

Fannie Mae's HFA Preferred™ conventional product allows 97% loan-to-value (LTV) ratios with low mortgage insurance coverage requirements. The following product description outlines the Minnesota Housing guidelines, and Fannie Mae and U.S. Bank overlays required for loan eligibility. Lenders are also responsible for meeting all program guidelines ([Start Up](#) or [Step Up](#)), underlying product guidelines (Fannie Mae HomeReady™) and U.S. Bank overlays.

| PARAMETERS | HFA PREFERRED™ | | | |
|-------------------------------------|--|---------------|---|---------------|
| Eligible Minnesota Housing Programs | HFA Preferred™ can only be accessed through Start Up or Step Up . | | | |
| Loan Terms | <ul style="list-style-type: none"> Fully-amortizing 30-year term Fixed Rate | | <ul style="list-style-type: none"> Purchase Refinance option with Step Up | |
| Eligible Occupancy | Owner-occupied | | | |
| Mortgage Insurance (MI) Coverage | At or below 80% AMI | | | |
| | > 95% & ≤ 97% | > 90% & ≤ 95% | > 85% & ≤ 90% | > 80% & ≤ 85% |
| | 18% | 16% | 12% | 6% |
| | Above 80% AMI | | | |
| | > 95% & ≤ 97% | > 90% & ≤ 95% | > 85% & ≤ 90% | > 80% & ≤ 85% |
| | 35% | 30% | 25% | 12% |
| Eligible Property Types | <ul style="list-style-type: none"> One unit, single-family (PUD) Modular Home Community Land Trusts | | <ul style="list-style-type: none"> Condo / Townhome/Unit within a Planned unit development Duplex Manufactured home taxed as real property | |
| Ineligible Property Types | Co-ops, Triplexes, Fourplexes | | | |
| Manufactured Housing | See page 2 of Credit and DTI Matrix ; Manual underwriting not allowed | | | |
| Income | <ul style="list-style-type: none"> Program Income Limits – refer to Minnesota Housing's Start Up / Step Up income limits <ul style="list-style-type: none"> Start Up: Do not include non-occupant co-signer income in Program Eligibility Income. See Program Eligibility Income Worksheet for guidance. Step Up: Use qualifying income. Qualifying Income Limits (NEW) - The loan qualifying income (above or below 80% Area Median Income) determines the interest rate and MI requirements. <ul style="list-style-type: none"> See Conventional Income Limits See MI Coverage section above for the required coverage by borrower income level. Include non-occupant co-signer income in the qualifying income used to determine whether the borrower is above or below 80% AMI. | | | |
| Boarder Income | May be allowed. Defer to Fannie Mae HomeReady™ guidelines. | | | |
| Minimum Credit /Maximum DTI | Credit and DTI Matrix | | | |
| Maximum LTV/CLTV | <ul style="list-style-type: none"> One-unit: 97% / 105% | | <ul style="list-style-type: none"> Manufactured housing: 95% / 105% | |
| | <ul style="list-style-type: none"> Two-unit: 95% /105% | | <ul style="list-style-type: none"> Manufactured Housing Advantage: 97% / 105% | |
| Downpayment and Closing Cost Loans | START UP | | STEP UP | |
| | <ul style="list-style-type: none"> Deferred Payment Loan (DPL)/DPL Plus Monthly Payment Loan Community Seconds® | | <ul style="list-style-type: none"> Monthly Payment Loan Community Seconds® | |
| Reserves | <ul style="list-style-type: none"> DU®-underwrite: Defer to Fannie Mae HomeReady™ guidelines. Manual underwrite: See "Manual Underwriting" section on page 2. | | | |

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| Interested Party Contributions | Defer to Fannie Mae HomeReady™ guidelines |
| Minimum Borrower Contribution | <ul style="list-style-type: none"> One-unit: \$1,000 or 1% of the purchase price, whichever is less, if receiving Minnesota Housing downpayment and closing cost loan Two-unit: 3% of the purchase price (per HomeReady™ guidelines) |
| Homebuyer Education | If all borrowers are first-time homebuyers, at least one borrower must complete an approved homebuyer education course prior to closing. |
| Landlord Education | Landlord Education is required on HFA Preferred™ loans that are financing a duplex – this is indicated in your findings. |
| Desktop Underwriter® (DU®) | <ul style="list-style-type: none"> On the "Additional Data" screen; select "HFA Preferred." "Approve/Eligible" acceptable. "Refer Eligible" or "Refer with Caution" requires manual underwriting. |
| Underwriting Guidelines | <ul style="list-style-type: none"> Unless otherwise stated in this product description, refer to Fannie Mae's HomeReady™ guidelines. Lenders must also follow U.S. Bank overlays. Where the HFA Preferred™ product guidelines conflict with HomeReady™ guidelines, follow the guidelines in this product description. |
| Manual Underwriting | LTV ≤ 95% |
| | <ul style="list-style-type: none"> Required Reserves/ FICO/ DTI vary. See HFA Conventional Product Guide located on the U.S. Bank AllRegs Website HFA Division: <ul style="list-style-type: none"> HFA Division Lending Guide, Section 500: Housing Finance Agency Programs / Minnesota Housing / Product Guides |
| | LTV > 95% up to ≤ 97% : Not Allowed |
| Non-Traditional Credit | Defer to Fannie Mae HomeReady™ guidelines |
| Fannie Mae Delivery Fee | Zero |
| Special Feature Codes (SFC) | SFC 782 and SFC 741 |
| LLPA | Zero LLPA (Loan Level Price Adjustment) |

| PARAMETERS | HFA Preferred™ UPFRONT PAID MORTGAGE INSURANCE (UPMI) REQUIREMENTS |
|---|---|
| Qualifying Income Limits | Not allowed for borrowers over 80% AMI. See Conventional Income Limits . |
| Product Guidelines | Refer to the HFA Preferred™ product guidelines above |
| Minimum Credit Score | Credit and DTI Matrix |
| Eligible & Ineligible Properties | See above |
| Special Feature Codes (SFC) | See above |
| Service Release Premium (SRP) | Unused UPMI SRP must be credited to the borrower for closing costs. See Examples |