automated underwriting systems are not acceptable.

Manual Underwriting is not allowed

Sales Concessions/Contributions

Concessions/contributions as per VA guidelines except for the following:

- Payment of condominium fees
- Personal property
- Down payment assistance
- See [Lakeview Correspondent Lending website](#) for additional requirements

Miscellaneous Lakeview Loan Servicing Underwriting Guidelines

- Credit Underwriting is the

responsibility of the originating lender

- Underwriters must consider the income, assets, liabilities and credit histories of co-signers
- Underwriters should:
 - › Make sound credit decisions
 - › Assure data integrity
 - › Include all necessary documents in support of the underwriting decision
- Tax transcripts are required for all years that income is used for credit qualifying
- Non-arm’s length transactions must be fully disclosed
- Appraiser must meet all master servicer and VA guidelines, see [Lakeview Correspondent Lending website](#) for details
- Temporary buydowns are not permitted

In the case of conflicting guidelines, the lender must follow the more restrictive to meet the credit, income limits, total debt-to-income ratio and loan and property requirements of CalHFA, VA, the lender or the master servicer.

All loans are subject to audit by both CalHFA and Lakeview Loan Servicing.

Subordinate Financing

CalHFA Subordinate Financing

This program may be layered with the following down payment and/or closing cost assistance options, for first-time homebuyers only; unless the borrower has been affected by a California natural disaster as described below.

- MyHome Assistance Program
 - › May be used for closing cost and/or down payment assistance
 - › In the case of conflicting guidelines, the lender must follow the more restrictive
 - › Must be recorded in Second Lien Position
 - › For full MyHome underwriting guidelines and details see the [MyHome Program Handbook](#)
- School Teacher and Employee Assistance Program (School Program)
 - › May be used for closing cost and/or down payment assistance
 - › In the case of conflicting guidelines, the lender must follow the more restrictive
 - › Must be recorded in Second Lien Position
 - › For full School Program underwriting guidelines and details see the [School Program Handbook](#)

MyHome and School Program may not be combined.

Borrowers affected by natural disasters in California

To be eligible for CalHFA Financing:

- Previous property must be located in an area declared as a Major Disaster and posted on the Federal Emergency Management Agency (FEMA) website
- Previous property must have been the borrower's primary residence
- Previous property must have been destroyed or declared uninhabitable with supporting documentation supplied from either (i) the insurance company or (ii) the local government jurisdiction
- Borrowers affected by a declared Major Disaster are eligible to purchase a new home using CalHFA loan programs within three (3) years of that Major Disaster's declaration date

Non-CalHFA Subordinate

This program may be layered with locality programs to be used for closing costs and/or down payment assistance as per individual requirements.

- The locality subordinate loan must meet VA underwriting guidelines
- The maximum CLTV must meet CalHFA requirements

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Subordinate Financing (cont.)

- In the case of conflicting guidelines, the lender must follow the more restrictive
- Must be recorded in subordinate lien position to CalHFA Subordinate Financing

Other Programs and Assistance

This program may be layered with a Mortgage Credit Certificate (MCC). The MCC credit may not be used for credit qualifying purposes.

CalHFA Loan Process (Submission, Approval & Purchase)

The lender must upload to CalHFA's [MAS](#) a fully approved loan package per CalHFA's [Loan Submission Checklist](#) for program policy, compliance review and desktop underwriting validation.

CalHFA will review loan files on a first-come, first-served basis. CalHFA reviewers will notify lenders of each notice of commitment, suspension and/or rejection via MAS

Suspended loan files will not be reviewed until **all** suspense items are uploaded to MAS.

Upon receipt of the Notice of Commitment, the lender is authorized to close the loan(s). After closing, the lender will upload a closed first mortgage purchase package to CalHFA's master servicer [Lakeview Loan Servicing](#) and any CalHFA subordinate loan (i.e. MyHome or School Program) purchase package(s) to CalHFA for purchase.

Lenders must submit applicable MyHome or School Program purchase packages to CalHFA at the same time the first mortgage is submitted to the master servicer to ensure that the purchase of all loans meet the rate lock expiration.

All loans must meet the rate lock expiration date.

Fees

Service Release Premium (SRP)

- Lenders will earn a 1.00% Service Release Premium to release servicing to Lakeview Loan Servicing (LLS) at time of purchase
- LLS will purchase loans directly from lender on a daily basis.

Lender Allowable Fees (Origination & Processing)

- Customary lender origination fees not to exceed the greater of 3% of the loan amount or \$3,000
- Other customary third party fees such as credit report fee, appraisal fee, insurance fee or similar settlement or financing cost
- In all cases the lender must meet VA, federal and California lending laws regarding fees and charges

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Fees (cont.)

Master Servicer Fees

- LLS funding fee is \$250 per loan
- Tax Service fee to LLS is \$75 per loan
- Life of Loan Flood Certificate fee to LLS is \$10 per loan
- Funding fees paid by the borrower or seller must be disclosed and documented on the final Closing Disclosure
- Other customary master servicer fees may apply
- LLS will not purchase High Cost Loans
- Lenders should refer to their legal/compliance department on how to disclose fees

Reservations, Rate Locks & Extensions

Interest rates are available on the CalHFA [Interest Rate page](#). Interest rates are subject to change at any time without notice.

Reservations and Rate Locks

- Reservations with a floating rate will be accepted from 6:00 a.m. to 11:59 p.m. Pacific Time, seven days a week
- Rate locks will only be accepted between the hours of 8:00 a.m. to 3:00 p.m. Pacific Time, Monday through Friday, excluding state-recognized holiday, and days that the U.S. financial markets are closed for business. Only lenders with full MAS access may lock the interest rate
- Lenders will have the option to float (90 days for existing/resale properties or 120 days for new construction properties) or lock the interest rate for sixty (60) days for both existing/resale properties and new construction properties
- All CalHFA subordinate loan(s) will receive the same reservation, lock and purchase periods as the CalHFA first mortgage
- Lender should factor in its own processing/underwriting time frames, as well as CalHFA compliance review, and master servicer review for purchase time frames when locking interest rates and submitting loan files
- Lenders may not lock a loan in MAS with an interest rate that is higher than the interest rate reflected on the CalHFA Notice of Commitment.
 - › If the current rate is higher than the rate on the CalHFA Notice of Commitment, please resubmit all updated loan documents at the higher rate including Approved/Eligible DU® findings, lender-signed HUD 92900-LT, and final underwriting approval for CalHFA re-approval

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Reservations, Rate Locks & Extensions (cont.)

Delivery Timeframes and Extensions:

- Files should be received by the master servicer by the 45th day or earlier, to ensure time to clear conditions and purchase prior to rate lock expiration
- CalHFA offers rate lock extensions in 15 day increments up to a maximum of 120 days from the original expiration date

- Under no circumstances will CalHFA extend a rate lock period longer than 120 days for both existing or new construction properties from the original expiration date

Please see the [Rates & Reservation](#) page for full details and FAQs.

Basic Home Protection Coverage

Mandatory Home Warranty Insurance Coverage

- CalHFA requires that all first-time homebuyer(s) obtain a one-year home warranty protection policy
 - › Non-first-time homebuyers are not required to obtain a home warranty protection
- The insurance must cover the following items at a minimum:
 - › Water Heater(s)
 - › Air Conditioning
 - › Heating
 - › Oven/Stove/Range

- Home Warranty to be paid through close of escrow
- Home Warranty must be disclosed on Final Closing Disclosure or copy of insurance declaration page required
- Exception to Home Warranty:
 - › If borrower is purchasing a new construction property from a builder and the builder is providing the home warranty
 - › Borrower is not a First Time Homebuyer

Pre-Closing Loan Submission

Loan Submission Process

A lender makes reservations through [CalHFA's Mortgage Access System \(MAS\)](#). Refer to the [Loan Submission Checklist](#) for minimum documentation requirements.

CalHFA VA loan submission packages are to be sent electronically through [MAS](#).

Forms

The following forms will be needed when submitting a CalHFA VA loan to CalHFA:

- [CalHFA Borrower Affidavit](#)

Post-Closing Loan Delivery & Purchase

All CalHFA First Loans:

- Use the master servicer Loan Purchase Checklist located on the [Lakeview Correspondent Lending website](#) to ensure you are submitting a complete and accurate package.
- Notes are to be endorsed to Lakeview Loan Servicing, LLC
- Deeds of Trust are to be assigned to Lakeview Loan Servicing, LLC
 - › All loans must be registered with Mortgage Electronic Registration Systems (MERS) at the time of delivery to Lakeview Loan Servicing, LLC, and MERS transfer of beneficial rights of servicing rights must be initiated by the Lender, to Lakeview Loan Servicing, LLC within 24 hours of loan purchase
 - › Register via MERS:
 - » Investor: 1010298 Lakeview Loan Servicing
 - » Servicer: 1010298 Lakeview Loan Servicing
 - » Subservicer: 1000723 LoanCare LLC
- CalHFA VA closed loan files are to be sent electronically to the master servicer via the [Lakeview Correspondent Lending website](#) within ten (10) business days
- Logon link will be in the top right section of the website

- Loss Payee Clause:

**Lakeview Loan Servicing, LLC
c/o LoanCare, LLC**

ISAQA/ATIMA
PO Box 202049
Florence, SC 29502-2049

- All loan deficiencies will be posted on the client-facing website which is accessible 24 hours a day
- All loans must be program approved and deficiency free before they can be purchased

All CalHFA Subordinate Loan(s):

- All CalHFA subordinate loans must be funded, delivered and purchased by CalHFA concurrently with the first mortgage
- CalHFA subordinate loan purchase packages are to be sent electronically through [MAS](#)
 - › Use the [Loan Purchase Checklist](#) to ensure you are submitting a complete and accurate package.
- Subordinate loan documents are to be drawn in the Lender's name
 - › Note to be endorsed to CalHFA
 - › MERS Deed of Trust must be assigned to CalHFA
 - » Loans are to be transferred via Mortgage Electronic Registration Systems (MERS)
 - » Register via MERS:
 - Investor: 1000645
California Housing Finance Agency

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Post-Closing Loan Delivery & Purchase (cont.)

- Servicer: 1000645
California Housing Finance
Agency

- Loss Payee Clause:

California Housing Finance Agency

Its successor and/or assigns

Single Family

Loan Administration – MS 350

500 Capitol Mall, Suite 400

Sacramento, CA 95814

Forms

Lender must use the following forms:

1. Most current version of standard VA Fixed Rate Note
2. Most current version of standard VA Deed of Trust
3. Lender must also use other applicable documents (e.g., PUD Rider, etc.)

Frequently Asked Questions

What is the CalHFA VA Loan Program?

The CalHFA VA loan program is a fully amortized 30-year fixed interest rate VA-insured first mortgage.

Who can originate CalHFA VA?

Lender Eligibility Requirements

To be eligible to participate in this program, lenders must be approved by:

- CalHFA
- Fannie Mae and VA
- Lakeview Loan Servicing (LLS), CalHFA's master servicer
- To see LLS approval, contact the Counterparty Risk Management team at CRM@lakeviewloanservicing.com

My borrower(s) owns a rental property; can they keep the property and still be eligible for the CalHFA VA?

Yes, if they meet CalHFA's first-time homebuyer definition.

My borrower is not a first-time homebuyer. How many years' tax returns do I need to submit for the CalHFA VA?

One (1) year tax return is required for a non-first-time homebuyer.

Do I need to make a reservation in the Mortgage Access System (MAS) before submitting a loan file to CalHFA?

Yes. The CalHFA-approved lender must make a reservation in MAS prior to loan submission.

Does CalHFA VA allow additional subordinate financing?

Yes. The MyHome Assistance Program (MyHome) or School Teacher and Employee Assistance Program (School Program) and VA-approved subordinate loan programs may be layered with CalHFA VA. In the case of conflicting guidelines, the more restrictive will apply.

What areas of California are eligible for CalHFA VA?

CalHFA VA is a state-wide program. Properties located anywhere within the State of California may be eligible for the program.

Are there sales price limits on CalHFA VA?

Yes. The sales price of the property must be within CalHFA's published [sales price limits](#). These sales price limits can be found on the CalHFA web site.

What is the maximum loan amount for CalHFA VA?

The maximum base loan amount (excluding Financed Guaranty Funding Fee) cannot exceed VA loan limits for the county in which the property is located.

All loans with a base loan amount exceeding \$484,350 will be subject to an additional fee. See [CalHFA rate sheet](#) for applicable fees.

All VA High Balance Loan fees will be net funded at the time of first mortgage purchase by the master servicer.

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FAQ's (cont.)

Are condominiums eligible for CalHFA VA?

Yes. CalHFA will allow approved condominiums that meet FHA/VA Condominium Project requirements.

Is a manufactured home eligible for CalHFA VA?

No, manufactured homes are not permitted

What automated underwriting engines do you allow for the CalHFA VA loan?

CalHFA will accept the most recent version of Fannie Mae's Desktop Underwriter® (DU®) with "Approve/Eligible", Freddie Mac's Loan Product Advisor (LPA) with "Accept" recommendation

What is the minimum credit score requirement for CalHFA VA?

CalHFA's minimum credit score is 660

Does CalHFA use the lowest credit score to determine the minimum representative credit score of 660 for the CalHFA VA loan?

No. The middle score of the lowest scoring borrower should be used to determine eligibility.

- If a tri-merged credit report is used, use the middle score
- If a merged credit report only returns two scores, use the lower score
- If a merged credit report only returns one score, that score must be used

My borrower only has one credit score, is that okay for CalHFA VA?

Yes, one credit score is acceptable with DU® Approve/Eligible findings or LP Accept findings.

Do all of my borrowers need to meet the minimum credit score requirement for CalHFA VA?

Yes. A minimum representative credit score is required for all borrowers.

Can I use Non-Traditional credit for the CalHFA VA loan?

No. Non-traditional credit is not eligible for the CalHFA VA.

Is manual underwriting permitted for the CalHFA VA loan?

No, manual underwriting is not allowed under the CalHFA VA loan program.

What is the maximum age of credit documents for the CalHFA VA loan?

CalHFA will follow VA guidelines for the age of the credit documents.

What is the maximum LTV/CLTV for CalHFA VA?

The maximum LTV is per VA guidelines. The maximum CLTV is 105%.

Does the borrower have to have a cash down payment for CalHFA VA?

No, CalHFA does not require a minimum borrower investment from the borrower. Please follow VA guidelines.

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FAQ's (cont.)

What fees and related charges are allowed for the CalHFA VA loan?

CalHFA allows:

- Customary origination fees not to exceed the greater of 3% of the loan amount or \$3,000
- Other customary fees such as credit report fee, appraisal fee, insurance fee or similar settlement or financing cost
- \$250 funding fee (payable to CalHFA's master servicer)
- \$75 tax service fee (payable to CalHFA's master servicer)
- \$10 Life of Loan Flood Certificate fee (payable to CalHFA's master servicer)
- In all cases the lender must meet federal and California lending laws regarding fees and charges.

Does CalHFA VA program require the borrower to be a first-time homebuyer?

No. This program is open to both first-time and non-first-time homebuyers. However, borrower must be a first-time homebuyer to be eligible for the MyHome or School Program loan program.

Does the Federal Recapture Tax apply to CalHFA VA?

No. The Federal Recapture Tax does not apply to this program.

Is homebuyer education required for CalHFA VA?

Homebuyer Education counseling is required for one occupying first-time homebuyer. Homebuyer Education is not required for non-first-time homebuyer(s).

- Online Homebuyer Education through [eHome™](#)
- Face-to-Face Homebuyer Education through [NeighborWorks America](#) or through one of the [HUD approved Housing Counseling Agencies](#)

Is a temporary buydown available for the CalHFA VA loan?

No, temporary buydowns are not permitted.

Will co-signers be allowed for CalHFA VA?

No, non-occupying co-signors are not permitted

Will non-occupying co-borrowers be allowed for CalHFA?

No. Non-occupying co-borrowers are not permitted.

Is there a re-lock fee for the CalHFA VA loan?

There is no re-lock fee. If the rate lock expires or the loan is cancelled, it can only be re-reserved and locked after a sixty (60) day waiting period, subject to guidelines in effect at that time.

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FAQ's (cont.)

I had to cancel a CalHFA VA loan reservation after the Notice of Commitment was issued. The sixty (60) days have now passed and I have re-reserved the loan. Do I need to submit a new file to CalHFA?

Yes. The lender must submit a new file to CalHFA with current documentation. Every file that has a new reservation number must have its own file and go through the approval process.

When will I be able to lock my interest rate for CalHFA VA?

CalHFA VA has two locking options. The rate can be locked at reservation or at any time during the reservation period if the float-to-lock option is chosen. All lenders must have full MAS access to lock the interest rate.

I have chosen the float option for CalHFA VA, and my loan has already been conditionally approved by CalHFA, but the rate has increased since approval. Do I need to have my loan re-underwritten?

Yes. Lenders may not lock a loan in MAS with an interest rate that is higher than the interest rate reflected on the CalHFA Notice of Commitment.

What is the rate lock period for CalHFA VA?

Lenders may lock the interest rate for sixty (60) days for both existing/ resale properties and new construction properties.

I cannot close my loan in time. Can I get a rate lock extension?

All rate lock extensions must be requested through CalHFA's Secondary Marketing Unit via email (ratelocks@calhfa.ca.gov) prior to the expiration of the current rate lock. Rate lock extension fees are posted on the [Rates & Reservation](#) page of the CalHFA website.

Can my borrower pay for the cost of the rate lock extension of the CalHFA VA?

Yes. The borrower(s) or seller(s) may be charged with the cost of the extension fee for the first mortgage, however you must follow TRID fee requirements. At the time of purchase by CalHFA's master servicer, the rate lock extension fee(s) are to be net funded from the lender's proceeds. Late fees on subordinate loans may not be charged to the borrower(s) and will be net funded at the time of purchase by CalHFA.

What if the borrower changes properties? Can I cancel the existing reservation and re-reserve the CalHFA VA?

Yes, reservations are borrower, property and lender specific. If the borrower changes properties, the existing reservation must be cancelled before a new reservation is made. The underwriting and program guidelines in effect at the time of the re-reservation will apply.

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FAQ's (cont.)

My borrower had a loan reservation with another lender, but now they want to go through me. Can I reserve for CalHFA VA?

If the rate was not locked on the other lender's reservation, the new lender may re-reserve the loan once the previous reservation is cancelled by the original lender. If the rate was locked by CalHFA, the new lender may reserve the loan after the sixty (60) day wait period from the original rate lock expiration.

Does a CalHFA VA loan simply need to be delivered to the master servicer by the rate expiration date?

No. The loan must be delivered and purchased by the master servicer prior to the rate lock expiration date. CalHFA suggests loan delivery by the 45th day for sixty (60) day rate locks or the 75th day for ninety (90) day rate locks, or earlier to ensure time to clear conditions and purchase prior to expiration date.

How often does the master servicer purchase for CalHFA VA?

The master servicer will purchase approved loans on a daily basis.

Sale Tools And Marketing Materials

1. [Government Program Matrix](#)
2. [Scenario Calculator](#)
3. [Loan Submission, Review and Purchase Flow Chart](#)
4. [CalHFA VA Flier](#)
5. [CalHFA VA Fillable Flier](#)
6. [Lending Heroes Flyer](#)
7. [Lending Heroes Fillable Flyer](#)
8. [Lending Heroes Spanish Flyer](#)
9. [Lending Heroes Spanish Fillable Flyer](#)
10. [Lending Heroes Korean Flyer](#)
11. [5 Easy Steps to Buying Your First Home Flyer](#)
12. [5 Easy Steps to Buying Your First Home Spanish Flyer](#)
13. [CalHFA and Listing Agents: a Great Team! Flyer](#)