Work Session

Discussion of Initial Programming for the Housing Reserve Fund

Recommended Council Action

Discussion purposes only with Council to provide direction to staff on initial programming proposal

Context with Key Issues

Informed by the Community Conversation on Affordable Housing, the Council has prioritized work in the upcoming year to ensuring that there are a range of safe, quality and stable housing options available to residents of all incomes. This commitment is reflected in the City's FY17 budget, which includes funding for an affordable housing study, slated to begin this fall, and a set aside of \$400,000 for a new housing reserve fund. The specific use of this fund was undetermined at the time the budget was adopted with the understanding that the fund would be more fully defined following the completion of the planned housing study.

The Council has expressed a desire to program a portion of the reserve funds prior to completion of the planned study. Recognizing the cost of purchasing a home in Takoma Park can be prohibitive, the Council is asked to consider setting aside a maximum of \$50,000 for down payment assistance to income qualified first-time homebuyers through the State of Maryland's Community Partners Incentive Program (CPIP). Under this scenario, the City would be responsible for administering and marketing the program, including verification of the eligibility of the prospective homebuyer and working with the lender selected by the homebuyer. Assistance could be provided in the form of a grant or low interest or forgivable loan. Additional details can be found in the accompanying guidelines.

Council Priority

A Livable Community For All – Ensure that we have a range of safe, quality, and stable housing options for residents of varying incomes.

Environmental Impact of Action

N/A

Fiscal Impact of Action

As proposed, a maximum of \$50,000 of the Housing Reserve Fund's \$400,000 budget would be earmarked for down payment assistance through the Maryland Mortgage Program's Community Partners Incentive Program (CPIP). Additional ongoing staffing costs, as yet undefined, would be incurred to administer the program.

Attachments and Links

- Community Partners Incentive Program (CPIP)
- Maryland Mortgage Program Eligibility Requirements
- Maryland Mortgage Program Information Packet

Prepared by: Sara Anne Daines, HCD Director Approved by: Suzanne R. Ludlow, City Manager

COMMUNITY PARTNERS INCENTIVE PROGRAM (CPIP)

COMMUNITY PARTNER GUIDELINES

The Community Development Administration (CDA) is offering to provide additional downpayment and settlement assistance to homebuyers who (1) are eligible for and receive a Maryland Mortgage Program (MMP) loan, and (2) receive a financial contribution for the purchase of their home from a Community Partner participating in the Community Partners Incentive Program (CPIP).

Note: Under the *Maryland Mortgage Program*, private lenders originate the loans, and CDA then purchases the loans from the private lenders.

1. Type of CPIP Assistance

The CPIP assistance from CDA is in the form of a <u>0% deferred payment loan</u> through CDA's Downpayment and Settlement Expense Loan Program (DSELP). Homebuyers may also be eligible for other types of downpayment and settlement expense assistance under the standard *Maryland Mortgage Program* loan products. Homebuyers should discuss the types and terms of loan products available with their lender, including types of down payment and settlement expense assistance they may be eligible to receive in addition to CPIP.

2. Participating Community Partner

A Participating Community Partner is a Community Partner who has agreed to participate in CPIP. A Participating Community Partner must complete and submit to CDA a Community Partner Participation Agreement to become a Participating Community Partner. A Community Partner may be a foundation, nonprofit organization, or local government interested in expanding workforce housing opportunities.

3. Eligibility of Borrower

To participate in CPIP, the borrower must:

- a. Be a homebuyer who is receiving assistance from a Participating Community Partner to help purchase a home;
- b. Be eligible for and receive a *Maryland Mortgage Program* loan. If a homebuyer does not receive a *Maryland Mortgage Program* loan, the homebuyer is not eligible for the CPIP assistance.
- c. Receive the Participating Community Partner's contribution at settlement of their MMP loan.

4. Community Partner Contribution

The Participating Community Partner's contribution may be in the form of a grant or a loan. The Participating Community Partner shall make its contribution available at the time of settlement of the homebuyer's *Maryland Mortgage Program* loan.

5. Other Eligible Contributions to the Homebuyer

If a homebuyer meets the eligibility requirements of Section 3 above, contributions from other resources will also be eligible for a CPIP match. If eligible, these contributions will be added by the lender to the contribution being made by the Participating Community Partner. These contributions may be in the form of a grant or loan, and shall be made available at the time of settlement of the homebuyer's *Maryland Mortgage Program* loan.

6. The Amount of the CDA's CPIP Loan

After receiving the required information from the homebuyer regarding all contributions from the Participating Community Partner as well as other sources, if any (see Section 5 above), the lender will add the eligible contributions together to obtain the total match contributions being provided to the homebuyer. In addition to the standard assistance CDA provides under the *Maryland Mortgage Program*, CDA will provide CPIP assistance in the form of a 0% deferred DSELP loan in an amount not to exceed \$5,000.

CDA will be responsible through the lender for providing its CPIP assistance at the settlement of the homebuyer's *Maryland Mortgage Program* loan.

Note: CDA reserves the right to change the amount of assistance to be provided under CPIP and/or the terms of the assistance, not less than 30 days after notifying the Participating Community Partner of any changes.

7. Participating Community Partner's Responsibilities and Procedures

- a. Sign and return to CDA the Community Partner Incentive Program Participation Agreement.
- Oualify homebuyers for any eligibility requirements that the Community Partner may establish in order for the homebuyer to receive the Community Partner's contributions for down payment and settlement expenses.
- c. Determine the type of financial contributions the Community Partner will provide (grant or loan). Prepare the internal documentation necessary for the Community Partner's contribution. The Community Partner is responsible for servicing any loan it provides to a homebuyer.
- d. Ensure that the Community Partner's financial contribution is available at settlement. Note: If the Participating Community Partner fails to provide its financial contribution at this time, the homebuyer may not be eliqible to receive the *Maryland Mortgage Program* loan and the CPIP/DSELP loan.
- e. Designate an authorized representative who will coordinate with the CDA lender. The authorized representative will:
 - 1. Complete and sign the "Verification of Partner Contribution" form;
 - 2. Instruct the homebuyer to return the signed "Verification of Partner Contribution" form to the homebuyer's lender; and
 - 3. Coordinate with the CDA lender to ensure that the Community Partner's contribution is made available at the settlement of the homebuyer's *Maryland Mortgage Program* loan.
- f. Direct the homebuyer to DHCD's website, www.morehouse4less.com, and CDA Single Family Programs toll-free telephone line, 1-800-638-7781, for information regarding CPIP and the *Maryland Mortgage Program*, including a list of CDA-approved participating lenders.
- g. The Participating Community Partner will notify CDA in writing should it choose to terminate participation in CPIP. The notice must include an effective date of termination of participation. The Participating Community Partner is expected to honor any active "Verification of Partner Contributions" that it may have provided to homebuyers prior to the effective date of termination.

8. Duration/Termination of CPIP

- a. These Community Partner Guidelines are effective December 5, 2007.
- b. CDA anticipates that CPIP will remain open for a substantial period of time; however, if CDA determines it is in the State's best interest, CDA may close CPIP. Should CPIP close, CDA will notify the Community Partner in writing at least 30 days prior to closing CPIP. All CPIP applications from homebuyers with a Verification of Partner Contribution from the Participating Community Partner in place <u>prior</u> to notification by CDA of the closing of CPIP will be honored by CDA.
- c. CDA may terminate the CPIP participation of any Participating Community Partner should the Community Partner fail to follow the CPIP guidelines.





 $Email: \underline{SingleFamilyHousing@mdhousing.org} \cdot 410-514-7530 \cdot Toll-free \ 1-800-638-7781 \cdot Fax: 410-987-4136$

COMMUNITY PARTNERS INCENTIVE PROGRAM (CPIP)

FREQUENTLY ASKED QUESTIONS

Q. What is the Community Partners Incentive Program?

The Community Partners Incentive Program enables eligible homebuyers to receive more downpayment and/or closing cost assistance than is available through the standard downpayment and closing cost assistance programs.

Q. Who qualifies for Community Partners Incentive Program?

Any borrower who receives a contribution for downpayment and/or closing cost assistance from a participating community partner and who is receiving a loan under the Maryland Mortgage Program (MMP) may participate in the Community Partners Incentive Program.

Q. How does it work?

DHCD will match contributions dollar-for-dollar, up to \$5,000, toward downpayment and closing costs from participating community partners. The community partner's contribution may be combined with assistance from other entities; however, the Community Partners Incentive Program match will not exceed \$5,000. The match is in the form of a 0% deferred loan that is repayable at the time of payoff or refinance, or upon the sale or transfer of the house. This assistance is over and above what is available through the standard downpayment and closing cost assistance programs, allowing some borrowers to have more choices in buying a home.

Q. What are the standard downpayment and closing cost assistance programs offered by DHCD?

There are three types of closing cost assistance available:

- DSELP a deferred loan at 0% for borrowers purchasing a home with a purchase price of \$200,000 or below
- MMP+2% a grant equal to 2% of the loan amount (grant is repayable in full upon sale, transfer, or refinance within the first four years from date of closing; completely forgiven after 4 years)
- MMP+3% a grant equal to 2% of the loan amount (grant is repayable in full upon sale, transfer, or refinance within the first four years from date of closing; completely forgiven after 4 years)

Q. May I apply for assistance from more than one of the standard downpayment and closing cost assistance programs?

You may select either the DSELP loan or a grant through the MMP+2% or MMP+3% Program.

If you elect to use the MMP+2% or MMP+3% Program, you will pay a slightly higher interest rate and,

- if your loan is insured by FHA, MMP+2% or MMP+3% may be used to fund closing costs only.
- if your loan is insured by a private mortgage insurance company or guaranteed by VA or RHS, MMP+2% or MMP+3% may be used to fund both downpayment and closing costs as permitted by the insurer/guarantor.

Q. Who is eligible for DSELP, MMP+2% or MMP+3%?

Individuals or families who are approved to purchase a home using a loan through the *Maryland Mortgage Program* can apply for assistance.

Q. How does the Community Partners Incentive Program help when I am purchasing a home?

- Borrowers who are eligible for a DSELP loan (DSELP may only be used if home purchase price is \$200,000 or less) through the *Maryland Mortgage Program*, can receive up to an additional \$5,000 from Community Partners Incentive Program (based on dollar-for-dollar matching contributions) to add to the amount available under the regular DSELP Program.
- Borrowers who select an MMP+2% or MMP+3% grant through the Maryland Mortgage Program Maryland Mortgage Program, can receive up to an additional \$5,000 from Community Partners Incentive Program (based on dollar-for-dollar matching contributions) to add to the 2% or 3% closing cost assistance grant.

Example 1: Community partner	contribution = \$5,000
DCELD Is as	

DSELP loan	\$2,500
Community partner contribution	\$5,000
Community Partners Incentive Program dollar-for-dollar match	
Total closing cost assistance	\$12.500

Example 2: Community partner contribution = \$5,000	
MMP+2% grant (based on \$250,000 loan amount)	\$ 5,000
Community partner contribution	\$ 5,000
Community Partners Incentive Program dollar-for-dollar match	\$ 5,000
Total closing cost assistance	\$15,000
·	
Example 3: Community partner contribution = \$5,000	
MMP+3% grant (based on \$250,000 loan amount)	\$ 7,500
Community partner contribution	
Community Partners Incentive Program dollar-for-dollar match	\$ 5.000
	+ 0/000

Q. I am able to get assistance from another entity as well. Can I use Community Partners Incentive Program in conjunction with that assistance?

Yes. The other entity assistance can be combined with the community partner's contribution; however, the amount of the dollar-for-dollar match provided through the Community Partners Incentive Program will not exceed \$5,000.

Example

DSELP loan	\$2,500
Community partner contribution	\$1,000
Other entity contribution	\$1,000
Community Partners Incentive Program dollar-for-dollar match	
Total closing cost assistance	\$6,500

Q. Who are the participating community partner partners?

The Maryland Department of Housing and Community Development maintains a list on the www.morehouse4less.com website, of community partners who are concerned about affordable housing and have agreed to participate in the program.

Q. How do I get started?

Contact a Community Partner to get information on their eligibility criteria and how much assistance may be available to you.

Q. What do I do after I find out what is available through my community partner?

- 1. Complete homebuyer section of the Verification of Partner Contribution form and give it to your community partner to complete the appropriate section. Your community partner may be able to help you determine if additional contributions are available from other entities.
- 2. Select a participating CDA lender and make an appointment to pre-qualify for a Maryland Mortgage Program loan.
- 3. Provide the lender with the original of the fully completed and executed Verification of Partner Contribution form.
- 4. Talk to your lender about homebuyer education <u>before</u> signing a contract of sale. Please note that the City of Baltimore and Anne Arundel, Baltimore, and Harford County, you must meet certain homebuyer education/housing counseling requirements. Refer to the Counseling information on our website.

Q. Where can I get additional information?

You may call toll-free at 1-800-638-7781 or visit our website at www.morehouse4less.com.

Please note: If borrower is requesting assistance through the Downpayment and Settlement Expense Loan Program (DSELP) and/or the Community Partner Incentive Program (CPIP) on a property located in the City of Baltimore or Anne Arundel, Baltimore, or Harford County, the borrower must meet the applicable requirements. Refer to the Counseling information on our website.





COMMUNITY PARTNERS INCENTIVE PROGRAM (CPIP)

VERIFICATION OF PARTNER CONTRIBUTION

Instructions to Participating Community Partner: The Community Partner shall provide this form to homebuyers whom the Community Partner has agreed to provide a financial contribution under the Community Partners Incentive Program (CPIP). After the homebuyer has completed and signed Part I of this form, the Community Partner is responsible for completing and signing Part II. The Community Partner shall then return the form to the homebuyer and instruct them to return it to their CDA-approved participating lender.

Instructions to Homebuyer: Complete and sign Part I of this form, then have your Community Partner complete and sign Part II. After your Community Partner has completed Part II, you must provide this form to your CDA-approved participating lender. If you are receiving additional contributions from other entities, you must have the entity complete page 2 of this form before returning it to your lender. For a list of CDA-approved participating lenders, you may visit the Maryland Mortgage Program website (www.morehouse4less.com) or call the CDA Single Family Programs at 1-800-638-7781.

I. Homebuyer Information Present Address: City:_____ State:____ Zip Code: _____ New Home Address:_____ City: _____ State: Maryland Zip Code: _____ Signature of Homebuyer Date II. Participating Community Partner Verification Participating Community Partner Name: I hereby verify that: The homebuyer meets the Community Partner's eligibility requirements for the CPIP; A. The Community Partner will provide a grant/loan in the amount of \$______ to the B. homebuyer to be used for the purchase of the home. Authorized Signature Title Date

(Continued)

Othe	r Entity Name:		
I here	eby verify that:		
A. B.	The borrower meets the entity's eligibilit The entity will provide a grant/loan in the purchase of the home.		to the borrower to be used for the
Auth	orized Signature	Title	





III. Other Entity Verification

 $Email: \underline{SingleFamilyHousing@mdhousing.org} \cdot 410-514-7530 \cdot Toll-free \ 1-800-638-7781 \cdot Fax: 410-987-4136 \cdot Toll-free \ 1-800-638-7781 \cdot Fax: 410-987-7781 \cdot Fax: 410-9$

COMMUNITY PARTNERS INCENTIVE PROGRAM (CPIP)

COMMUNITY PARTNER PARTICIPATION AGREEMENT

Name of Community Partner:_			
Contact Person:	Nama	T:u.	
Addross	Name	Title	
		Fax:	
		address:	
Participate in th Community Par Provide financia Carry out these amended from the Please provide the informatiagreement. Additional page	tners Incentive Program (CPIP) Il assistance to eligible homebur activities in accordance with the ime to time by DHCD in its sole By: Date: Printed Name: Title:	sing and Community Development's (DHCD) ; yers to be made available at settlement; and, e attached Department's CPIP Program Guide e discretion. Community Partner's Authorized Representative e your Community Partners Incentive Program	(SEAL)
	e assistance be in the form of a	ibe the type and amount of assistance you will loan or a grant? If it will be a loan, please des	
-			
3. Plans for marketin	g the Program: Please describ	e your plans for marketing this program.	
		(Continued)	

CDA may close CPIP or modify the terms of CPIP at any time if it determines it is in its best interest. If CDA closes CPIP, it will notify the Community Partner in writing at least 30 days prior to closing CPIP. CDA will honor all CPIP applications from homebuyers with a Verification of Partner Contribution from the Participating Community Partner in place prior to notification by CDA of the closing of CPIP.

If you have any questions, please call Vicky Grim at 410-514-7440 or email at grim@mdhousing.org.

Return completed Community Partner Participation Agreement to:

Vicky Grim
CDA Single Family Programs
Maryland Department of Housing and Community Development
100 Community Place
Crownsville MD 21032
Fax: 410-987-4136





 $Email: \underline{SingleFamilyHousing@mdhousing.org} \cdot 410-514-7530 \cdot Toll-free \ 1-800-638-7781 \cdot Fax: 410-987-4136 \cdot Toll-free \ 1-800-638-7781 \cdot Fax: 410-987-7781 \cdot F$



Information Packet







MARYLAND MORTGAGE PROGRAM INFORMATION PACKET

- 1 INTRODUCTION
- 2 DOWN PAYMENT & CLOSING COST ASSISTANCE
- 3 ELIGIBILTY
- 4 INCOME & PURCHASE PRICE LIMITS
- **5** HOMEBUYERS EDUCATION
- 6 LENDERS
- 7 PROPERTIES
- **8** MARYLAND MORTGAGE PROGRAM PRODUCTS

mmp.maryland.gov

Information provided in the Information Packet is accurate as of the date of printing. However, some information is subject to change, and borrowers should talk to an MMP approved lender before making decisions based on the document.



INTRODUCTION

Is the Maryland Mortgage Program right for me?

Buying a home is a big deal. For Marylanders just like you, it may be the single largest purchase you make, and will impact your family's life for years to come. Becoming a homeowner means stability, greater control over how you live, and the potential for building wealth and equity for your family's future.

You may have heard about the Maryland Mortgage Program (MMP) from a friend or a neighbor, from an ad you saw on a bus or from a flyer you picked up at an event, and now you're wondering if this program can help you move into a home of your own.

The Maryland Mortgage Program is a home loan program that's safe, secure and right for many Marylanders, with several important features:



DOWN PAYMENT & CLOSING COST ASSISTANCE

Generous interest-free, deferred loans to help you pay down settlement expenses.

WHY

To help you get into your home faster, and start building equity now.



30-YEAR FIXED RATE

Competitive interest rates, locked in for 30 years.

WHY

So you know your repayments today, tomorrow, and for the life of your loan.



Community-base homebuyer classes to help you understand the homebuying process.

WHY

To give you the confidence and knowledge you need to make the right decisions.



A federal tax credit worth up to \$2,000 every year for the life of the mortgage.

WHY

To make homeownership even more affordable



DOWN PAYMENT & CLOSING COST ASSISTANCE

Down Payment & Closing Cost Assistance

The Maryland Mortgage Program provides significant support to homebuyers through Down Payment Assistance and Partner Match Programs, helping Marylanders who can sustainably afford the month-to-month costs of homeownership overcome upfront financial barriers associated with down payments and settlement expenses.

MMP Down Payment Assistance from DHCD

Homebuyers that are eligible for a Maryland Mortgage Program home loan are also eligible for a Down Payment Assistance Loan of up to \$5,000 to help cover the upfront costs of down payments and other settlement costs, such as title fees, appraisals, mortgage insurance premiums, hazard insurance and others. This loan is provided to borrowers at 0% interest, and repayment (in full) is deferred to payoff, sale, transfer or refinancing of the property.

To learn more about Down Payment Assistance, go to https://mmp.maryland.gov/pages/downpayment.aspx.

Partner Match Loans from DHCD

In addition to regular Down Payment Assistance, MMP borrowers may also be able to receive financial assistance from other organizations to help them purchase a home. This financial assistance may be provided in any form (e.g. grant, loan or other) at the discretion of the contributing organization.

Many of these organizations are Partners with DHCD in supporting homeownership through the MMP Partner Match Programs. Partner Match Programs will match the combined contributions of the partner organizations up to a maximum of \$2,500, which gets added to the regular DPA 0%, deferred loan.

The three Partner Match initiatives are:

House Keys 4 Employees (HK4E) — participating organizations are employers that provide financial support as an employment benefit for employees to purchase a home. The list of participating employers can be found on the MMP website at http://mmp. maryland.gov/Pages/Partner-Employers.aspx. For homebuyers that receive support through HK4E, an additional \$1,000 (0% deferred loan) is available through Smart Keys 4 Employees (SK4E) if the purchased property is located in a Priority Funding Area AND the property is close to the borrower's place of employment (defined as being either within the same jurisdiction as the place of employment or within 10 miles).

Builder/Developer Incentive Program (BDIP) — participating organizations are builders and developers that provide financial support to purchase or build their homes. Participating firms can be found on the MMP website at http://mmp.maryland.gov/Pages/Builders-and-Developers.aspx.

Community Partner Incentive Program (CPIP) — participating organizations are foundations, nonprofit organizations and local governments that support affordable homeownership opportunities by providing financial assistance. Participating organizations can be found on the MMP website at http://mmp.maryland.gov/Pages/Community-Organizations.aspx.



ELIGIBILITY

Many people throughout Maryland are eligible to apply for a home loan, down payment assistance, and a federal tax credit (Maryland HomeCredit) through the Maryland Mortgage Program. The following criteria must be met for a borrower or co-borrowers to be eligible:

1	FIRST-TIME HOMEBUYERS	MMP borrowers and Maryland HomeCredit applicants must be First-Time Homebuyers, which are defined as individuals who have not owned a home for at least three years. Exceptions to this include borrowers who are purchasing a home in a Targeted Area (see Section 7 - Eligible Locations of Properties for a description of Targeted Areas), and Military Veterans, who may use a one-time exemption from First Time Homebuyer requirements with submission of Form DD-214.
2	HOUSEHOLD INCOME LIMITS	There are upper limits that apply to applicants total household income. The exact limit depends on the size of the household and the Maryland location where the property is being purchased. Refer to the "Income and Purchase Price Limits" table on the following page, or at the link below, for details of these limits by household size and location. http://mmp.maryland.gov/Lenders/Pages/Income-and-Purchase-Limits.aspx
3	PROPERTY AS PRIMARY RESIDENCE	The purchased property must be for the borrower to live in as their primary residence – an MMP loan or Maryland HomeCredit cannot be used for the purchase of an investment property or a house for someone else to live in. Borrowers may not own any other real property at the time of settlement.
4	COMPLETION OF HOMEBUYER EDUCATION	All borrowers must complete a Homebuyer Education class – in some counties this needs to be done before a contract is signed on a house. An MMP approved lender can help borrowers identify any special homebuyer education requirements in a jurisdiction where a property is being purchased. The MMP website has details of Homebuyer Education classes available by region at http://mmp.maryland.gov/Pages/Homebuyer-Education-Classes.aspx
5	SOME PROPERTY RESTRICTIONS APPLY	New construction homes, or properties less than one year old, can only be purchased with an MMP loan if they are within a Priority Funding Area. Eligible properties are single-family, one-unit residences, including townhomes, detached or semi-detached homes. Condominiums that are on the approved list for FHA or FNMA (whichever is applicable) are eligible except for when purchased with conventional loans with an LTV over 95%. Second homes, rental properties and manufactured homes are not eligible properties under MMP.
6	LIQUID ASSETS	Limits apply to the amount of liquid assets a borrower may have. An MMP approved lender will apply an Asset Test for borrowers whose liquid assets equal or exceed 20% of the purchase price of the property to help determine eligibility.

Being eligible for the Maryland Mortgage Program doesn't automatically mean that an applicant will be approved for a home loan. Standard underwriting practices apply, which means that a loan officer will consider a range of factors when determining whether funds can be borrowed to purchase a home and how much can be borrowed. Factors like income and current debt, employment status and credit history will be considered, and an MMP approved lender will collect and submit documentation on these factors to support an application for a mortgage.



INCOME & PURCHASE PRICE LIMITS

County / City	Targeted Household Income Limits		Maximum Acquisition Costs			
County / City	Area	Size	Non-Targeted	Targeted	Non-Targeted	Targeted
Allagany	Vos	1 or 2		\$104,040		¢200 705
Allegany	Yes	3 or more		\$121,380		\$289,705
Anna Arundal	Dortial	1 or 2	\$104,040	\$104,040	¢420,620	¢525.001
Anne Arundel	Partial	3 or more	\$121,380	\$121,380	\$429,620	\$525,091
Doltimoro City	Vos	1 or 2		\$104,040		¢E3E 001
Baltimore City	Yes	3 or more		\$121,380		\$525,091
Daltimore County	Dortial	1 or 2	\$104,040	\$104,040	¢420,620	¢525.001
Baltimore County	Partial	3 or more	\$121,380	\$121,380	\$429,620	\$525,091
Calvart	No	1 or 2	\$130,320		¢420,620	
Calvert	No	3 or more	\$152,040		\$429,620	
Carolina	Vos	1 or 2		\$104,040		¢200.70F
Caroline	Yes	3 or more		\$121,380		\$289,705
<u> </u>		1 or 2	\$104,040		4420.522	
Carroll	No	3 or more	\$121,380		\$429,620	
		1 or 2	\$89,500			
Cecil	No	3 or more	\$102,925		\$346,601	
		1 or 2	\$130,320		A 4 - 2 - 2 - 2	
Charles	No	3 or more	\$152,040		\$429,620	
		1 or 2	, , , ,	\$104,040		
Dorchester	Yes	3 or more		\$121,380		\$289,705
	Partial	1 or 2	\$130,320	\$130,320		
Frederick		3 or more	\$152,040	\$152,040	\$429,620	\$525,091
	Yes	1 or 2	. ,	\$104,040		
Garrett		3 or more	-	\$121,380		\$312,368
		1 or 2	\$104,040	\$104,040		
Harford	Partial	3 or more	\$121,380	\$121,380	\$429,620	\$525,091
		1 or 2	\$104,040	. ,	4	
Howard	No	3 or more	\$121,380		\$429,620	
		1 or 2		\$104,040		4
Kent	Yes	3 or more		\$121,380		\$335,301
		1 or 2	\$130,320	\$130,320	4100.000	4=0= 004
Montgomery	Partial	3 or more	\$152,040	\$152,040	\$429,620	\$525,091
B	5	1 or 2	\$130,320	\$130,320	4422.555	A-a:
Prince George's	Partial	3 or more	\$152,040	\$152,040	\$429,620	\$525,091
0 1	N.	1 or 2	\$104,040		6420.520	
Queen Anne's	No	3 or more	\$121,380		\$429,620	
_		1 or 2	\$97,000			
St. Mary's	No	3 or more	\$111,550		\$327,470	
		1 or 2	, ,,,,,,	\$104,040		
Somerset	Yes	3 or more		\$104,040		\$361,611
		1 or 2	\$89,500	Ç121,300		
Talbot	No	3 or more	\$102,925		\$334,125	
		1 or 2	\$89,500	\$104,040		
Washington	Partial	3 or more	\$102,925	\$104,040	\$255,574	\$312,368
		1 or 2	\$89,500	\$121,380	+ +	
Wicomico	Partial	3 or more	\$102,925	\$104,040	\$295,863	\$361,611
		1 or 2	\$89,500	7121,300		
Worcester	No				\$298,193	
		3 or more	\$102,925			



HOMEBUYER EDUCATION

Completing a Homebuyer Education class is a necessary part of becoming eligible for an MMP loan and Down Payment Assistance. Lenders are required to include a copy of your Homebuyer Education Completion Certificate in your loan application. This education class can be any class approved and provided by HUD, Private Mortgage Insurers, Fannie Mae or Freddie Mac, including an online class. mmp.maryland.gov/Pages/Homebuyer-Education-Classes.aspx

Note that there are special requirements for Homebuyer Education for borrowers seeking to purchase a home using the Maryland Mortgage Program in some jurisdictions, as described in the table below.

ANNE ARUNDEL COUNTY (Does not include City of Annapolis)	Homebuyer Education must be provided by a HUD-Approved housing counseling agency The borrower must complete a Homebuyer Education course that includes at least eight hours of education on credit, budget, savings, the settlement process, and mortgage products.
BALTIMORE CITY	First-Time Homebuyers (see "Definitions" below) must complete Homebuyer Education with an organization approved by Baltimore City, and obtain a certificate of completion BEFORE ENTERING INTO A CONTRACT OF SALE to purchase a home. Move-Up Homebuyers (see "Definitions" below) must complete Homebuyer Education with an organization approved by Baltimore City, and obtain a certificate of completion BEFORE CLOSING.
BALTIMORE COUNTY	Homebuyer Education must be received from one of the following agencies: - Diversified Housing Development - Harbel Housing Partnership Program - Neighborhood Housing Services of Baltimore Inc. - Southeast CDC Workshop and individual counseling must be completed and a certificate of completion received BEFORE THE BORROWER ENTERS INTO A CONTRACT OF SALE to purchase a home.
HARFORD COUNTY	Homebuyer Education must include a minimum of two hours of one-on-one, face-to-face counseling and three hours of workshop counseling conducted by a HUD-approved housing counseling agency or by a lender that uses the services of a mortgage insurer with an established education/counseling program.

Definitions - A "First-Time Homebuyer" is defined as someone who has not owned a principal residence in the last three years. A "Move-Up Homebuyer" is someone who has owned a principal residence in the last three years, and is purchasing a new home. To qualify for Maryland Mortgage Program loan products, Move-Up Homebuyers must sell their currently-owned residential property before purchasing their new home.

Many Homebuyer Education class providers are listed on the following page, but other options (online classes) may be available in counties that don't have special requirements as listed above.

ONLINE HOMEBUYER EDUCATION CLASSES

Mortgage Guaranty Insurance Corporation (MGIC) - www.mgic.com/lender-services/homebuyer-education.html



HOMEBUYER EDUCATION

WESTERN MARYLAND

(Allegany, Frederick, Garrett and Washington counties)

★Cumberland Neighborhood Housing Services, Inc. 400 N. Mechanic Street

Cumberland MD 21502

301-722-6958

★Frederick Community Action Agency

100 S. Market Street Frederick, MD 21701 301-600-1506

★Garrett County Community Action Committee, Inc.

104 E. Center Street Oakland, MD 21550 301-334-9431

★Hagerstown Home Store

21 East Franklin Street Hagerstown, MD 21740 301-797-0900

Interfaith Housing Alliance, Inc.

731 N. Market Street Frederick MD 21701 800-836-6088

★Washington County Community Action Council, Inc.

101 Summit Avenue Hagerstown, MD 21740 301-797-4161

SOUTHERN MARYLAND

(Calvert, Charles and St. Mary's counties)

★Southern Maryland Tri-County Community Action Committee, Inc.

8383 Leonardtown Road Hughesville, MD 20637 301-274-4474 ext. 262

GREATER WASHINGTON

(Montgomery and Prince George's counties)

*Asian-American Homeownership Counseling, Inc. (AAHC)

12320 Parklawn Dr., #239 Rockville, MD 20852 301-760-7636 Bi-lingual (Korean, Chinese, Vietnamese & Spanish)

★Greater Washington Urban League

6200 Baltimore Avenue, Suite 303 Riverdale, MD 20737 301-985-3519

★HomeFree-USA

3401A E. West Hwy. Hyattsville, MD 20782 301-891-8400

Housing & Community Initiatives, Inc.

444 N. Frederick Avenue, Suite 305 Gaithersburg, MD 20877 301-590-2765

★Housing Initiative Partnership, Inc. 6525 Belcrest Road, Suite 555 Hyattsville, MD 20782

301-699-3835 (Spanish)

*Housing Options and Planning Enterprises, Inc. (HOPE)

6188 Oxon Hill Road, Suite 700 Oxon Hill MD 20745 301-567-3330

★Kairos Development Corp.

5601 Old Branch Avenue Camp Springs, MD 20746 301-899-1180

★Latino Economic Development Center

11002 Veirs Mill Rd. Suite 503 Wheaton, MD 20902 (Spanish) 202-540-7431

★Money Management International

15847 Crabbs Branch Way Rockville, MD 20855 866-515-2227

★Roots, of Mankind Corp.

4273 Branch Avenue, Suite 205 Temple Hills, MD 20748 301-899-6800

★Sowing Empowerment and Economic Development, Inc. (SEED)

6201 Riverdale Road, #200 Riverdale, MD 20737 301-458-9808

★Unity Economic Development Corp.

5801 Allentown Road, Suite 309 Suitland, MD 20746 301-505-0331

EASTERN SHORE

(Caroline, Cecil, Dorchester, Kent, Queen Anne's, Somerset, Talbot, Wicomico and Worcester counties)

★Cecil County Housing Agency

200 Chesapeake Blvd. Suite 1800 Elkton, MD 21921 410-996-8216

Delmarva Community Services, Inc.

435 High Street Cambridge, MD 21613 410-901-2991 ext. 14

★The Maryland Rural Development Corp.

101 Cedar Lane, PO Box 739 Greensboro, MD 21639 410-479-3566 ext. 12 (French)

★Salisbury Neighborhood Housing Service, Inc.

400 Snow Hill Road Salisbury, MD 21804 410-543-4626

★Shore Up! Inc. 520 Snow Hill Road

Salisbury, MD 21804 410-749-1142 ext. 307 **Talbot County Dept. of Housing** 11 N. Washington Street Easton, MD 21601

410-770-6821

Visions America Community **Development Corporation**

401 Washington Street Cambridge, MD 21613 410-901-9131

CENTRAL MARYLAND

(Anne Arundel, Carroll, Harford and Howard counties)

★Anne Arundel County **Community Action Agency**

251 West Street Annapolis, MD 21401-1951 410-626-1900 ext. 1032 (Spanish)

★Arundel Community Development Services, Inc.

2666 Riva Road, Suite 210 Annapolis, MD 21401 410-222-7608 (Spanish)

City of Westminster Office of Housing and Community Development

56 West Main Street Westminster, MD 21157 410-848-2261 (Westminster residents only)

★Harford County Housing Agency 15 S. Main Street, Suite 106

Bel Air, MD 21014 410-638-3045 (Spanish)

★Home Partnership, Inc.

Rumsey Towers Bldg. 626 Towne Center Drive, Suite 301 Joppatowne, MD 21085 410-679-3200

Howard County Office of Housing and Community Development

6751 Columbia Gateway Drive Columbia, MD 21046 410-313-6318

GREATER BALTIMORE

(Baltimore County and Baltimore City)

★●Belair-Edison Neighborhoods, Inc. 3412 Belair Road Baltimore, MD 21213

410-485-8422

★●Comprehensive Housing Assistance, Inc.

5809 Park Heights Ave. Baltimore, MD 21215 410-500-5309

★●The Development Corp. of Northwest Baltimore

3521 W. Belvedere Avenue Baltimore, MD 21215 410-578- 7190 ext. 0

★CCCS of MD & DE

757 Frederick Rd. Baltimore, Md. 21228 Phone 800-640-2227 ext. 3050

★♦ Diversified Housing **Development** 8025 Liberty Road

Windsor Mill, MD 21244 410-496-1214

★●Druid Heights CDC

2140 McCulloh Street Baltimore, MD 21217 410-523-1350

★♦Eastside Community Development Corp., Inc.

Atrium Offices at Eastpoint Mall 7835 Eastern Avenue, Suite 302 Baltimore, MD 21224 410-284-9861

★●Garwyn Oaks Housing Resource Center

2300 Garrison Blvd., Suite 270 Baltimore, MD 21216 410-947-0084

★●Greater Baltimore Urban League

512 Orchard Street Baltimore, MD 21201 410-523-8150 ext. 221

★●◆Harbel Housing Partnership

5807 Harford Road Baltimore, MD 21214 410-444-9152

Making Choices for Independent Living, Inc.

3011 Montebello Terrace Baltimore, MD 21214 410-444-1400 (For disabled borrowers only)

★●♦Neighborhood Housing Services of Baltimore, Inc.

819 Park Avenue Baltimore, MD 21201 410-327-1200

★●♦Neighborhood Housing Services of Baltimore, Inc.

4115 Frederick Avenue Baltimore, MD 21229 410-464-0461

★●Park Heights Renaissance, Inc.

3939 Park Heights Avenue Suite 268 Baltimore, MD 21215 410-664-4890

Reservoir Hill Improvement Council, Inc. 2001 Park Avenue

Baltimore, MD 21217 410-225-7547

★●♦Southeast CDC

3323 Eastern Avenue, Suite 200 Baltimore, MD 21224 410-342-3234 x21

★●St. Ambrose **Housing Aid Center**

321 East 25th Street Baltimore, MD 21218 410-366-8550 ext. 221

- ★ HUD approved housing counseling Homebuyer Education agency as of 4/1/15
- 🔷 Only Homebuyer Education identified with this mark is approved for borrower requesting DPA and/or a Partner Match Program loan on property located in Baltimore County.
- Only Homebuyer Education identified with this mark is approved for borrower receiving funds from a Baltimore City program.



LENDERS

LENDER	MD HOMECREDIT LENDER	PHONE
GOLD LEVEL LENDERS		
First Home Mortgage Corp.	YES	877-933-3100
Howard Bank	YES	443-991-7858
PrimeLending	YES	410-308-8727
George Mason Mortgage	YES	800-867-6859
Monarch Bank/Fitzgerald Financial Group	YES	301-251-0080
Prosperity Home Mortgage	YES	410-583-5900
Presidential Bank FSB	YES	800-574-3151
Movement Mortgage	YES	877-314-1499
Bay Bank Mortgage	YES	800-840-5269
Primary Residential Mortgage	YES	800-255-2792
SILVER LEVEL LENDERS		
Caliber Home Loans	no	800-401-6587
C&F Mortgage Corporation	YES	888-339-8300
M&T Bank	YES	800-380-2193
Mortgage Network	no	443-736-4801
Embrace Home Loans	YES	800-333-3004
Wells Fargo Home Mortgage	YES	301-374-1104
NVR Mortgage Finance	YES	410-540-8873
BRONZE LEVEL LENDERS		
PNC Mortgage	no	410-931-8740
Academy Mortgage Corporation	YES	800-660-8664
Residential Mortgage Services	YES	800-640-0753
NFM Lending	YES	888-233-0092
Direct Mortgage Loans	no	410-878-9740
Access National Bank	no	800-432-4195
Equity Resources	YES	800-270-7082
The Columbia Bank	YES	888-822-4663
Old Line Bank	YES	800-843-7250
HomeBridge Financial Services	YES	443-333-8800
Annie Mac Home Mortgage	YES	866-312-6682
Fairway Independent Mortgage Corp	YES	301-339-8142
Corridor Mortgage Group	YES	866-313-9600
Fidelity Bank Mortgage	no	404-639-6500
Apex Home Loans	YES	301-610-9600
Southern Trust Mortgage	YES	800-748-2147
DHI Mortgage Company	no	571-723-0830
1st Preference Mortgage Corporation	YES	800-321-5055
Envoy Mortgage	YES	877-232-2461
Universal American Mortgage Company	YES	410-772-6182

Gold, silver, and bronze levels are determined by the number of loans done by the lender, this is updated quarterly.



LENDERS

LENDER	MD HOMECREDIT LENDER	PHONE
BRONZE LEVEL LENDERS		
Prospect Mortgage	no	818-981-0606
First Heritage Mortgage	YES	240-223-1700
Bayshore Mortgage Funding	YES	410-882-1777
BB&T	YES	410-764-0663
Industrial Bank	YES	301-839-4600
Equity Prime	YES	800-230-4591
Millennium Financial Group	no	301-371-8850
Residential Mortgage Solutions	no	800-576-7776
New Penn Financial	no	240-631-6603
The Federal Savings Bank	no	855-712-2029
Mortgage Master / IoanDepot.com	YES	410-290-2490
Bay Capital Mortgage Corporation	no	410-974-6044
SWBC Mortgage Corporation	no	410-939-8680
Severn Savings Bank	YES	800-752-5854
Norwich Commercial Group (NORCOM)	YES	855-667-2661
Tidewater Mortgage Services	YES	757-498-7400
Sandy Spring Bank	no	800-869-8523
SunTrust Mortgage	no	877-825-2321
Farmers & Merchants	YES	410-239-9650
Mortgage Access/Weichert Financial	no	301-762-2935
Peoples Bank	YES	855-722-4800
Wintrust Mortgage	YES	800-999-2649
1st Portfolio	no	301-850-0080
Union Mortgage Group	no	800-686-0051
Churchill Mortgage	no	888-562-8634 x101
Sierra Pacific	YES	800-447-3386
Hamilton Group Funding	YES	954-241-2800
HomeServices Lending	YES	855-738-3326
PHH Home Loans	YES	800-550-5626
Allied Mortgage Group dba Freedmont Mortgage	YES	410-628-0500
McLean Mortgage Services	YES	866-670-2018
1st Mariner Mortgage	YES	888-561-2265
GSF Mortgage Corporation	YES	888-834-6655
Nations Reliable Lending	YES	713-275-1300
Sun West Mortgage Co.	YES	800-453-7884
Universal Mortgage and Finance	YES	800-316-6846
New America Financial Corp	YES	301-956-2900
Homeside Financial, LLC	YES	888-826-2710
New American Funding	YES	800-450-2010
EagleBank	YES	301-738-7200

Gold, silver, and bronze levels are determined by the number of loans done by the lender, this is updated quarterly.



ELIGIBLE LOCATION OF PROPERTIES

There are certain restrictions on WHERE a property purchased with an MMP loan can be located, based on:

1.The TYPE OF PROPERTY BEING PURCHASED

AND

2.The HOMEOWNERSHIP STATUS OF THE BORROWER

Refer to the table below to determine the property location restrictions based on these factors.

		2. HOMEOWNERSHIP STATUS OF THE BORROWER		
		First-Time Homebuyer*	Move-Up Homebuyer**	
1. TYPE OF	Purchasing an existing home	Property may be anywhere in Maryland	Property must be in a Targeted Area	
PROPERTY BEING PURCHASED	Purchasing/ building a new home**	Property must be in a Priority Funding Area	Property must be in both a Targeted Area AND a Priority Funding Area	

^{*} A "First-Time Homebuyer" is defined as someone who has not owned a principal residence in the last three years. A "Move-Up Homebuyer" is someone who has owned a principal residence in the last three years, and is purchasing a new home. To qualify for a Maryland Mortgage Program loan, Move-Up Homebuyers must sell their currently-owned residential property before purchasing their new home.

TARGETED AREAS

Targeted Areas are geographic locations throughout the State of Maryland where responsible and sustainable homeownership is supported and encouraged through incentives and other state and local programs.

Targeted Areas are often complete counties, but may also be parts of counties. They are often defined by federal Census Tract boundaries but may be defined by other community definitions, and they are designated by the federal government.

The Maryland Mortgage Program and Maryland HomeCredit Program are available to First-Time Homebuyers that meet income and other eligibility requirements to help them purchase a residence anywhere in the state. However, homebuyers DO NOT need to be First-Time Homebuyers if they purchase a property in one of Maryland's Targeted Areas. In addition, higher income and purchase price limits apply to homebuyers purchasing property in a Targeted Area.

^{**} A new home is defined as a property that is less than one year old.



ELIGIBLE LOCATION OF PROPERTIES

Targeted Areas In Maryland

To identify whether a property is in a Targeted Area, we start at the County level. Each County is in one of the following categories:

- Full Targeted Area the entire County is considered a Targeted Area;
- Partial Targeted Area only portions of the County are considered a Targeted Area; or
- Non-Targeted Area no part of the County is considered a Targeted Area.

FULL TARGETED AREA COUNTIES	PARTIAL TARGETED AREA COUNTIES	NON-TARGETED AREA COUNTIES
Allegany County Baltimore City Caroline County Dorchester County Garrett County Kent County Somerset County	Anne Arundel County Baltimore County Frederick County Harford County Montgomery County Prince George's County Washington County Wicomico County	Calvert County Carroll County Cecil County Charles County Howard County Queen Anne's County St. Mary's County Talbot County Worcester County

For the Partial Targeted Area Counties, the following table provides details of the location of Targeted Areas within each County:

COUNTY	TARGETED AREA DESCRIPTION
Anne Arundel	Census Tract 7406.02
Baltimore County	West Catonsville, Oella, East Towson; Census Tracts 4009.00, 4011.02, 4013.02, 4023.05, 4027.01, 4210.00, 4211.01, 4213.00, 4301.01, 4303.00, 4505.03, 4505.04, 4513.00, 4523.00, 4906.05, 4914.01
Frederick	Census Tracts 7503.00, 7505.05
Harford	Census Tract 3029.01, 3065.00
Montgomery	Census Tracts 7007.24, 7014.22, 7016.01, 7032.13
Prince George's	Brentwood, Capitol Heights, Colmar Manor, Fairmont Heights, Mt. Rainier, North Brentwood, Seat Pleasant; Census Tracts 8002.10, 8019.08, 8020.01, 8021.04, 8022.01, 8032.00, 8034.01, 8035.09, 8035.25, 8040.01, 8043.00, 8048.01, 8048.02, 8049.00, 8051.01, 8052.01, 8056.01, 8056.02, 8059.06, 8059.07, 8059.08, 8059.09, 8067.13
Washington	City of Hagerstown; Census Tracts 0003.02, 0004.00, 0007.00, 0008.0 0009.00
Wicomico	Census Tracts 0001.00, 0003.00, 0005.00, 0102.00

Locating a Census Tract using a Street Address

Use the *Federal Financial Institutions Examination Council's (FFIEC) tool*, located at www.ffiec.gov/Geocode to determine the Census Tract of an address.

Priority Funding Areas

Maryland's Priority Funding Areas (PFAs) are existing communities and places where local governments want State investment to support future growth. The following areas qualify as Priority Funding Areas:

- every Maryland municipality, as they existed in 1997;
- areas in Maryland that are inside the Washington Beltway and the Baltimore Beltway;
- areas that have been designated as enterprise zones, neighborhood revitalization areas, heritage areas and existing industrial land;

Some other areas may be designated as Priority Funding Areas by counties if they meet certain guidelines. The Maryland State Department of Planning has an Interactive Map at http://planning.maryland.gov/ourproducts/pfamap.shtml that you can use to determine if a property is in a Priority Funding Area, based on its address.



MARYLAND MORTGAGE PROGRAM PRODUCTS



Maryland HomeCredit

Lower Your Federal Taxes, Every Year, For the Life of Your Loan

For details visit

mmp.maryland.gov/MDHomeCredit



Maryland Homefront

The Veteran And Military Family Mortgage Program

For details visit

mmp.maryland.gov/Homefront



Learn more about the Maryland Mortgage Program at

mmp.maryland.gov



