

# **CalHFA Conventional Program**

## **Fixed Rate**

#### **Purchase**

Occupancy	Number of Units	Maximum LTV/CLTV/HCLTV⁵	FICO	DTI <sup>3</sup>
Primary Residence 1 Unit SFR	1 Unit SER	97% <sup>1, 2</sup> / 105% <sup>4</sup>	≤ 80% AMI: 660	FICO ≥ 700: 50% <sup>3</sup>
	1 OIIII OI IX		>80% AMI: 680	FICO < 700: 45%

<sup>&</sup>lt;sup>1</sup>The maximum LTV for loans above the FNMA Conforming Loan Amount is 95%.

#### **Loan Product**

- 30 YR Fixed Rate only
- · Property must be located in CA
- Dream For All Minimum CLTV is 95%

## Eligible Products/Terms

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First Mortgage Product	Eligible Second Mortgage Products	
CalHFA Conv. (1st)	CalHFA 2 <sup>nd</sup> My Home Note: This must be paired with CalHFA Conv. (1 <sup>st</sup> )	
CalPlus Conv. (1 <sup>s)</sup> Note: must be paired with CalHFA 2 <sup>nd</sup> Zip	CalHFA 2 <sup>nd</sup> Zip Note: This must be paired with CalPlus Conv 1 <sup>st</sup> )  CalHFA 2 <sup>nd</sup> My Home Note: Zip must be in 3 <sup>rd</sup> lien position if paired with MyHome	
CalHFA Dream For All (1st) Note: must be paired with CalHFA Shared Appreciation 2nd	CalHFA Shared Appreciation 2 <sup>nd</sup> Note: This must be paired with CalHFA Dream For All (1 <sup>st</sup> )	

Fannie Mae HFA Preferred

 Use Fannie Mae's HomeReady® Lookup tool to determine if the borrower's income is less than or equal to the HomeReady 80% Area Median Income (AMI) Lower Income (LI) limit to be eligible for CalHFA's LI interest rate:

https://ami-lookup-tool.fanniemae.com/amilookuptool/

• All borrowers must always meet CalHFA's income limits:

### **Income Limits**

Standard:

https://www.calhfa.ca.gov/homeownership/limits/income/income.pdf

Dream For All:

https://www.calhfa.ca.gov/homeownership/limits/income/income-cadfa.pdf

- Borrower income may not be excluded or reduced, nor shall a borrower be removed to meet CalHFA income limit requirements.
- If the GSE requires the removal of any income or borrower to meet GSE guidelines the lender must document this in the loan file.
- Income not used for credit qualifying as per prior bullet will not be used by CalHFA

<sup>&</sup>lt;sup>2</sup>MH Advantage manufactured homes maximum LTV is 97%

<sup>&</sup>lt;sup>3</sup> Properties with Manufactured Homes are capped at 45.00% DTI

<sup>&</sup>lt;sup>4</sup> As per FNMA Community 2<sup>nd</sup> limit

<sup>&</sup>lt;sup>5</sup> Minimum CLTV for Dream For All is 95%



PRIME	
Guidelines	Follows FNMA HomeReady guidelines unless otherwise stated on this matrix. Guidelines on this matrix supersede those in the CalHFA Loan Program Handbook and matrices: <a href="https://www.calhfa.ca.gov/homeownership/programs/loans-conventional.pdf">https://www.calhfa.ca.gov/homeownership/materials/files/tool-matrix-conventional.pdf</a>
Down Payment Assistance (DPA)	MyHome (2 <sup>nd</sup> TD only)  Up to 3% of the lesser of sales price or appraised value  May be used for closing costs or down payment  Cannot be used for debt payoff  ZIP (2nd TD only unless combined with MyHome, then 3rd TD)  2% or 3% of first mortgage loan amount for closing cost only  Dream For All (2nd TD only)  Up to \$150,000 or lesser of 20% of the sales price or appraised value  May not be combined with MyHome or ZIP  May be used for down payment and/or closing costs  See Dream For All Voucher section at the end of the matrix for additional details  Notes (Apply to all):  No cash back allowed from DPA proceeds  Cannot be used to pay down borrower debt
Down Payment Assistance (DPA) Repayment Terms	MyHome   30 yr term   Not forgivable   Payments are deferred for the life of the 1st loan   1% simple interest rate   Due and payable at the earliest of the following events:   Transfer of title   Sale of Property   Payoff of the first loan   Formal filling and recording of NOD (unless rescinded)   Payments are deferred for the life of the 1st loan   Due and payable at the earliest of these events:   Transfer of title   Payoff or refinance of the 1st   Dan   Payoff or refinance of the 1st   Payments are deferred for the life of the 1st loan   Due and payable at the earliest of these events:   Transfer of title   Payoff or refinance of the 1st   Formal filling and recording of NOD (unless rescinded)   Payoff or refinance of the 1st   Payments are deferred for the life of the 1st loan   Payments are deferred for the life of the 1st loan   Payments are deferred for the life of the 1st loan   Payments are deferred for the life of the 1st loan   Payments are deferred for the life of the 1st loan   Payments are deferred for the life of the 1st loan   Payments are deferred for the life of the 1st loan   Payments are deferred for the life of the 1st loan   Payments are deferred for the life of the 1st loan   Payments are deferred for the life of the 1st loan   Payoff ampreciation share is equal to 0.75 times the Shared Appreciation Loan amount (i.e., the original principal amount) as a percentage of the home value.   Payments are payment of the loan amount and any share of appreciation on the Shared Appreciation Loan shall be due and payable at the earliest of the following events:   Transfer of title   Sale of the Property   Payoff of the subordinate loan principal balance   Refinance of the first loan   Payoff of the subordinate loan principal balance   Refinance of the first loan   Payoff of the subordinate loan principal balance   Refinance of the first loan   Payoff of the subordinate loan principal balance   Refinance of the first loan   Payoff of the subordinate loan principal balance   Payoff of the subordin





Ineligible Product Types	Homestyle Renovation, Homestyle Energy
Maximum Loan Amount	Maximum loan amount cannot exceed Fannie Mae Conventional loan limits by county
Loan Purpose	Purchase
Loan Limits	Per FHFA County Limits
Occupancy	Primary residence, owner occupied only Borrowers and spouses must reside in the U.S and occupy the property as their primary residence within 60 days of closing No non-occupying co-borrowers or co-signers
Temporary Buydowns	<ul> <li>2/1, 1/1 and 1/0 Permitted</li> <li>Allowable Buydown Contributors: Builder/ Seller; Lender; or Other Interested 3rd Party (as permitted per FNMA)</li> <li>Borrower Funded Buydowns are not permitted</li> <li>Buydown Agreement required to be in the file</li> <li>Qualify at Note Rate</li> <li>Refer to Fannie Mae Selling Guide for all other eligibility requirements</li> </ul>
	Eligibility
Borrower Eligibility	Acceptable Residency statuses:     US Citizen(s)     Non-US Citizen(s) who are lawfully present in the United States. This includes both Permanent Qualified Resident Aliens and Non-Permanent Qualified Aliens defined in the CalHFA Residency and Eligibility Guide     DACA Borrowers are permitted subject to requirements outlined in the Residency and Eligibility Guide     Loans to Limited Liability Corporations are not permitted     Must vest as an individual(s) per CalHFA guidelines
First Time Homebuyer	<ul> <li>All borrowers must be FTHB unless applying for a standalone CalHFA first mortgage</li> <li>Must not have owned a principal residence (a home in which they lived) or resided in a home owned by a spouse in the previous 3 years prior to execution of loan documents.</li> <li>Borrowers who have owned rental properties in the past three years must document that they have not occupied any of them as a principal residence in past 3 years</li> <li>Borrowers who own or have owned a manufactured home within the past three years may be considered a FTHB so long as: <ul> <li>The manufactured home is on leased land (park), or</li> <li>On land owned by the borrower AND the manufactured home was never permanently affixed</li> </ul> </li> <li>CalHFA Borrower Affidavit and Certification required for any borrower qualifying as First Time Homebuyer</li> <li>In community property states, a borrower cannot be considered a First Time Homebuyer if their spouse has had an ownership interest in a principal residence during the three year period prior to the execution of loan documents</li> <li>First Time Homebuyers must obtain a Home Warranty protection policy (see Home Warranty section below)</li> <li>If the borrower(s) is on a mortgage or on title to a property that is not their primary residence, A Letter of Explanation (LOE) and additional documentation to determine the borrower is a first-time homebuyer are required. Acceptable documentation would include: <ul> <li>36 months of cancelled rent checks, OR</li> <li>A Verification of Rent (VOR) from a property management company, or</li> <li>Alternative documentation that is proof of the borrower's residence at another location (e.g. utility bills, cable bills, trash bills showing the property address of service).</li> </ul> </li> </ul>





- PRIME	
First Time Homebuyer (continued)	Definition of ownership interest, directly or indirectly in a residential dwelling, includes, but is not limited to the following interests:  Fee simple • Community property • Life estate • Owner, borrower or co-borrower • Settlor or a vested beneficiary of a trust with the home as an asset • Interest in business entity with the home as an asset • Inherited properties
First-Generation Homebuyer	<ul> <li>Only Required for Dream For All</li> <li>At least one borrower must be a First-Generation Homebuyer: <ul> <li>A first-generation homebuyer is defined as a homebuyer who has not been on title, held an ownership interest or has been named on a mortgage to a home (on permanent foundation and owned land) in the United States in the last 7 years, and;</li> <li>To the best of the homebuyer's knowledge whose parents (biological or adoptive) do not have any present ownership interest in a home in the United States or if deceased whose parents did not have any ownership interest at the time of death in a home in the United States, or;</li> <li>An individual who has at any time been placed in foster care or institutional care (type of out of home residential care for large groups of children by non-related caregivers).</li> </ul> </li> </ul>
Homebuyer Education Requirements	All Programs  Homebuyer Education is required for one occupying first-time homebuyer:  Online Homebuyer Education through eHome™  In-Person or Virtual Live Homebuyer Education through NeighborWorks America, or through one of the HUD approved Housing Counseling Agencies  Certificates expire one year from issuance  Homebuyer Education is not required for non-first-time homebuyer(s)  Dream For All (in addition to above)  At least one borrower is required to complete the one hour, free Dream For All Homebuyer Appreciation Education and Counseling:  Dream For All Homebuyer Education
Co-Signers/Non- Occupant Co- Borrower's/Non- Purchasing Spouse	<ul> <li>Non-occupant Co-Signers and Non-occupant Co-Borrowers are not permitted</li> <li>Non-Purchasing Spouse may not be on title, the purchase agreement, have any vested interest in property or be added to title after closing</li> </ul>
Non-Arm's Length Transactions	Refer to Fannie Mae Selling Guide
	Credit
Underwriting	<ul> <li>Fannie Mae DU Approve/Eligible is required.</li> <li>HFA Preferred must be selected in the Community Lender product field in AUS</li> <li>CalFHA subordinate loans must be entered as Community Seconds</li> <li>Freddie Mac Loan Prospect Advisor (LPA) and other customized automated underwriting systems are not permitted</li> <li>Manual underwriting is not permitted</li> </ul>
CalHFA Approval	<ul> <li>Loan will be submitted to and approved by CalFHA prior to underwriter issuing CTC once loan is ready for CTC</li> <li>Find current CalHFA turn times here:         <u>CalHFA Turn Times</u> </li> </ul>
FICO Requirements	<ul> <li>All borrowers must have a credit score to be eligible for a CalHFA loan.</li> <li>Loans with income ≤ 80% AMI: 660</li> <li>Loans with income &gt; 80% AMI: 680</li> <li>Loans with DTI &gt; 50%: 700 (Max 45% for Manufactured Homes)</li> <li>Borrowers with no credit score not permitted</li> <li>Use middle score of lowest scoring borrower in tri-merge report (use lower of 2 scores if tri-merge only returns 2 scores or 1 score if only 1 score returned)</li> </ul>





Non-Traditional Credit	Not permitted	
Significant Derogatory Credit	Refer to Fannie Mae Selling Guide	
DTI	<ul> <li>FICO ≥ 700: 50% (Max 45% for Manufactured Home)</li> <li>FICO &lt; 700: 45%</li> </ul>	
	Employment/Income	
Employment/Income Verification	Employment and income documentation must comply with the requirements of the AUS Findings and the Fannie Mae Selling Guide.  Approved third party suppliers and distributors that generate employment and income verification reports are permitted for the purpose of verifying income and/or employment.  All sources of qualifying income must be legal in accordance with all applicable federal, state and local laws, rules and regulation, without conflict.  A 4506-C form is required to be signed at closing for all transactions.  MCC income not permitted  Transcript Requirements:  W-2/1099 transcripts will not be required for a borrower when all income for that borrower is derived from W-2 wage earner and/or 1099 fixed income sources.  Tax transcripts are required in the following circumstances:  When tax returns are used to qualify a borrower. The number of years provided must be based on the AUS findings. Income verified via tax returns includes but is not limited to the examples listed below:  Self-employment income  Other income sources (i.e. Dividend Interest, Capital Gains, Alimony, etc.)  When a written VOE form 1005 is used as standalone income verification.  Employment by family members  When amended tax returns have been filed, transcripts are required and must support the amended income  Note: Typically, tax returns and six to eight weeks after filing by mail. If the current tax return has been filed but the corresponding tax transcript is not yet available due to IRS lag times, the prior year's transcripts are required (depending on AUS requirement), in addition to the current tax returns must be reviewed to validate the stability of income/business and determine the reasonableness of any positive trends for the purpose of considering as qualifying income. Additional documents, (i.e. copies of cancelled checks for IRS Payment or IRS refund, or electronic filling receipt from the IRS indicating the SID and AGI that matches the return) may be required on a case-by-case basis.  In FEMA declared disaster areas, t	

Assets/Reserves		
Asset Documentation	<ul> <li>Asset documentation must comply with the requirements of AUS findings and the <u>Fannie Mae</u> Seller Guide</li> <li>Approved third party suppliers and distributors that generate asset verification reports are permitted for the purpose of verifying assets</li> </ul>	



# **CalHFA Conventional Program**

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Financing Concessions	Refer to Fannie Mae Selling Guide except for the following. Seller/Builder cannot pay for:     Payment of condominium fees     Personal Property     Down Payment Assistance	
Borrower Contribution	CalHFA MyHome may be used for entire downpayment (provided loan is eligible for 97% LTV).	
	Subordinate Financing	
Subordinate Financing/Down Payment Assistance	<ul> <li>105% max CLTV</li> <li>Other forms of Fannie Mae-approved Community Seconds are allowed with a standalone CalHFA 1<sup>st</sup></li> </ul>	
	Property/Appraisal	
Eligible Property Types	<ul> <li>1- unit SFR         <ul> <li>SFR with accessory unit's subject to CalHFA restrictions. Refer to ADU section for additional requirements.</li> </ul> </li> <li>Townhomes         <ul> <li>PUDs</li> </ul> </li> <li>Condominiums</li> <li>Leaseholds</li> </ul> <li>Manufactured homes subject to the following requirements:         <ul> <li>Double wide or greater</li> <li>Leaseholds not eligible</li> <li>MH Advantage requires a MH Advantage sticker applied by the home's manufacturer pursuant to an agreement with Fannie Mae. See <ul> <li>Fannie Mae Selling Guide</li> <li>for additional requirements.</li> </ul> </li> </ul></li>	
Ineligible Features/ Property Types	<ul> <li>Cooperatives</li> <li>Community Land Trusts</li> <li>Group Homes</li> <li>2 or more units</li> <li>Property that is subject to repairs (all repairs must be complete)</li> <li>Land trusts where the beneficiary is an individual</li> <li>Properties encumbered by Property Assessed Clean Energy (PACE) liens (that are not being paid off utilizing the Homestyle Energy program) at time of closing</li> <li>Single wide manufactured homes</li> <li>Loans with multiple ADUs</li> <li>Community Land Trusts that are not from a California Community Land Trust Network approved lender and not Fannie Mae Approved (never allowed for Dream For All)</li> <li>Properties that do not meet requirements of the CA Health and Safety Code</li> <li>MCCs</li> <li>Leasehold Manufactured Homes</li> <li>Escrow holdbacks</li> <li>Homestyle Energy</li> <li>Properties having energy retrofit upgrades encumbered by property tax assessed liens, including Property Assessed Clean Energy (PACE) liens, are not eligible for CalHFA first mortgage and/or down payment and closing cost assistance programs</li> </ul>	



# **CalHFA Conventional Program**

Appraisal Requirements	<ul> <li>Determined by AUS findings</li> <li>Appraisal Condition rating of C5/C6 or Quality rating of Q6 is not permitted</li> <li>Successful UCDP Submission Summary Reports (SSRs) from Fannie Mae and Freddie Mac required. Loans that include the proprietary messages that indicate 100% of the loans submitted with appraisals from the identified appraiser or supervisory appraiser will be reviewed, or that Fannie Mae or Freddie Mac will not accept appraisals from the identified appraiser or supervisory appraiser as applicable are not eligible.</li> </ul>		
Appraisal Transfers	Appraisal transfers are permitted in accordance with the Fannie Mae Selling Guide		
Appraisal Re-use	The re-use of an appraisal is permitted in accordance with the Fannie Mae Selling Guide		
Construction Conversion Transactions	Refer to Fannie Mae Selling Guide as applicable		
ADUs	<ul> <li>Accessory Dwelling Units (ADU), Guest houses, "granny" units and "in-law" quarters must meet these eligibility criteria:</li> <li>Property is defined as a one-unit property</li> <li>Multiple accessory units are not permitted</li> <li>Property meets all other FNMA guidelines and city/county zoning ordinances</li> </ul>		
Disaster Area Requirements	Follow Agency and Lender Disaster Area policy		
Escrow Holdbacks	Ineligible		
Geographic Restrictions	Property must be within the state of California		
Condominiums	Must be Fannie Mae Eligible		
	Special Restrictions		
High Cost Loans	Not allowed		
Higher Priced Mortgage Loans (HPML)	HPML allowed in accordance with Fannie Mae guidelines		
	Insurance		
Mortgage Insurance	<ul> <li>Required for LTV &gt; 80%</li> <li>The following MI types are permitted:         <ul> <li>Borrower Paid Monthly Premium</li> <li>Borrower Paid Single Premium</li> <li>Split Premium MI</li> </ul> </li> <li>Financed mortgage insurance premium must be included in the LTV and CLTV and are subject to High Cost loan calculations:         <ul> <li>Loans with HomeReady AMI ≤ 80%:</li> <li>Loans with HomeReady AMI &gt; 80%:</li> </ul> </li> </ul>		
	LTV Coverage LTV Coverage		
	95.01 – 97% 18% 95.01 – 97% 35%		
	90.01 – 95% 16% 90.01 – 95% 30%		
	85.01 – 90% 12% 85.01 – 90% 25%		
	80.01 – 85% 6% 80.01 – 85% 12%		



	Other Considerations
Age of Documents	<ul> <li>All credit documents must be dated within 120 days of the note date</li> <li>Preliminary title policies must be no more than 180 days old on the date the note is signed</li> </ul>
Escrow Waivers	Not permitted
Forbearance	Loans where the borrower is actively seeking a forbearance or any loan that is in an "active" forbearance status are ineligible
Home Warranty	<ul> <li>Must be disclosed in Final CD when required</li> <li>Required for all First Time Homebuyers unless: <ul> <li>Purchasing new construction</li> </ul> </li> <li>Home Warranty must cover the following items: <ul> <li>Water Heater(s)</li> <li>Air Conditioning</li> <li>Heating</li> <li>Oven/Stove/Range</li> </ul> </li> </ul>
Fees	Customary lender origination fees not to exceed the greater of 3% or \$3000 Other customary third-party fees such as credit report, appraisal, insurance or similar settlement fee or financing cost In addition to standard costs: \$250 Funding Fee \$10 Flood Cert \$75 Tax Cert  MyHome Max \$250 lender fees Zip Maximum \$50 lender processing fee on a Zip loan Dream for All Max \$500 processing fee All other normal customary 3 <sup>rd</sup> party fees allowed
CalHFA Reservation	Reserved at rate lock by Secondary Reserved by Processing after Underwriting Approval Once a reservation has been made, CalHFA does not permit substitutions for different properties, borrowers or lenders A fully executed sales contract by buyer and seller is required prior to reservation
Re-subordination Policy	MyHome and ZIP Not allowed, must be paid off in the event of a refinance of the first mortgage  Dream For All One time re-subordination allowed in the event of a first mortgage refinance: CalHFA Re-Subordinations
Dream For All Voucher	<ul> <li>To be eligible for Dream For All, borrowers must apply for a Dream for All Voucher.</li> <li>Vouchers will be issued via random drawing.</li> <li>Use the Dream For All Eligibility Worksheet to determine if the borrower is eligible for a Voucher</li> <li>If eligible, complete the <u>Dream For All Worksheet</u> Pre-Approval Letter and send it to your borrower. This is required for their Voucher application.</li> <li>In addition, borrower will need the following information for their Voucher application:         <ul> <li>Proof of current address: Government ID, utility bill, cell phone bill, insurance bill, voter registration bill or car registration</li> <li>Foster care documentation (if applicable): Foster Care Verification Form/Letter or court documents</li> <li>Information regarding their parents: names, dates of birth, current address, date of</li> </ul> </li> </ul>





### death if they've passed From 4/3 to 4/29, borrower will have the opportunity to apply for a Dream For All Voucher Once the application period has ended on 4/29. CalHFA will start to issue youchers to **Dream For All Voucher** randomly drawn applicants (Continued) After customer has received their voucher, a Pre-Approval request may be sent in, though not required Pre-Approvals for Dream For All will not be reviewed without a Voucher Voucher recipients will have 90 days to execute a purchase contract Example 1: \$100,000 A) Original Shared Appreciation Loan \$250,000 B) Original loan amount times 2.5 \$350,000 Loan plus modifier (A + B): This is the maximum amount due at time of payoff - maximum appreciation plus original loan amount. Formula for determining shared appreciation · Current value of the home as determined by CalHFA. · Minus the lesser of the original sales price or original appraised value of the property Multiplied by the shared appreciation percentage equals shared appreciation amount owed. See Examples 2 and 3. Example 2: 20% Shared Appreciation Loan Scenario: Borrower AMI is above 80% AMI and up to CalHFA Income Limits \$500,000 (A) Original sales price or original appraisal, whichever is less x 0.20 20% of the sales price \$100,000 (B) Shared Appreciation Loan At time of sale, refinance or other transfer new value is \$700,000 \$700,000 (C) New Value \$200,000 Appreciation (C - A) **Dream For All Shared** x 0.20 20% of the Appreciation **Appreciation Examples** = \$40,000 (D) Borrower owes: \$100,000 Original Shared Appreciation loan (B) + \$40,000 Program Share of Appreciation (D) \$140,000 Total (B + D) Example 3: 20% Shared Appreciation Loan Criteria: Borrower AMI is under and up to 80% AMI \$400,000 (A) Original sales price or original appraisal, whichever is less x 0. 20 20% of the sales price = \$80,000 (B) Shared Appreciation Loan At time of sale, refinance or other transfer, new value is \$600,000 \$600,000 (C) New Value \$200,000 Appreciation (C - A) x 0.20 20% of the sales price = \$40,000 (D) x 0.75 Factor for program share of appreciation = \$30,000 (E) Program Share Of Appreciation Borrower owes: \$80,000 Original loan (B) + \$30,000 Program Share of Appreciation (E)

= \$110,000 Total owed to program on sale





Change Log:

Effective 4/3/2024	Clarified min. CLTV for Dream For All is 95%