



FHLB Des Moines Down Payment Partnership Opportunities

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FHLB Des Moines, Members and Community Providers - Partnerships with Impact

Members have a toolbox of resources offered by FHLB Des Moines

- Down Payment Products
 - Native American Homeownership Initiative (NAHI)
 - Home\$tart®
- Affordable Housing Program (AHP) – Competitive project-based funding for homeownership and rental projects
- Community Investment Advance (CIA)

Down Payment Products

Down payment and closing cost assistance for qualifying homebuyers on and off tribal and Hawaiian Home Lands



Up to \$150,000 per program/per member

- Assistance with down payment and closing costs
- Households at or below 80% of area median income, adjusted for family size
- Available on a first-come, first-served basis

Home\$tart | \$8.4 Million

- \$25,000 grant – in Hawaii
- For first-time homebuyers
- Home purchase follows member's service area

Native American Homeownership Initiative | \$600,000

- \$25,000 grant – in district
- For Tribal members – Native Hawaiians purchasing on Hawaiian Home Lands
- Home purchase in FHLB Des Moines district

Down Payment Products: Ways to Use

Members have three avenues to use down payment funding

1. Use down payment funds for their own customers
2. Partner with another lender who may be providing the first mortgage and/or the customer – passing through the grant funds
3. Partner with a non-profit such as a Habitat for Humanity, other lender on Hawaiian Home Lands etc. and pass through the grant funds

FHLB Des Moines products offer an opportunity for members to implement community impact through partnerships and collaborations.

Down Payment Products: How it Works

1. Member reserves funds for an eligible homebuyer
 - Income documentation
 - Purchase and sale agreement
2. FHLB Des Moines reviews and approves reservation
3. Member advances the grant to the homebuyer at closing, then submits a disbursement request to FHLB Des Moines
 - Closing disclosure
 - Retention agreements
4. FHLB Des Moines deposits funds in member's Demand Deposit Account (DDA)



*Homebuyers receive the full benefit of the grant after five years of ownership.
If sold or refinanced prior to term a pro rata payment or total forgiveness may be implemented.*

Down Payment Products

Helpful Tips for Success:

- Assign a champion at your institution – a subject matter expert who can guide your team, partners and customers through the ins and outs of accessing down payment funds
- Partner with Homeownership Counseling Agencies, CDFI's Homeownership Organizations to identify and access households that may qualify
 - Non-profit organizations
 - HUD counseling agencies
- Partner with the Department of Hawaiian Home Lands
 - Grant funds are passed through to a native Hawaiian purchasing on Hawaiian Home Lands – NAHI is an excellent resource for this partnership opportunity

Affordable Housing Program (AHP)

A competitive program that encourages partnerships between FHLB Des Moines member financial institutions and local housing providers (sponsors).



Up to \$3 million grants per project provided by members

- For acquisition, construction, or rehabilitation of affordable rental or owner-occupied housing
- To housing partners with an ownership interest in a rental project or are integrally involved in a homeownership project



Available annually on a competitive basis

- Applications due May 1
- Scoring criteria determines which projects are competitive

AHP: How it Works

Member partners with a housing sponsor

- Housing sponsor completes application
- Member reviews and submits application

FHLB Des Moines scores applications and conducts a feasibility review on competitive submission

Step-by-step assistance

- Video and resource guides available on our website
- Call our community investment staff



Community Investment Advances (CIA)

Reduced-rate source of funds for eligible loans in your community.



Up to \$20 million available per member

Reduced-rate advances with terms of one- to 30-years for:

- Single- or multi-family housing
- Community economic development
- Small business lending

Call to Action – Amplify your Community Impact

Participate and partner to access down payment products

- Down Payment funds available on a first-come, first-serve basis
- Funding is available year round

Collaborate with a Sponsor for rental and homeownership projects

- AHP applications due May 1
- Technical Assistance is available

Save on your cost of funds for FHLB Des Moines advances using Community Investment Advances

- Applications available year-round



Down Payment and Community Investment Department Contacts

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Community Investment Inbox

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Mahalo for your support!

