



Critical Lender Update: Homeownership Program Updates

Effective March 26, 2018

Today's Topics

1. Homebuyer Education
2. Downpayment and Closing Cost Loans
3. Step Up Changes

Homebuyer Education



Previous Guideline

Required if all borrowers are first-time buyers and securing a:

- Conventional product
- Downpayment and closing cost loan

-New - Effective March 26

Required if all borrowers are first-time homebuyers.



Downpayment and Closing Cost Loans

Monthly Payment Loan Changes

Effective for existing locks, and loans locked
on or after **March 26, 2018**

\$15,000

is the **NEW Maximum** Loan Amount

-increments of \$100

Monthly Payment Loan Changes

Effective for existing locks, and loans locked on or after March 26, 2018:

- Income limits will align with the first mortgage

Step Up, With or Without Monthly Payment Loan		
11 County Twin Cities Metro Area	Dodge and Olmsted Counties	All other Counties
\$135,100	\$135,100	\$120,200

Start Up, With or Without Monthly Payment Loan			
Household Size	11 County Twin Cities Metro Area	Dodge and Olmsted Counties	All Other Counties
1-2 Person	\$90,400	\$88,600	\$80,400
3+ Person	\$103,900	\$101,800	\$92,400

Deferred Payment Loan Income Limits

11-County Twin Cities Metro Area, Dodge and Olmsted Counties

Household Size	Previous	NEW Effective 3.26.18
1-2 people	\$69,000	\$65,000
3-person	\$77,000	\$73,000
4-person	\$86,000	\$81,000
5-person	\$93,000	\$88,000
6-person	\$100,000	\$94,000
7-person +	\$103,900 Metro \$101,800 Dodge/Olmsted	\$101,000

Deferred Payment Loan Income Limits

All Other Counties

Household Size	Previous	NEW Effective 3.26.18
1-2 people	\$62,000	\$58,000
3-person	\$69,000	\$65,000
4-person	\$76,000	\$72,000
5-person	\$82,000	\$78,000
6-person	\$89,000	\$84,000
7-person +	\$92,000	\$90,000



Step Up Program Changes

Step Up

Effective for existing locks and loans locked on or after
March 26, 2018:

- First-time homebuyers **CAN** use Step Up!
 - If they don't qualify for Start Up
 - Lock the loan in our online commitment
 - Check the FTHB box
 - Use Qualifying Income only
 - Still take Homebuyer Education



Effective for existing locks and loans locked on or after
March 26, 2018:

- "Lender Credit" 3.5% SRP option will be removed due to low usage.

Questions?

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