

Technical Assistance: Down Payment Products

RESERVATION PROCESS

RESERVING GRANT FUNDS FOR YOUR BUYER'S PURCHASE

Program Requirements and Helpful Guidance

Eligible Households

- Total household income may not exceed 80% of the area median income based on HUD State, County or NAHASDA income limits for Native buyers – whichever is highest
- Home\$tart buyers must be first time buyers defined as not having owned a home in the last three years with a few exceptions*
- Home\$tart may be used anywhere in the US and our three US territories and NAHI may only be used in our district – on or off tribal land
- Native American Homeownership Initiative (NAHI) households must meet native eligibility to participate and do not have to be first time homebuyers
- Community Land Trusts are an eligible program for grant use
- Homebuyer Education/Financial Counseling at least one homebuyer on the loan for each household must complete a course and provide a certificate at reservation and disbursement

https://www.fhlbdm.com/webres/File/products-services/2022AHPImplementationPlan.pdf#page=61

^{*}See the definitions list on our website here

Program Guidance and Requirements continued

Timing and Eligible Uses

- Reservations must be submitted when your buyer is under contract and prior to closing
- Reservations should be submitted 30 days before closing reservations are reviewed in the order received regardless of close date
- Grant funds may be used for Down Payment/Closing Costs, and Homebuyer Education/Counseling
- Members must advance grant funds at closing and submit for reimbursement post-closing

Documentation Resources and Income Inclusion

- Use the <u>Reservation Checklist</u> and the <u>Income Calculation Guidelines</u> to ensure all required documentation is being provided at submission
- All current household members should be added to the Household Summary and all income received included
- Part-time income, seasonal income, cash gifts, job offers, capital gains, interest income, and dividends must be disclosed

Program Guidance and Requirements

Real Estate Owned, Non-Arms Length & Seller Held Financing

- Non-arms length transactions must be disclosed at reservation submission
- Appraisals are required for REO and non-arms length transactions and when grant funds are being passed through to a third party except an approved non-profit developer
 - An As-Is appraisal that is no older than six months from the date of closing and supports the purchase price for the purchase transaction is required
- No seller held financing is permitted, except for a Habitat type program, with Bank approval

Collections, judgments, debts, and cash back

- Buyer can receive up to \$250 cash back at closing, and may also be reimbursed eligible closing costs that were prepaid – earnest money in excess of the limit may not be reimbursed
- Payment of collections, judgments, and personal debt at closing must be covered by the buyer's own cash contributions or gift funds at closing gifts of equity are not cash contributions and cannot be used as such
- Principle Reductions should be made to the first mortgage when cash back exceeds \$250 Members must
 ensure that the first mortgage or buyer cash to close is reduced to ensure the full grant amount is used and the
 principal reduction should be \$500 or less.

Program Guidance and Requirements

Eligible Financing

- Portfolio, Conventional, FHA, USDA, HeritageOne and VA are all eligible first mortgages and secondary financing is permitted – 1st mortgages must be 5 years in term and amortizing
- All financing must not exceed HOEPA thresholds and HELOC's are not permitted as they are considered cash back to the Buyer
- FHLB DM grants can be in any position and other Down Payment programs are permitted
- Grant funds are secured with a 5-year recorded Deed Restriction/Lease Addendum that selfextinguishes at the end of the term and may be eligible for early forgiveness and must be recorded/executed at the same time as the other documents securing financing for the purchase

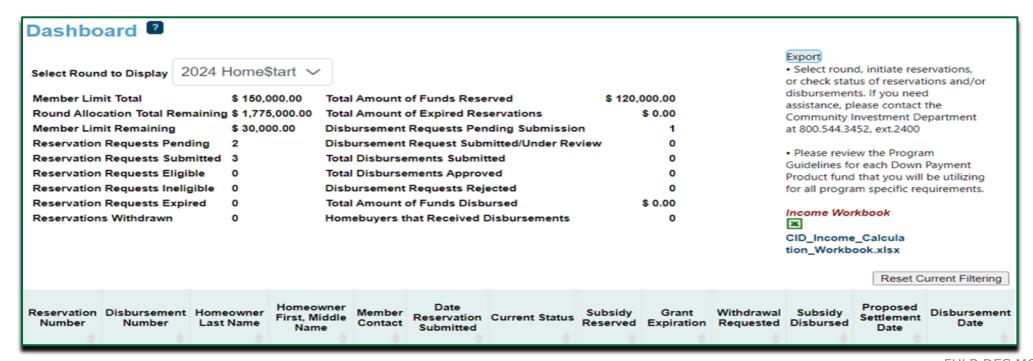
Ineligible loan types

- Escrowed construction loans are not eligible
- Rehabilitation and repair expenses may not be paid from grant funds inquire with Down
 Payment team staff to determine under what circumstances a loan with these features may be
 used

Accessing eAdvantage and the Dashboard

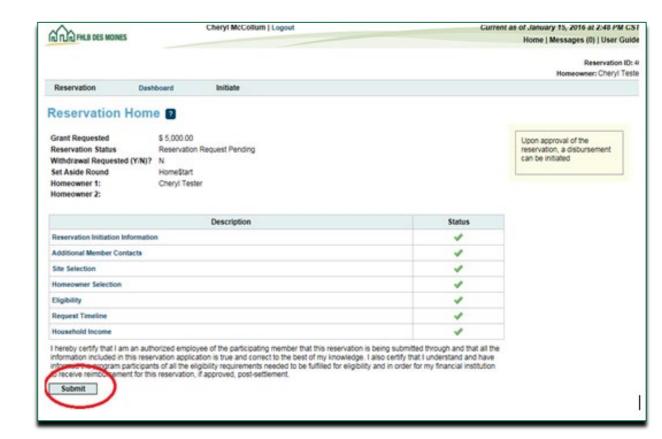
Reserving funds is managed through the Dashboard in DP Online

- Users access DP Online via eAdvantage found on the <u>Bank Homepage under Logins</u> and will need to be given access by their eAdministrator
- The Dashboard displays key information such as the remaining Member Cap available (Allocation) and the Round Allocation Remaining (balance of funds left in the pool at that time)
- Users select the Program for the current round they want to reserve funds in (Home\$tart or NAHI) and click Initiate to prompt the
 initiation of a Reservation



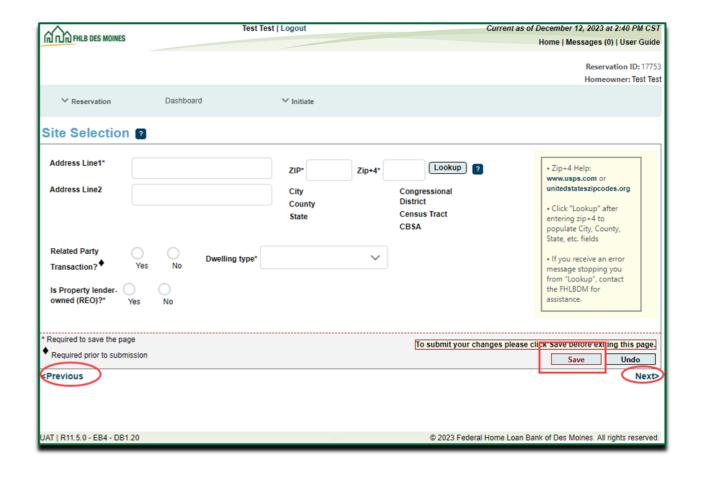
Reservation Timing

- A member has ten days to submit a reservation after it is initiated, or the reservation will expire and the funds will return to the pool
- Once a Reservation is initiated, the member must complete 7 sections in **Reservation Home** and the status must show a green check mark in order to Submit their reservation to FHLB DM staff
- The Reservation will be reviewed by FHLB Des Moines staff in the order received. Please see the website for current review timelines



System Navigation

- To navigate between sections, click on the section in the Reservation Home screen
- When in a section, use the Previous and Next buttons
- Always Save a section before leaving it



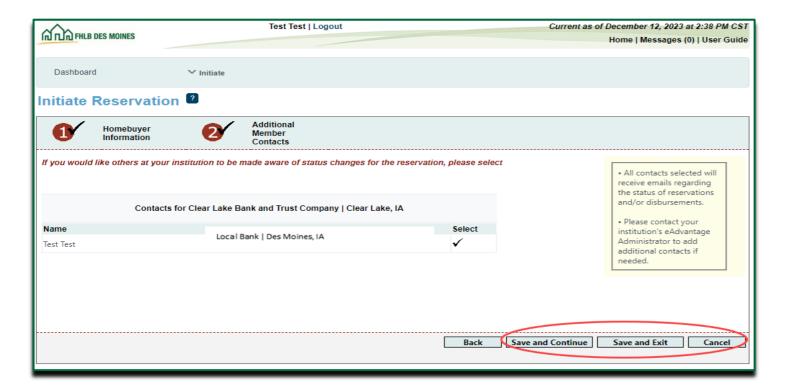
Initiating a Reservation

Sections One and Two on the Initiate Reservation screen must be completed to hold the funds for the buyer

- Click on each section to open it and save each section when completed
- Save the Initiate Reservation screen before leaving

Section One: Reservation Initiation Information – Buyer name must be entered accurately at initiation – placeholder names to secure a higher position in review order are not permitted and will be declined

Section Two: Additional Member Contacts



Save and Exit: This will initiate the reservation but not complete additional sections.

Save and Continue: To continue and complete additional sections of the reservation.

Cancel: If the reservation needs to be cancelled. This button will only be an option from the Homebuyer Information and Additional Contacts screens when first initiating the reservation.

Section One: Reservation Initiation Information

Grant amounts are maximum grant amount per household and only one program may be selected, as applicable

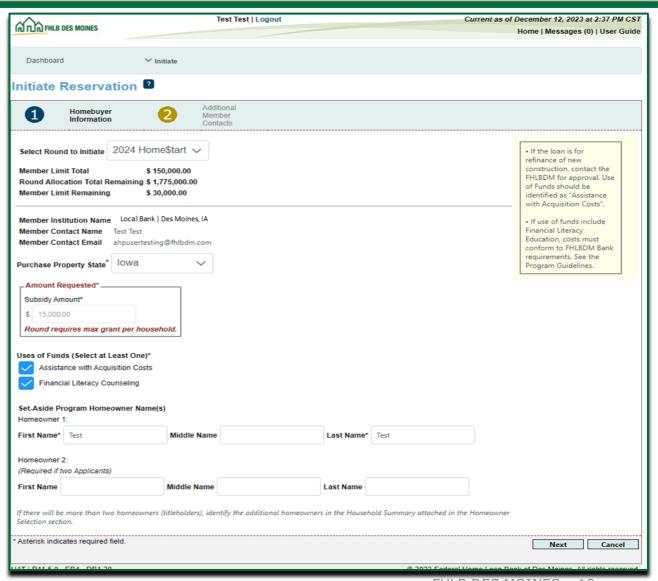
- Home\$tart grant \$15,000
- Home\$tart purchases in Hawaii \$25,000
- NAHI grant \$25,000

Select Use(s) of Funds

Complete the homeowner(s) information

- All persons included on title must be shown as a homeowner
- If there will be more than 2 title-holders, the additional title-holders will need to be identified on the Homeowner Selection Screen

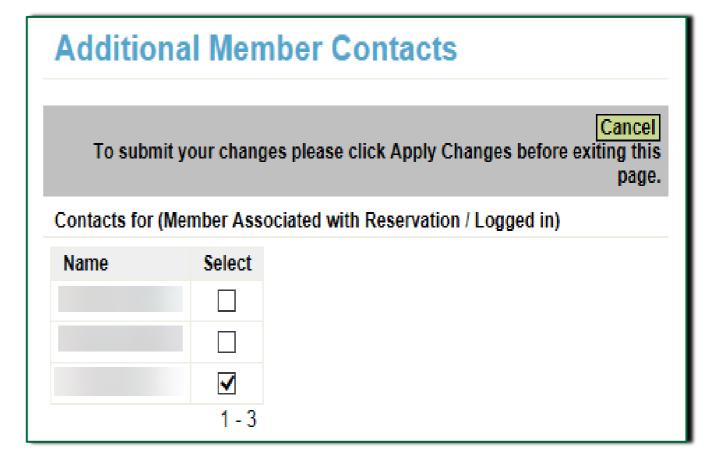
NOTE: The Bank permits non-resident co-signers, or guarantors on the transaction **only if they will not be on title and the buyers must qualify for their mortgage amount with only their own income!**



Section Two: Additional Member Contacts

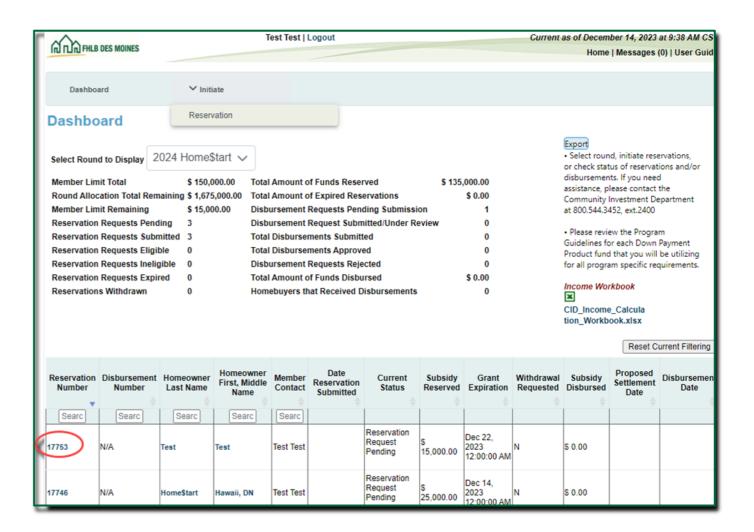
Select Member Contacts for the Reservation – FHLB DM requests more than one contact to ensure messages and requests for more information are received and addressed as quickly as possible.

 Member contacts will receive communication from FHLB DM via automatic emails and staff communication sharing the current status of the reservation, reminders and requests for more information



Reservation Process

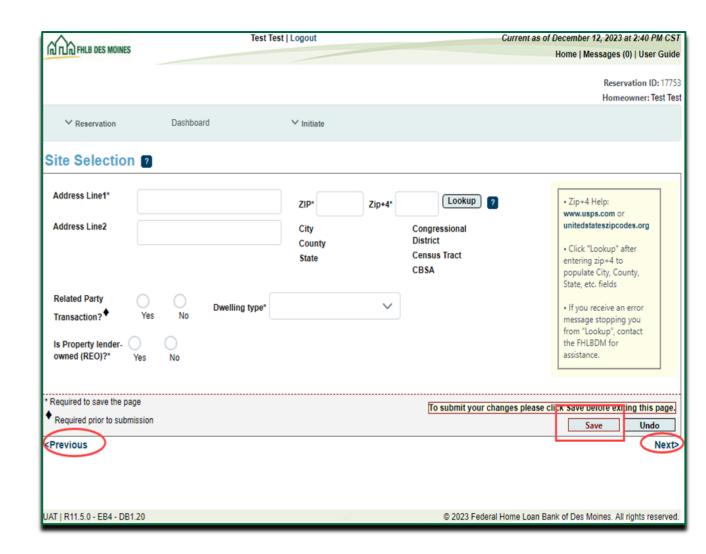
- If a reservation or a disbursement cannot be completed start to finish, log out and return to complete the work later, after saving
- When you log back into DP Online, locate the reservation or disbursement on the Dashboard
- Each reservation and disbursement is assigned a unique number. In this example, highlight is on the disbursement number. Searches can also be made by Homeowner name



Section Three: Site Selection Screen

- Complete the information for the property being purchased
 - If there is a property change after approval contact FHLB DM at dponline@fhlbdm.com
- Enter the zip code and zip+4. You may identify the zip +4 via www.usps.com or www.unitedstateszipcodes.org and the Lookup button will auto-populate the property information
 - Contact the team at <u>dponline@fhlbdm.com</u> regarding any errors you may experience.
- Related Party and REO/Member owned transactions require an appraisal to be uploaded

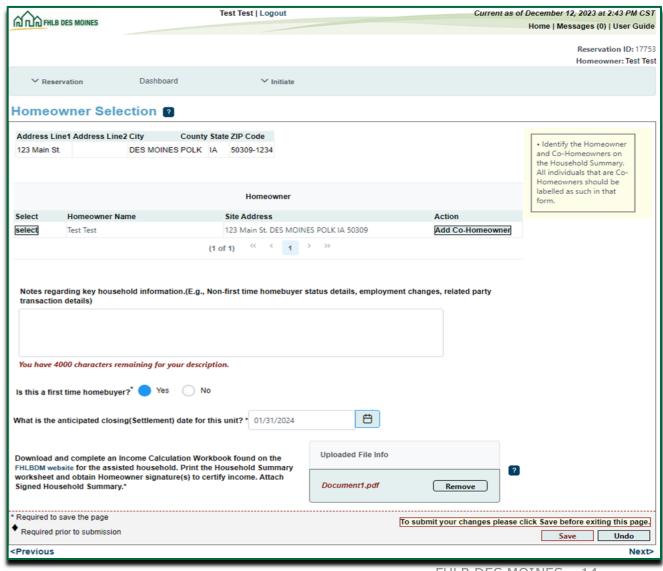
Multiple unit income generating properties such as a **duplex** require an appraisal, or a current lease and income will need to be included in the income calculation workbook



Section Four: Homeowner Selection Screen

- A notes box has been provided for Users to share key information regarding the reservation
- First-time homebuyer requirements
 All households in the Home\$tart program must have a first-time homebuyer* on the loan and title and one homebuyer on the loan must complete an approved homebuyer education course
- Enter the anticipated closing date of the transaction this date should correspond to the current purchase and sale agreement you have uploaded
- Attach the signed and dated Household Summary from the cover page of the Income Calculation Workbook
 - The Household Summary must be signed by all titleholders and adult income earners

*See the <u>First-Time Homebuyer definition</u> on our website



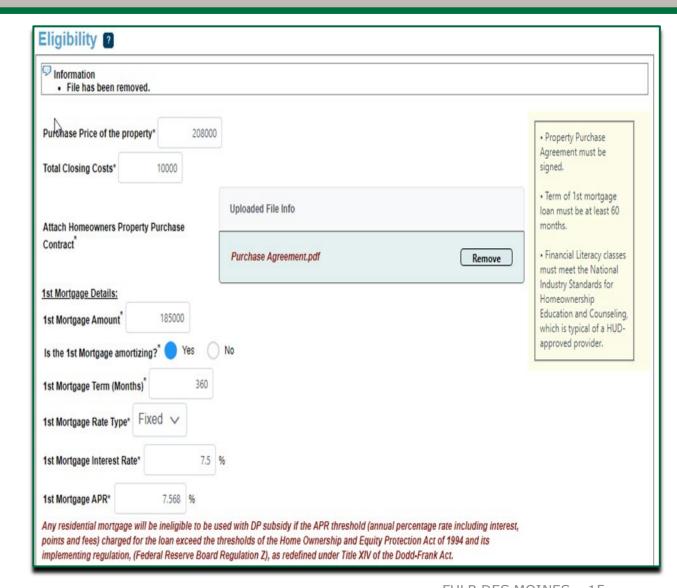
Enter the Purchase Price of the property

Enter the cumulative Total Closing Costs for all anticipated financing

Attach the Purchase Contract

- Buyer must be under contract with a future closing date at the time you submit the reservation
- The Purchase Contract must be signed by all parties and the purchase price cannot exceed the maximum purchase price limit for the location
- The purchase price limits for FHLBDM's District can be found on our website: https://www.fhlbdm.com/products-services/affordable-housing/income-and-purchase-price-limits/
- Purchases outside of District require the Member to contact our team at dponline@fhlbdm.com to request the purchase price limit

Enter 1st Mortgage Details including the loan type and the APR for Staff review and verification it does not exceed program thresholds



Enter other funding sources in Funding Sources Overview table.

The $1^{\rm st}$ mortgage and FHLB grant amounts will automatically populate from previous entries.

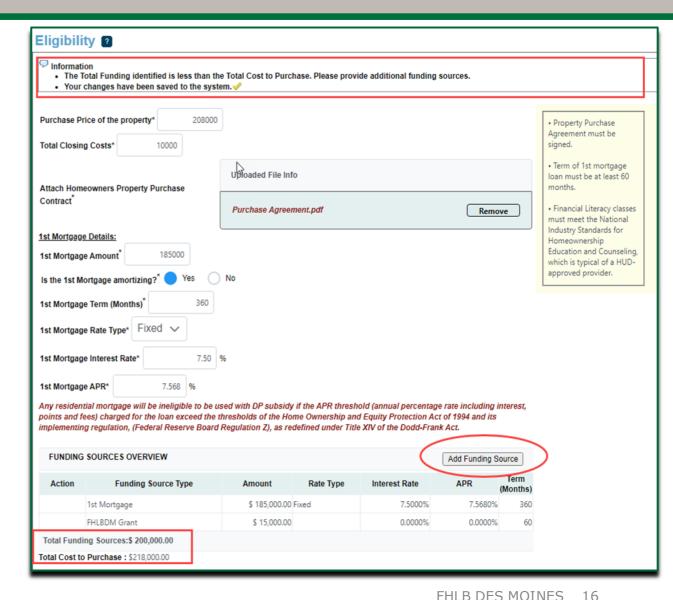
List all applicable funding sources for the transaction, providing loan terms for any amortizing/subordinate liens. Typical funding sources:

- Subordinate Amortizing Lien
- Grant (Non-FHLBDM)
- Deferred Downpayment Lien
- Buyer Funds/Earnest Money
- Seller Credit
- Gift Funds (provide letters)
- Gifts of Equity
- Cash to Close
- Other (provide explanation)

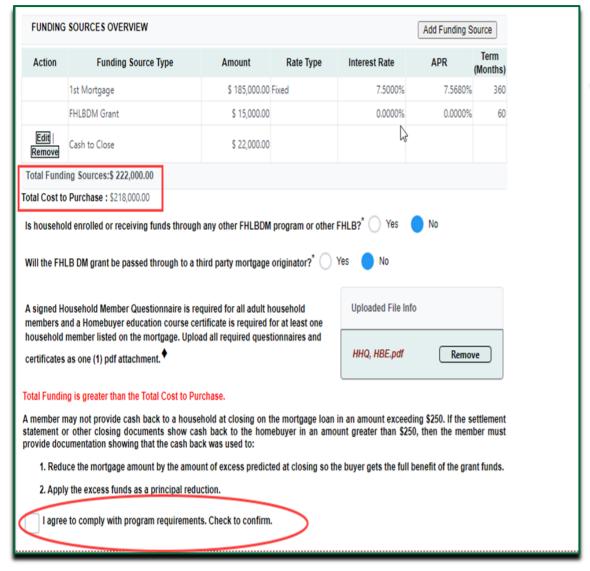
Funding gaps will prevent the saving of the screen and prevent file submission

When total of Buyer funds (earnest money, POC items, additional deposits, and cash to close) is \$10,000 or greater the household will need to provide the last two months bank statements for the source of funds. Deposits larger than \$500 will need to be explained and documented if applicable.

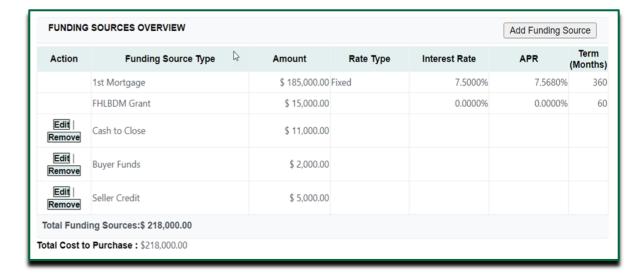
If the funding changes and the buyer is bringing more cash at closing that is at the threshold as noted documentation will be required at disbursement if not already vetted at reservation.



Classification | Internal



When Total Funding Sources exceed the Total Cost to Purchase messaging is triggered, reminding the submitter of cash back restrictions requiring confirmation of their agreement to comply with program guidelines



When the amount entered for funding and total closing costs balance you will see that clearly at the bottom of the Funding Sources Overview table

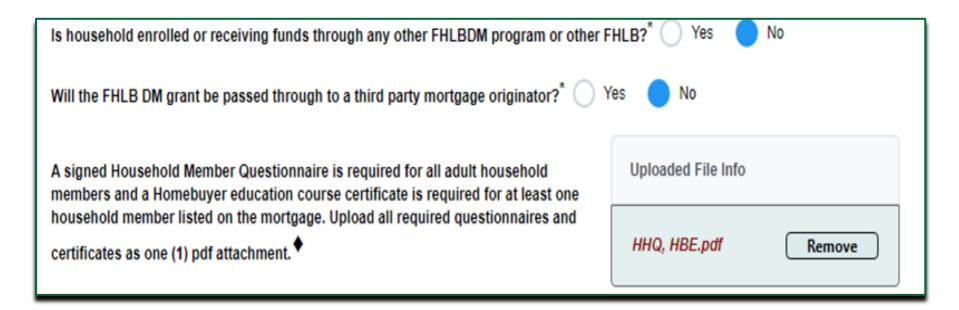
Additional questions:

Is household enrolled or receiving funds through any other FHLB Des Moines program or other FHLB?

A Home\$tart or NAHI grant award may not be used with funds from competitive AHP awards or other FHLB down payment assistance and only one program may be selected per household

Will FHLB Des Moines grant be passed through to a non-profit or other third-party mortgage originator?

If the property being purchased is also being financed by the seller (a non-profit or other third-party originator, for example: Habitat) be aware that seller held financing is not permitted except in Bank approved non-profit developer circumstances

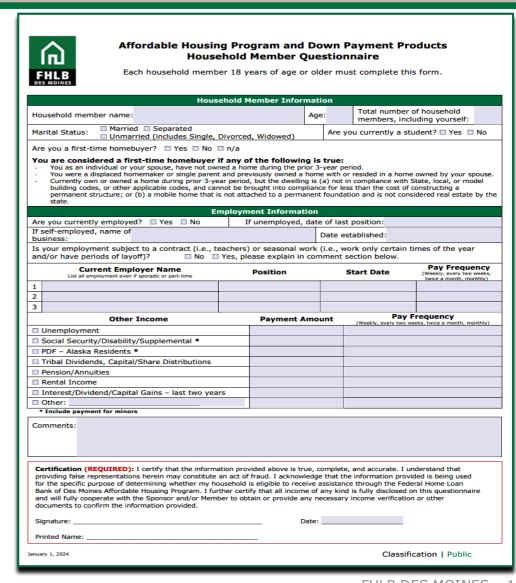


Household Member Questionnaires

- located on the Forms and Resources page
- This questionnaire must be completed by each household member, 18 years of age or older, regardless of whether they are on the loan or title
- Household members who do not receive income in any form or have special circumstances can clarify that information by making notes, if needed, in the comments box and signing the form

Common issues to look out for:

- Members, review your buyers forms before submission to ensure they are complete and signed as this information is used for verification
- Confirm with your buyer that all household members information and income have been included

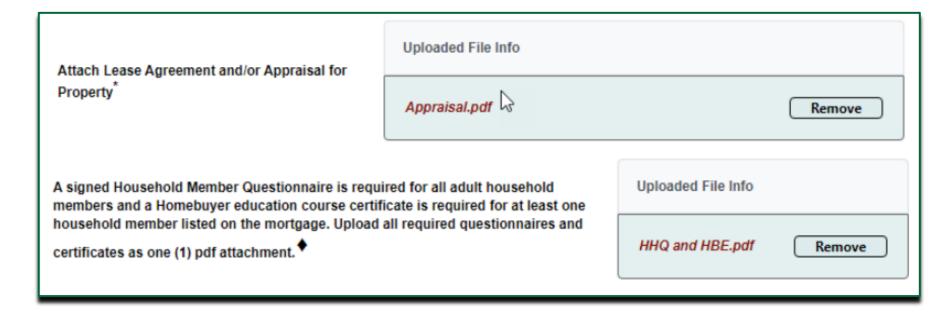


Homebuyer Education Certificates

- Homebuyer Education providers must have adopted the National Industry Standards
- The certificate must list the full correct name of the homebuyer and include the date the certificate was issued
- Each Household must have at least one homebuyer on the loan complete a Homebuyer Education Course

Appraisals must be provided when grant funds are being passed through to a third-party originator. Inquire with your analyst for exceptions.

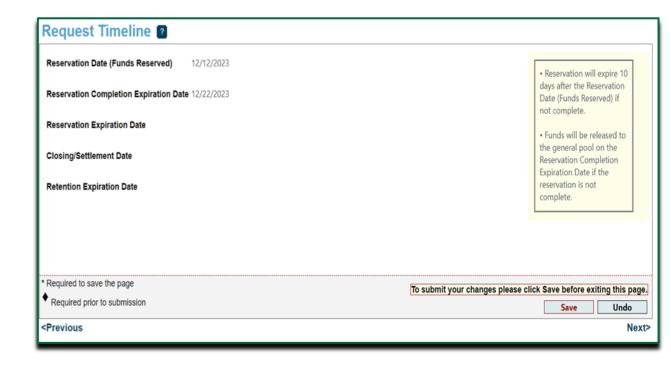
 Upload all required questionnaires and certificates as one attachment



FHLB DES MOINES 20

Section Six: Request Timeline Screen

- The Reservation Date (Funds Reserved) is the date the reservation was initiated in the system and is the Enrollment Date for the program.
- The Reservation Completion Expiration Date refers to the 10-day timeline to complete an initiation and submit the reservation before it expires
- The Reservation Expiration Date refers to the 120-day timeline the Member has to close the loan and submit a Disbursement to be reimbursed grant funds advanced at closing
 - This timeline begins when a reservation is determined eligible.



Section Seven: Household Income Screen

Select the highest income guideline that will be used to income qualify the household

- Non-native Buyers HUD County or HUD State limits
- Native Buyers HUD County, HUD State or Native American Income Guidelines (NAHASDA limits)

The Workbook is used to calculate household income per the <u>Income</u> <u>Calculation Guidelines</u>. The Guidelines and the Workbook are provided on the <u>Forms and Resources page</u> of our website.

Income Calculation Guidelines provide information on: Who to include/exclude in a household

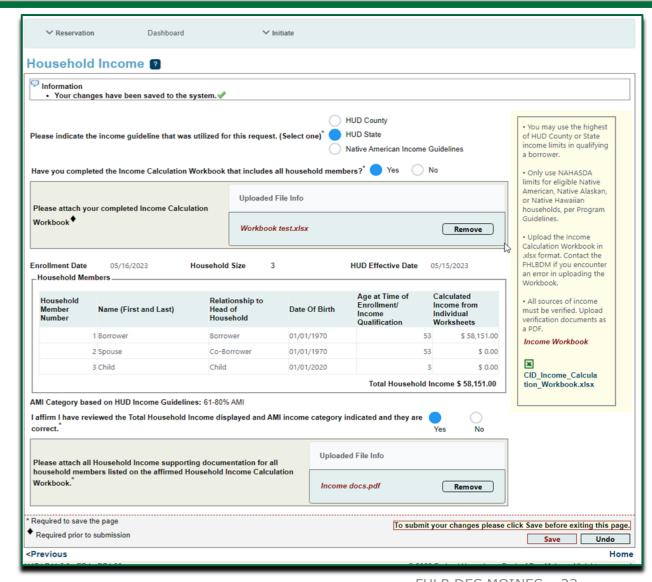
- Income to include/exclude
- Required income documentation
- Instructions on income calculation

The HUD and NAHASDA limits can be found on our website:

https://www.fhlbdm.com/products-services/affordable-housing/income-and-purchase-price-limits/

Attach the completed Income Calculation Workbook in Excel format

After attaching the Workbook, you will then be prompted to attach income documentation as one .pdf for all income receiving household members



Section Seven: Household Income

The **Household Summary** is the 1st page of the Income Calculation Workbook.

 Complete the Household Summary per directions found on the Instructions tab of the Income Calculation Workbook

When the Workbook is complete, print the Summary, have it signed by all homebuyers on title and all other adult income earning household members

- A second page is provided for additional adult income earning household member signatures. If not needed, please disregard page 2
- Upload a .pdf copy of the signed Summary in Section Four: Homeowner
 Selection

Household Summary form example. HOMEOWNERSHIP AHP & DOWN PAYMENT PROGRAMS Income Calculation Workbook - Household Summary be listed. For each income earning adult member of the household, enter that person's income on a separate worksheet (HH Member 1, HH Member 2, etc.). Print this page and obtain the signature of the Homeowner and C nal signature page for Co-Homeowners if necessary. Upload a copy of the signed form as ommunity Savings Bank * Enrollment Date 01/01/18 Household Size Zip: 50697 County: Age at Time of Calculated Enrollment / Income fron Head of Qualification Name (First and Last) John Doe 1/1/1963 \$48,000.00 \$0.00 Gary Doe \$0.00 4/8/2005 Martha Doe \$0.00 \$0.00 \$0.00 \$0.00 Q \$0.00 10 \$0.00 11 \$0.00 \$0.00 12 \$0.00 14 \$0.00 \$0.00 Certification: I certify that the information provided above is true, complete, and accurate. Junderstand that providing false representations ein may constitute an act of fraud. I acknowledge that the information provided is being used for the purpose of determining whether my ousehold is eligible to receive assistance through the Federal Home Loan Bank of Des Moines Affordable Housing Program. I further certify that all income of any kind is fully disclosed on this questionnaire, and will fully cooperate with the Program Administrator/Sponsor and/or Member to obtain or provide any necessary income verifications or other documents to confirm the information provided Homeowner Signature Co-Homeowner Signature

Section Seven: Household Income – workbook upload errors

If an error occurs when uploading the Income Calculation Workbook try these remedies, and if not successful, contact dponline@fhlbdm.com for support:



- Verify your household is under the chosen income limit otherwise an error will occur
- Verify all fields are completed and that no symbols or numbers are entered except for date and DOB's.
- Verify the Workbook is in .xlsx format. Try saving and uploading with an .xls file extension.
- Try another browser
- Make sure the document is not in "Read Only" mode.
- Try saving the workbook with a different name

If all items above have been tried, the Workbook you are using may be corrupted or an obsolete version. Go to the public website and start over with a new Workbook. To avoid corrupting the Workbook, do not cut/paste or insert formulas into Workbook cells.

Reservation Submission and Review

Submit the Reservation

Confirm all sections are complete on **Reservation Home** screen noted by a green checkmark.

Click **Submit***. A system-generated email is sent to the contacts associated with this request notifying them that the request has been submitted.

*Note: If the Submit button is not clicked, the reservation will expire 10 days after initiated even if all screens show a green checkmark.

Review and Clarifications

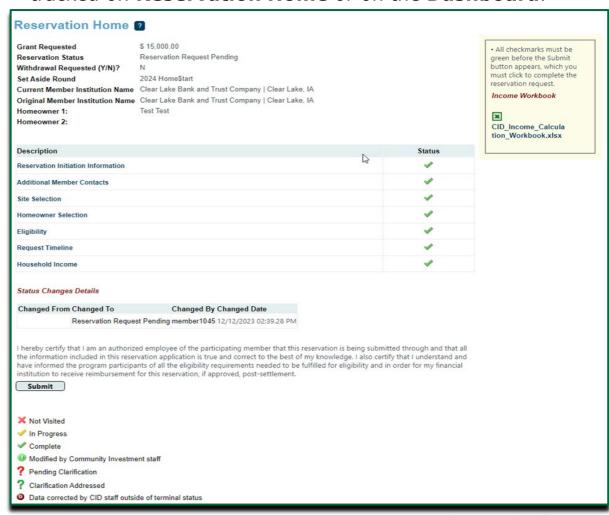
Bank staff will review the reservation in the order submitted. Contacts will receive a system-generated email requesting clarifications.

A "?" will appear in the Status of the Section requiring clarification on the Reservation Home screen. The member must **Submit** again after clarification.

Bank staff will approve or reject the reservation based on eligibility. Reservations that do not comply with program requirements will be rejected and the funds returned to the general program pool.

There will be a system-generated email to the contacts, and Bank staff will also notify the main member contact directly with details.

After submission, change in reservation status can be tracked on **Reservation Home** or on the **Dashboard**.



Reservation Approval and Next Steps

Members have 120 days from the date the Reservation is approved to close their purchase and submit a request for Disbursement.

Extension Requests

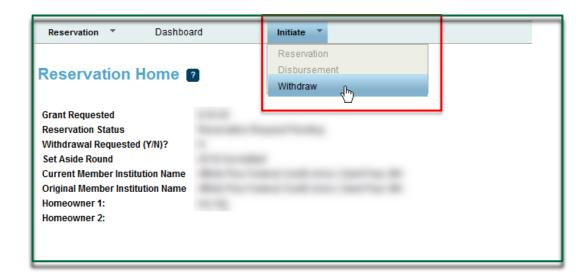
- If your transaction is unable to close during that 120-day timeframe, the Member will need to submit a written request for an extension prior to the reservation expiring.
- The request should include:
 - Reservation Number
 - Property address
 - Anticipated date of the closing
 - Reason for why the closing has not taken place
 - Request for an extension
- Once the letter is received, the extension may be approved at the discretion of the Bank. The member will be
 notified if the extension request has been approved and advised on the new expiration date of the extension. The
 date will be updated in the system.

Reservation Process – Withdrawing the Reservation

Reservations that do not close must be withdrawn to release the hold on your Member Cap and return the funds to the pool

On the DP Online Dashboard, select the Reservation number or homebuyer last name to enter the Reservation Home Screen

- Hover over Initiate and click Withdraw.
- Complete the Initiate Reservation Withdrawal screen by providing a short narrative on the reason for the withdrawal and click **Save**.
- No further action is needed.
- Users associated with the reservation will receive email notification once the withdrawal request has been approved by the Bank







Technical Assistance: Down Payment Products

APPENDIX: RESERVATION AND DISBURSEMENT STATUS CHANGES

Appendix for Reservation and Disbursement Status Changes

Status Descriptions		
Reservation/Disbursement Request Pending	A Reservation or Disbursement has been initiated, but not yet submitted. You may begin and save the progress on the request, then return to complete the work. All screens will need to be completed and then <i>submitted</i> before the expiration date.	
Reservation/Disbursement Request Submitted	The Reservation or Disbursement has been submitted and is now available for FHLB Des Moines to review and approve. You are no longer able to edit the this request.	
Reservation/Disbursement Clarification Request Pending	The Reservation or Disbursement has a clarification request outstanding. You can edit only the pages where FHLB Des Moines has indicated clarification is needed.	
Reservation/Disbursement Clarification Request Submitted	The Clarification has been submitted, returning the reservation request to FHLB Des Moines. You cannot edit the clarification once submitted.	
Reservation Request Eligible	The request has been reviewed, and FHLB Des Moines has determined the homebuyer is approved for a reservation. Disbursements may now be initiated and submitted within 120 days.	
Disbursement Request Approved	The request has been reviewed by FHLB Des Moines and approved. Funds will be deposited into the member's FHLB Des Moines Demand Deposit Account.	
Expired (Reservation Stage)	If a disbursement request was not submitted within 120 days of reservation approval, the reservation has expired. Reserved funds from expired reservations are automatically returned to the general first-come/first-served pool.	
Expired (Disbursement Stage)	If a disbursement request has been submitted, reviewed by FHLB staff, and has been in Clarification Pending status for 120 cumulative days, the disbursement has expired.	
Cla	The Disbursement is now in time is of the essence stage and Members need to request extensions on the expired disbursements and provide verification they are actively working the disbursement clarifications.	



Technical Assistance: Reservations

CONTACT THE TEAM

Contact Information: Down Payment Products

Community Investment:

Toll Free: 800.544.3452, ext. 2400

<u>DPOnline@fhlbdm.com</u> for general questions

Robyn Stevens Sr. DP Analyst	515.412.2426	rstevens@fhlbdm.com
Janelle Wright Sr. DP Analyst	515.412.2312	jwright@fhlbdm.com
Megan Sullivan DP Products Manager	515.412.2450	msullivan@fhlbdm.com

Thank you

Technical Assistance: Down Payment Products