

Down Payment Assistance Presenter: Jonathan Stansell





- Build credit
 - Cheap credit reports/FICO scores
- Pay down debt.
- Buy a home!



- **The Homebuyer Program**
 1. **Class – in Asheville or online**
 2. **Credit reports + FICO scores for \$10**
 3. **One-on-one counseling:**
 - **Waynesville**
 - **Franklin**
 - **Also Asheville, Brevard, Murphy, Hendersonville, and Marion.**

Down payment assistance

- So your client can afford to buy a house that meets their needs (more buying power).
- Often requires homebuyer classes.
- Two kinds:
 - Grants – like gift money
 - Loans – sometimes forgivable, sometimes not

Mission Home Help

- For Mission Health System employees who are first time homebuyers
- \$2,500 grant for closing and down payment
- Income: <\$54,500/year in Mission income
- Program takes at least 6 months.
- Contact: OnTrack WNC at 255-5166

The Banks Foundation

- For first time homebuyers who receive/d Section 8/Public Housing and completed a Family Self Sufficiency Plan.
- \$1000 grant for down payment.
- Income: <80% Area Median Income
- Apply: www.thebanksfoundation.org

80% Area Median Income

Haywood County

	1	2	3	4	5
People					
Income Limit	\$30,550	\$34,900	\$39,250	\$43,600	\$47,100

Workforce Housing Down Payment Assistance

- For those employed by government, in healthcare, or in education.
- \$2,000 grant for down payment
- Income: <\$56,000 for 1-2 people
<\$64,000 for 3+ people
- Application to be submitted by a realtor who is a certified Workforce Housing Specialist.
- Apply: www.homes4nc.org

Federal Home Loan Bank of Atlanta - Affordable Homeownership Assistance

- For first time homebuyers as well as law enforcement, firefighters, educators, health care workers, and veterans
- \$1000 to \$7500 grants for down payment
- Income: <80% Area Median Income
- Contact: BB&T, First Citizens, SunTrust, and Self Help Credit Union

NCHFA Down Payment Assistance

- For those receiving NCHFA's NC Home Advantage Mortgage.
- Loan for up to 3% of the loan amount for down payment. 0% interest. Forgiven after 15 years.
- Income: <\$85,000/year
- Lenders offering the NC Home Advantage Mortgage: www.nchfa.com

NCHFA Mortgage Credit Certificate

- Federal tax credit of 30% of the interest on your mortgage annually.
- Since the client will pay less in housing expenses (taxes) every year, lenders take this into consideration in qualifying.
- Lenders offering the Mortgage Credit Certificate: www.nchfa.com

Mountain Projects

- Housing Choice Voucher Homeownership Program
- Clients can use their Section 8 voucher to subsidize their mortgage payments
- For those receiving Section 8 and in the Family Self Sufficiency program
- Contact: Cheryl Wilkins at 452-1447 X118

Self-build Programs (Haywood Co.)

- New construction with “sweat equity.” Low to no down payment. Low to no interest.
- Mountain Projects’ Self Help Program
 - Income: 80% AMI
 - Contact: Anna Rogers, 828-452-1447 ext.127
- Haywood Habitat for Humanity
 - Income: 60 AMI%
 - Contact: 828-452-7960, admin@haywoodhabitat.org

Contact me.

- For a copy of this presentation or for brochures for your office:
 - Email jonathans@ontrackwnc.org
 - Or call me at 828.210.4954.



Mountain Housing Opportunities

Downpayment Assistance
USDA Direct Loan
Packaging



NCHFA Down Payment Assistance Community Partner Loan Pool

- For those receiving NCHFAs NC Home Advantage Mortgage.
- Loan for up to 15% of the purchase price
- 0% interest, 30 year term, \$0 deferred payment
- Income < 80% Area Median Income
- CPLP DAP does NOT increase the interest rate (as the 3% option does)
- Property must be no more than 10 years old

Mountain Housing Opportunities Loan Fund

- Downpayment Assistance Loans to eligible households in Buncombe, Henderson, Madison and Haywood Counties
- Loans up to \$14,900, 0% interest, 30 year term, \$0 deferred payment. Loan appreciates at the same rate as the property

MHO Downpayment Assistance Who is Eligible?

- Households earning < 80% Area Median Income
- Not currently a homeowner
- Borrower must have \$1,000 to place towards the purchase
- Borrower must have an affordable first mortgage product that meets MHO guidelines

MHO Downpayment Assistance Property Requirements

- **Property must be located in Buncombe, Henderson, Madison or Haywood counties**
- **No manufactured housing**
- **No construction loans**
- **Purchase price cannot exceed \$187,000**
- **Home inspection by NC-licensed inspector must be provided**

Mountain Housing Opportunities USDA Direct Loan Packaging



The USDA 502 Direct Loan is used to help low-income households purchasing in rural areas

- The interest rate can be subsidized to 1% and the term is extended to 33 years, which allows Borrowers to increase their loan amount while maintaining an affordable monthly payment

Mountain Housing Opportunities USDA Direct Loan Packaging

- MHO is an outside loan packager operating under a Memorandum of Understanding with USDA
- MHO provides prequalification and application materials. Loan package is submitted just before the appraisal is ordered
- Benefit – Loan packagers reduce the time needed to close the loan and offers a local contact for the Borrower
- There is a packaging fee of \$750 due at closing

For more information...

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