

HOMEOWNERSHIP SET-ASIDE PROGRAM (HSP)

DISCLAIMER

This presentation provides basic HSP information and details the most common errors made by members and how to prevent those errors. This presentation does not provide an in-depth review of all HSP eligibility or income calculation guidelines. For an in-depth review of all guidelines, visit the HSP public website: www.fhlbtopeka.com/hsp.

Resources

- HSP User Guide
- AHP Implementation Plan (IP)
- HSP Eligibility Questionnaire
- AHP & HSP Income Calculation Guide
- HSP Website Training Tab
- hsp@fhlbtopeka.com



HSP PUBLIC WEBSITE – HOME PAGE

www.fhlbtopeka.com/hsp

HOMEOWNERSHIP SET-ASIDE PROGRAM

REGISTRATION EDUCATION TRAINING RESOURCES

The 2022 HSP will open on March 7, 2022.

FHLBank Topeka sets aside funds annually within the Affordable Housing Program (AHP) to assist very low, low-, and moderate-income first-time

The Homeownership Set-aside Program (HSP) provides down payment, closing cost and repair assistance to first-time homebuyers earning at or below 80% of the Area Median Income (AMI) for households purchasing or constructing homes in Colorado, Kansas, Nebraska and Oklahoma. The HSP is provided to households as a forgivable grant with a five-year retention period.

"What we liked best about the HSP was that we could take advantage of current market interest rates, not special established interest rates, which can push first-time homebuyers out of the loan."

Dana Ezell | Republic Bank & Trust | SVP, Director of Mortgage Administration

This program is a partnership with FHLBank members. Members work with qualified homebuyers, submit documents to FHLBank, provide the grant funds at closing and request reimbursement of the funds after closing. Homebuyers should contact an FHLBank member to apply for HSP grant funds.

HSP Online

2022 HSP Details

- . HSP round opens March 7, 2022
- Funds available: a minimum of \$4.5 million
- Maximum subsidy per household: \$7,500 New for 2022!
- · Minimum subsidy per household: \$2,500
- Member monthly limit: \$37,500 New for 2022!
- . Households may receive cash back up to \$250 New for 2022!
- A minimum contribution from the household is not required New for 2022!
- Reservations will be accepted on a first-come, first-serve basis, subject to member limits through November 30, 2022.
- Members that registered for the 2020 HSP or a subsequent round will automatically be enrolled to participate in the 2022 HSP and do not need to complete an HSP Registration Agreement.



KEY CHANGES

CASH BACK

- Households can now receive up to \$250.00 cash back at the loan closing
- Cure cash back in the excess of \$250.00
 - Reduce grant amount OR
 - Apply principal reduction

MINIMUM DOWN PAYMENT

Households are no longer required to make a minimum contribution to the transaction

MAXIMUM GRANT AMOUNT

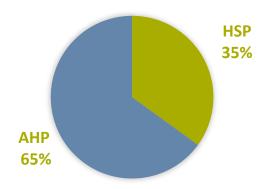
- Maximum grant of \$7,500.00 per household; minimum \$2,500.00
- \$37,500.00 Member Monthly Limit



2022 DETAILS

HSP ALLOCATION

- AHP REG §1291.10
- 10% of FHLBank Topeka's net earnings from 2021
- 35% allocated to HSP and the remainder to AHP
- Prioritize households that are of the greatest need





2021 KEY CHANGE OF NOTE

FIRST-TIME HOMEBUYER

<u>ALL</u> borrowers, co-borrowers and co-owners of the transaction, who do not own and are not investors in another residence, and who wish to purchase a home that will be their primary residence. In addition, the homebuyer(s) must meet any one of the following criteria:

- Have had no ownership in a residence during the prior three-year period ending on the date of purchase of the property;
- Have only owned a residence not permanently affixed to a permanent foundation in accordance with applicable Regulations;
- Has only owned a property that was not in compliance with State, local or model building codes and which cannot be brought into compliance for less than the cost of constructing a permanent structure; or
- Is a household displaced as a result of a Federally Declared Disaster (as designated by FEMA) within 24 months of the reservation date.



FIRST-TIME HOMEBUYER

- Scenario: Stacy and Joe are married and want to purchase a home.
 Currently, they live in the home that Joe purchased prior to their marriage. Stacy has never purchased or owned a home.
- Question: Are Stacy and Joe eligible for HSP grant funds?
- **Answer**: No. Stacy and Joe do not qualify for HSP grant funds because they do not meet the FHLBank definition of first-time homebuyer. Joe currently owns a home. ALL borrowers and owners must meet the FHLBank definition of first-time homebuyer.



FIRST-TIME HOMEBUYER

- **Scenario**: Ted's divorce was final two years ago. Ted owned a home with his former spouse. The home that Ted owned with his former spouse was sold last year.
- Question: Is Ted eligible for HSP grant funds?
- Answer: No. Ted does not qualify for HSP grant funds because he does not meet the FHLBank definition of first-time homebuyer. Ted must wait three years from the sale of the home he owned with his former spouse to meet the FHLBank definition of first-time homebuyer.



HOUSEHOLD COMPOSITION

Includes **ALL** individuals who currently, or will, occupy the house or residence.

- Disclose all household members in the Household Summary of the Income Calculation Workbook (ICW)
- Non-borrowing adults and children
- Income of household members age 18+ must also be disclosed
- Children and adults that will occupy the residence at any time during the year must be disclosed
- Ask the homebuyer who will be living in the home and include those individuals and their income in the Household Summary of the ICW
- Review income documents carefully; if documentation shows the homebuyer's tax filing status as "married", family life/health insurance, etc. clarification will be sent for the additional household members to be added to the ICW



HOUSEHOLD COMPOSITION

- Scenario: Chris and Courtney are engaged to be married. Chris is purchasing a home. The purchase transaction will close prior to the wedding date. Courtney is not on the home loan.
- Question: Does Courtney need to be disclosed as a household member?
- **Answer**: Yes. Courtney intends to occupy the home. Courtney and her income must be disclosed in the Income Calculation Workbook.



HOUSEHOLD COMPOSITION

- Scenario: Megan is purchasing a home. Her boyfriend and his three children will be living in the home. Megan is obtaining the home loan in her name only.
- Question: Who should be disclosed as household member(s)?
- Answer: Megan, her boyfriend and his three children. All five individuals intend to occupy the home and must be disclosed as household members in the Income Calculation Workbook. Megan and her boyfriend's income along with any household members are age 18+ that have income must be disclosed.



NON-OCCUPYING CO-BORROWERS AND CO-OWNERS

Non-occupying co-borrowers and co-owners are **NOT ALLOWED**.

- Use FHLBank definitions for grant qualification:
 - **Co-borrower**: Individual(s) included on the deed, mortgage/deed of trust, and promissory note for a property in conjunction with another individual(s) and is liable for repayment of debt secured by the mortgage/deed of trust.
 - **Co-owner**: Individual(s) included on the deed and/or mortgage/deed of trust for a property in conjunction with another individual(s).

Non-occupying co-signers are allowed

- Use FHLBank definition for grant qualification:
 - Co-signer: Individual(s) that is included on the promissory note and is liable for repayment of debt for real estate but is not on the deed and/or mortgage deed/of trust for the property.



NON-OCCUPYING CO-BORROWERS AND CO-OWNERS

- **Scenario**: Lance and Ashley have filed for divorce. Ashley is going to purchase a home prior to the divorce being finalized. Since they are still married, Lance will have to sign the deed as an owner at the loan closing. Lance will not be living in the home Ashley is purchasing.
- Question: Is this scenario HSP grant fund eligible?
- Answer: No. Lance is a non-occupying co-owner, which is not allowed. To be eligible for HSP grant funds, Ashley will need to wait until the divorce has been finalized.

**The reservation cannot be submitted until the divorce is final. **



NON-OCCUPYING CO-BORROWERS AND CO-OWNERS

- Scenario: Ben is a recent college graduate with large monthly student loan payments. He recently started his first job since graduating college and wants to purchase a home. His large student loan payments cause his DTI to be high. Due to Ben's high DTI and minimal employment history, his lender will only make the loan with a strong co-borrower. Ben's mom, Jane, agrees to be a co-borrower.
- Question: Is this scenario HSP grant fund eligible?
- **Answer**: No. Because Jane signed the mortgage/deed of trust and is not occupying the home, she is considered a non-occupying co-borrower. Non-occupying co-borrowers are not allowed.



NON-OCCUPYING CO-BORROWERS AND CO-OWNERS

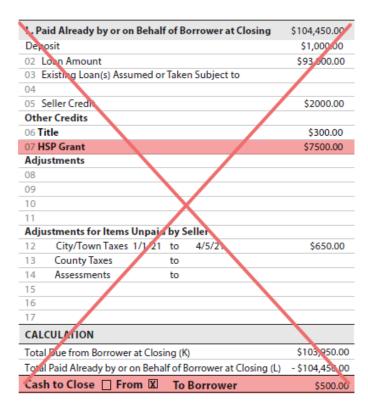
- Scenario: Sarah has always paid cash and rarely borrows money. Because of this, she has minimal credit history. Her DTI is excellent, but her lender will not make a home loan without a strong co-signer. Sarah's grandfather, Henry, agrees to co-sign. Henry will not be occupying Sarah's new home.
- Question: Is this scenario HSP grant fund eligible?
- **Answer**: Yes. Although Henry will not be occupying the home, he is only signing the note, which makes him a non-occupying co-signer. Non-occupying co-signers are allowed.



CASH BACK

Cash back to the household exceeding \$250.00 is **NOT ALLOWED** under any circumstance.

- Cure cash back **prior** to the loan closing by:
 - Reducing the HSP grant amount
 - Applying a principal reduction
- If cash back is not cured:
 - Reimbursement reduced
 - RERA released
 - New RERA recorded





CORRECTING CASH BACK **PRIOR** TO THE LOAN CLOSING **OPTION 1: REDUCE HSP GRANT AMOUNT ON CD**



| L. Pa | aid Already by or on Behalf | f of Borrower at Closing | \$104,200.00 |
|---------------|------------------------------|-------------------------------|---------------|
| Dep | osit | | \$1,000.00 |
| 02 L | oan Amount | | \$93,000.00 |
| 03 E | xisting Loan(s) Assumed or | Taken Subject to | |
| 04 | | | |
| 05 \$ | Seller Credit | | \$2000.00 |
| Othe | er Credits | | |
| 06 T i | itle | | \$300.00 |
| 07 H | SP Grant | | \$7250.00 |
| Adju | ıstments | | |
| 08 | | | |
| 09 | | | |
| 10 | | | |
| 11 | | | |
| Adju | istments for Items Unpaid | l by Seller | |
| 12 | City/Town Taxes 1/1/21 | to 4/5/21 | \$650.00 |
| 13 | County Taxes | to | |
| 14 | Assessments | to | |
| 15 | | | |
| 16 | | | |
| 17 | | | |
| CAL | CULATION | | |
| Tota | Due from Borrower at Closi | ing (K) | \$103,950.0 |
| Tota | l Paid Already by or on Beha | If of Borrower at Closing (L) | - \$104,200.0 |
| Casl | h to Close ☐ From 🛛 | To Borrower | \$250.0 |



CORRECTING CASH BACK PRIOR TO THE LOAN CLOSING

OPTION 2: PRINCIPAL REDUCTION APPLIED

| 1/ 0 | Oue from Borrower at Clo | | ***** | | | | | |
|---|-----------------------------|---------------------|------------|--|--|--|--|--|
| K. D | \$104,200.00 | | | | | | | |
| 01 | \$100,000.00 | | | | | | | |
| 02 Sale Price of Any Personal Property Included in Sale | | | | | | | | |
| 03 (| Closing Costs Paid at Closi | ng (J) | \$3,800.00 | | | | | |
| 04 | | | | | | | | |
| Adju | ıstments | | | | | | | |
| 05 P ı | rincipal Reduction | | \$250.00 | | | | | |
| 06 | | | | | | | | |
| 07 | | | | | | | | |
| Adju | stments for Items Paid I | y Seller in Advance | | | | | | |
| 08 | City/Town Taxes | to | | | | | | |
| 09 | County Taxes 4/5/21 | to 5/31/21 | \$150.00 | | | | | |
| 10 | Assessments | to | | | | | | |
| 11 | | | | | | | | |
| 12 | | | | | | | | |
| 13 | | | | | | | | |
| 14 | | | | | | | | |
| 15 | | | | | | | | |



| L. Pa | nid Already by or on Behalf | f of B | orrower at Closing | \$104,200.00 |
|---------------|-----------------------------|---------|------------------------|----------------|
| Dep | osit | | | \$1,000.00 |
| 02 L | oan Amount | | | \$93,000.00 |
| 03 E | xisting Loan(s) Assumed or | Take | n Subject to | |
| 04 | | | | |
| 05 \$ | Seller Credit | | | \$2000.00 |
| Othe | er Credits | | | |
| 06 T i | itle | | | \$300.00 |
| 07 H | SP Grant | | | \$7500.00 |
| Adju | ıstments | | | |
| 08 | | | | |
| 09 | | | | |
| 10 | | | | |
| 11 | | | | |
| Adju | istments for Items Unpaid | by S | eller | |
| 12 | City/Town Taxes 1/1/21 | to | 4/5/21 | \$650.00 |
| 13 | County Taxes | to | | |
| 14 | Assessments | to | | |
| 15 | | | | |
| 16 | | | | |
| 17 | | | | |
| CAL | CULATION | | | |
| Total | Due from Borrower at Closi | ng (K |) | \$104,200.00 |
| Total | Paid Already by or on Beha | lf of B | orrower at Closing (L) | - \$104,450.00 |
| Casl | h to Close ☐ From 🏻 | To | Borrower | \$250.00 |
| Casi | ir to close From w | 10 | Borrower | \$. |



HOMEBUYER EDUCATION

The homebuyer education provider must be approved or accepted by one of the following organizations:

- United States Department of Housing and Urban Development (HUD):
 https://www.hud.gov/offices/hsg/sfh/hcc/hcs.cfm
- Federal National Mortgage Association: https://www.fanniemae.com
- Federal Home Loan Mortgage Corporation: https://www.freddiemac.com
- National Industry Standards for Homeownership Education and Counseling https://www.homeownershipstandards.org/home/Home.aspx
- Habitat for Humanity

If the course is taken online, remember to have the homebuyer sign the certificate.

If homebuyer education is taken through an online platform, such as EHomeAmerica, ensure the provider meets FHLBank requirements. EHomeAmerica is not the homebuyer education provider.



GRANT EXPIRATION

- Disbursement request must be submitted within 90 days of reservation approval
- Grant expiration date can be viewed on the Dashboard in HSP Online
- After disbursement submission, the reservation/disbursement will not expire
- Email reminder sent 30 days prior to reservation expiration Example:
 - Reservation approved ("Reservation Request Eligible") January 14, 2022
 - Email Reminder for reservation expiration sent March 15, 2022
 - Reservation expires if disbursement request is not submitted by 11:59 pm April 14, 2022

| Reservation Number | Disbursement Number | Homeowner Last Name | Homeowner First, Middle Name | Member Contact | Date Reservation Submitted | Current Status | Subsidy Reserved | Grant Expiration | Withdrawal Requested | Subsidy Disbursed | Disbursement Date |
|-------------------------|------------------------|------------------------|------------------------------------|----------------|----------------------------------|---------------------------------|---------------------|---------------------|-------------------------|----------------------|----------------------|
| | Search | Search | Search | Search | | | | | | | |
| | | | | | | Reservation Request Eligible | 2,500.00 | Apr 14, 2022 | N | \$ 0.00 | |
| Once the Reservation is | | | | | | | | | | | |

Once the Reservation is determined eligible, the grant expiration will be viewable on the Dashboard in HSP Online. The disbursement request must be submitted prior to the grant expiration date.



STATUSES

- Viewable on the Dashboard and Reservation/Disbursement Home screens
- Know the status descriptions; "Pending" means it is not submitted for review
- Status Descriptions for all HSP Online statuses can be found in the HSP User Guide:

HSP ONLINE STATUS DESCRIPTIONS

RESERVATION REQUEST STATUS DESCRIPTIONS

Reservation Request Pending – A reservation request has been initiated, but not yet submitted. You may begin and save progress on the reservation request and return to complete the work at a later time/date. The reservation must be completed and submitted (status of "Reservation Request Submitted") to FHLBank within one day, or the reservation will expire, and funds will no longer be reserved for the household. FHLBank cannot review the request until it has been submitted. If the status includes the word "Pending," it has not been submitted for FHLBank review.

Reservation Request Submitted – Reservation has been submitted and is now available for FHLBank Topeka to review and approve/reject. You are no longer able to edit the reservation request.



TIMING

- Reservations/Disbursements are reviewed in the order of receipt
- Requests to expedite reviews will not be honored
- Submit reservation the same time the title and appraisal are ordered; make reservation submission part of your loan processing duties
- Allow 15 days to provide approval; schedule loan closings accordingly
- Clarification requests for additional information, explanations, etc. will delay the approval
- Tips
 - Learn the income calculation guidelines
 - Don't ignore emails from HSP Online
 - Designate one or two individual(s) to manage submissions (select them a contact(s) on the Additional Contacts screen)
 - · Know what the statuses mean; "Pending" is not submitted

Quality Submission = Quick Approval



HSP FORMS

- DO NOT save the ICW and RERA on your desktop
- DO NOT recycle the ICW and RERA for multiple households
- DO obtain a new ICW and RERA for each household from the Resources tab of the HSP website
- ICW and RERA are updated periodically
- Submitting outdated versions delays approval
- Recording an outdated RERA will require a recorded release and a newly signed RERA at the member's expense



HSP FORMS

- Scenario: Hank is an HSP authorized user and is preparing two reservations for two different households. Hank goes to the HSP website and obtains an ICW. After completing the income calculation for the first household, Hank uses the same ICW to complete the income calculation for the second household by deleting the first household's information and entering the second household's information.
- Question: Did Hank follow best practices when preparing the ICW's?
- Answer: No. Hank should have obtained a new ICW from the HSP website for Household 2. Many times, ICW's are submitted with information for multiple households because the preparer failed to delete all of the previous household's information. This delays the reservation approval.

HSP FORMS

- Scenario: Amanda is preparing a loan closing. The household is approved for HSP grant funds. Amanda has a RERA saved on her computer from the previous HSP round and prepares that RERA for the household to sign at the loan closing.
- Question: Did Amanda follow best practices when preparing the loan closing documentation?
- Answer: No. Amanda should have visited the HSP website and obtained a new RERA for the loan closing. This practice should be followed for every loan closing that HSP grant funds are being applied. Never save the RERA on your computer. The RERA may be updated during the HSP round and if an outdated version of the RERA is recorded, the disbursement will not be funded until the RERA is released, and a new RERA is executed and recorded at the member's expense.



INCOME

- Only provide ONE paystub or a VOE (paystub preferred)
- Ensure the paystub accurately represents a normal pay period
 - If the homebuyer typically works 40 hrs/wk, provide a paystub that is representative of 40 hrs/wk
 - If the homebuyer typically does not get paid for holiday hours in addition to regular hours worked, do not provide the paystub for the pay period that the holiday hours were paid
- Complete the ICW with the paystub/VOE; do not enter information in the ICW if it cannot be verified on the paystub/VOE
- Page 5 of the Income Calculation Guide

| Income Type | Documentation Source Required |
|---|--|
| Salary and Hourly Bonus, Commission, Overtime, and Tips | <u>One</u> paystub that includes at least 28 days of gross YTD earnings that accurately represents the household member's income (i.e. hours worked per week, days worked, overtime worked, etc.) OR - |
| | Verification of Employment (VOE) provided by the employer or employer's designee that includes at least 28 days of gross YTD earnings |
| | **Additional documentation will be required if income documentation submitted does not include gross YTD earnings. |
| Seasonal | Previous year W-2 (if employed for a full season with the same employer) OR - Verification of Employment (VOE) provided by the employer or employer's designee (includes number of weeks/days employee will work during the year) |
| | OR - One paystub that includes at least 28 days of gross YTD earnings that accurately represents the household member's income (i.e. hours worked per week, days worked, overtime worked, etc.). Provide a verification from the employer regarding |
| Non-traditional | how many weeks/days the employee will work during the year. • Previous year W-2 (if employed for a full year with the same employer) |
| | OR - Verification of Employment (VOE) provided by the employer or employer's designee OR - One paystub that includes at least 28 days of gross YTD earnings that accurately represents the household member's income (i.e. hours worked per week, days worked, overtime worked, etc.) |
| Self-employment/Rental Income | Complete individual federal tax return for the previous year signed by the homebuyer(s)/resident(s) including all schedules. IRS e-file Signature Authorization form (IRS Form 8879), signed by the homebuyer(s)/resident(s), can be provided in lieu of signatures on the tax return. |
| Child Support or Alimony | Formal statement from recognized state or local authority or agency verifying alimony award and child support payments (or at least 60 days of history). Court orders, including executed divorce decrees, are acceptable. |
| Social Security/SSI | If within the first quarter of the calendar year, 1099 for previous year OR - Copy of award letter designating benefits for current year. |
| Retirement / Annuities | 1099 for previous year, current award letter, or current statement showing disbursements |



INCOME

- Include ALL income for ALL household members
 - Refer to pages 3 & 8 in the AHP & HSP Income Calculation Guide

INCOME INCLUSIONS AND EXCLUSIONS

Generally, FHLBankTopeka requires ALL household income to be included in the calculation of the household income. Table 3 (below) identifies the most common examples of income inclusions and exclusions. Contact Housing and Community Development staffwith questions.

| | Include | Do Not Include |
|---|--|--|
| | The gross amount of all wages and salaries, overtime | Benefits paid to the employee by the employer may |
| | pay, commissions, fees, tips, bonuses, differential pay, | be excluded from household in come if there is a |
| ı | housing allowances, and other compensation, | corresponding deduction equal to the benefit paid to |
| ı | including health insurance benefits (unless otherwise | the employee. |
| ı | stated). | |
| l | Self-employment and Rental Income | One-time lump sum additions to household assets |
| l | | including, but not limited to: inheritances, capital |
| | | |

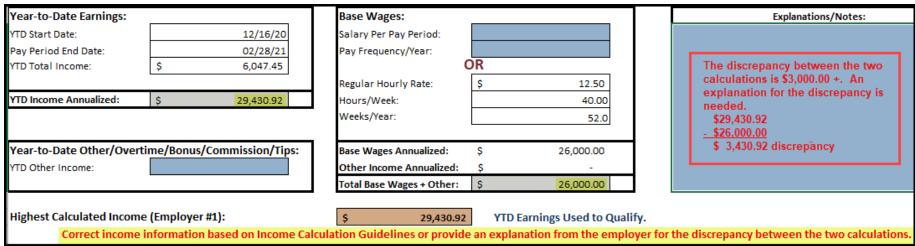
- If the household member is age 18 older and not an income earner:
 - Provide a signed AHP/HSP Zero Income Certification
 - Resources tab of the HSP public website
 - ICW Reminder
 - Upload with the other income documentation in HSP Online on the Household Income screen

| SECTION 1: HO | ECTION 1: HOUSEHOLD COMPOSITIONList ALL household members. | | | | | | | |
|--|--|-----------------------------------|---------------|-----------------------------------|----------------|--|--|--|
| Household Member Number | Name (First and Last) | Relationship to Head of Household | Date of Birth | Age at Program Enrollment Date | Income Earner? | | | |
| 1 | Jenny Smith | Head of Household | 4/5/81 | 39 | Yes | | | |
| 2 | Jerry Smith | Spouse | 8/9/83 | 37 | No | | | |
| 3 | Jerry Smith Jr | Child | 3/25/09 | 11 | No | | | |
| 4 | | | | | | | | |
| 5 | | | | | | | | |
| 6 | | | | | | | | |
| 7 | | | | | | | | |
| 8 | | | | | | | | |
| 9 | | | | | | | | |
| 10 | | | | | | | | |
| 11 | | | | | | | | |
| 12 | | | | | | | | |
| 13 | | | | | | | | |
| 14 | | | | | | | | |
| 15 | | | | | | | | |
| Complete a Zero Income Certification for each household member age 18 and older who is not an income earner. | | | | | | | | |



INCOME

- If there is a discrepancy in the ICW, make corrections or provide an explanation from employer
- ICW Warning
- DO NOT submit the ICW with a discrepancy unless it is accompanied by an employer explanation
- Refer to page 6 in the AHP & HSP Income Calculation Guide





STEP-BY-STEP



Member reviews program guidelines and interviews household to determine eligibility.



From: no-reply-ahp@fhlbtopeka.com Sent: Thursday, March 12, 2020 1:33 PM To: member@institution.com Subject: Homeownership Set-aside Program Reservation Eligible



Member submits Reservation Request to FHLBank through HSP Online.



FHLBank reviews **Reservation Request** and notifies member of household eligibility.



Member closes the home loan and provides grant funds at the loan closing.



HSP reimbursement funds are transferred to the member's FHLBank DDA.



From: no-reply-ahp@fhlbtopeka.com Sent: Wednesday, May 20, 2020 11:28 AM To: member@institution.com Subject: Homeownership Set-aside Program Disbursement Request Eligible



FHLBank reviews **Disbursement Request** and notifies member of reimbursement.



Member submits Disbursement Request to FHLBank through HSP Online.



Withdraw

Contacts and Resources

HSP Website

www.fhlbtopeka.com/hsp

HSP Email Address

hsp@fhlbtopeka.com

HCD Phone Number

1.866.571.8155

