

MLBWHOLESALE
Making Lives Better

MLB Borrower Assistance Programs

www.MLBWholesale.com

🏠 NMLS #1101220



Why Borrower Assistance Matters

Today's Reality

- Many qualified buyers struggle with the down payment
- Affordability remains a challenge
- Buyers need solutions beyond interest rates
- Realtors need partners who can save transactions

MLB's Solution

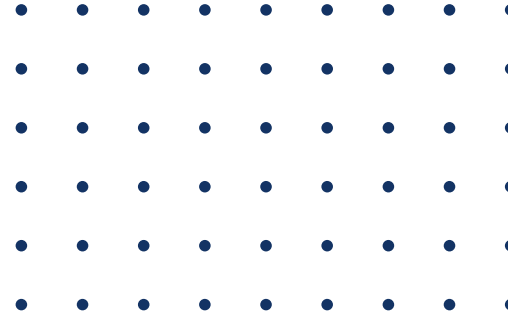
Two powerful borrower assistance programs:

- ✓ Remarkable DPA
- ✓ MLB Green Advantage





Remarkable DPA



- **FHA only DPA**
- **100% forgivable grant | No second lien | No repayment**

FICO

- **2% DPA: 620 minimum Qualifying Credit Score**
- **3.5% DPA: 640 minimum Qualifying Credit Score**

UW Method

- **TOTAL Scorecard**
- **Desktop Underwriter (DU)**

AUS Recommendation

- **Approve/Eligible – DU**





REMARKABLE DPA SPECIFICATIONS

PARAMETERS	PROPERTY TYPES
<p>ELIGIBLE TERMS</p> <ul style="list-style-type: none"> • 25, 30-year fixed <p>TRANSACTION TYPES</p> <ul style="list-style-type: none"> • Purchase only • Borrower Paid Comp only <p>LTV/CLTV/HCLTV</p> <ul style="list-style-type: none"> • The maximum limit is 96.50% <p>DTI</p> <ul style="list-style-type: none"> • The maximum DTI limit is 49.99% <p>MAX LOAN AMOUNT</p> <ul style="list-style-type: none"> • No High Balance loans <p>AUS RECOMMENDATIONS</p> <ul style="list-style-type: none"> • Approve/Eligible - DU 	<ul style="list-style-type: none"> • 1-2 Unit Primary Residence • Manufactured Housing <ul style="list-style-type: none"> ◦ Singlewide, Multi-wide, MH Condo Projects • FHA HRAP Approved Condos • PUDs <p>*Not eligible in AK, HI or WA</p>




BORROWER ELIGIBILITY


To be eligible for Remarkable DPA,
ONE Borrower must meet only **ONE**
of the four following categories
outlined:




First -Time Home Buyer



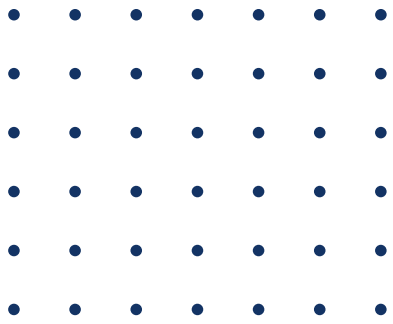
Current/Retired Employment or Volunteer/Non-Paid Member



Income



Underserved Census Tract







DPA DOCUMENTS

The Account Manager will provide the following documents after Decision:

- DPA Assistance Application
- DPA Grant Letter
- Program/Consumer Disclosures

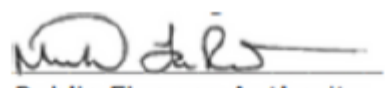


Down Payment Assistance Grant Letter

Date _____

Once fully executed, and subject to meeting the requirements of this program, this Down Payment Assistance Grant Letter confirms that the Public Finance Authority (PFA), a Wisconsin governmental entity, has agreed to provide its funds (its Down Payment Assistance Grant), in the following amount, towards the total required down payment on the mortgage loan being originated for you by your lender.

The amount of the down payment assistance grant (gift) provided to you and all Borrowers on this loan in aggregate is \$_____. It will be provided by PFA at the closing of your loan. This Down Payment Assistance Grant is provided to you under the terms of the homeownership program developed by PFA, who provides the grant, and MLB who is your lender and/or program administrator. This is a PFA grant. You have no obligation to repay this grant.


Public Finance Authority

By signing below, you, the Borrower(s), acknowledge that you have received this Down Payment Assistance Grant Letter as of the date indicated above; that no portion of this Grant will be used to pay the costs of construction, demolition, expansion, rehabilitation, renovation, upgrading, addition to or remodeling of the



HOME BUYER COUNSELING COURSE

One borrower is required to take a Homebuyer Counseling Course run by a HUD counselor.

Options can be found through Framework, CFPB and HUD's website.

FRAMEWORK HOMEOWNERSHIP

HOMEOWNERSHIP COUNSELING LIST

HUD.GOV

5/31/22, 3:16 PM Framework Homeownership | Home

Welcome to the Framework course!
SMART HOMEOWNERSHIP STARTS HERE

Framework Buying a home is a big deal, whether you're doing it for the first time or getting back into the ever-changing market. When you educate yourself for smart homeownership with Framework, you'll navigate every step of the process with confidence. The Framework course is affordable too: just \$75.

Register Now: <https://www.frameworkhomeownership.org/registration>

Contact Us: support@frameworkhomeownership.org

Click here for a preview

<https://framework.frameworkhomeownership.org>

5/31/22, 11:43 AM Find a Housing Counselor | Consumer Financial Protection Bureau

cfpb Consumer Financial Protection Bureau

Housing counselors near you

The counseling agencies on this list are approved by the U.S. Department of Housing and Urban Development (HUD), and they can offer independent advice about whether a particular set of mortgage loan terms is a good fit based on your objectives and circumstances, often at little or no cost to you. This list shows you several approved agencies in your area. You can find other approved counseling agencies at the Consumer Financial Protection Bureau's (CFPB) website: consumerfinance.gov/mortgagehelp or by calling 1-855-411-CFPB (2372). You can also access a list of nationwide HUD-approved counseling agencies at: <https://apps.hud.gov/offices/hsg/sfh/hcc/hcs.cfm>

Displaying the 10 locations closest to ZIP code 30308

AGENCY	DISTANCE
1. Lapin Financial Services, Inc. (http://www.lapinfinancial.com) 1400 N. Peachtree St. Atlanta, GA 30309-2152	3.9 miles
2. Lapin Financial Services, Inc. (http://www.lapinfinancial.com) 2510 Peachtree Rd NE Atlanta, GA 30309-2152	4.5 miles

PHONE: 770-790-2112
LANGUAGES: English, Spanish

SERVICES
Mortgage Delinquency and Default Resolution Course, Predatory Lending Education Workshops, Pre-purchase Counseling, Pre-purchase Homebuyer Education Workshops.

https://www.consumerfinance.gov/find-a-housing-counselor/?zipcode=30308&hud_search_container

U.S. Department of Housing and Urban Development

HOUSING COUNSELING SERVICES

The nationwide network of HUD participating housing counseling agencies have been helping customers across America for more than 50 years by providing answers needed to make informed housing decisions. Use the search below to find a HUD participating housing counseling agency near you.

Search by zip code or state to find a HUD participating housing counseling agency near you:

Code: Distance: OR State:

Select the type of service you are seeking (optional):

Use the criteria below to narrow your search results (optional):

Agency Name: Counseling Method: Preferred Language:

Agency Resources
About HUD
Secretary of HUD
Program Offices
Customer Experience

U.S. Department of Housing and Urban Development
451 7th Street, S.W., Washington, DC 20410
T: 202-708-1112
TDD: 202-708-1145



MLB GREEN ADVANTAGE

MLB Green Advantage allows brokers to finance solar improvements and offer borrower assistance while maintaining borrower affordability and program eligibility.

Program Highlights

- 3.5% **or** 5% assistance (Grant or Silent Second)
- 620 minimum FICO
- No income limits
- No solar liens, UCC filings, or third-party contracts

Ideal Borrowers

- Purchase or refinance clients
- Buyers short on cash for closing costs
- Borrowers focused on sustainability and monthly savings





ARCASA

Borrower Eligibility

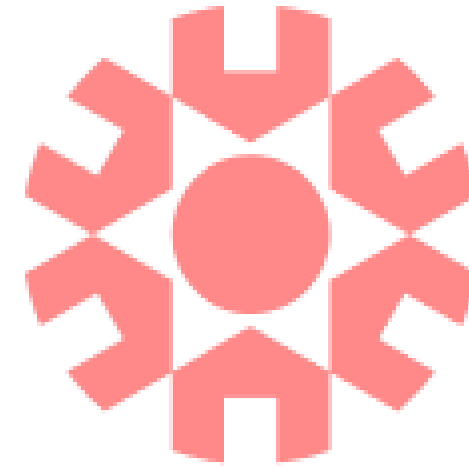
- 620+ credit
- Up to 120% LTV (includes solar cost)
- FHA Purchase or Rate & Term Refinance

Program Options

- 3.5% **or** 5% assistance
- Available as:
 - Grant **or**
 - Forgivable second (10 year, no payments, forgiven at post close install)*
- No income caps
- **Not** taxable income

Energy Upgrade (Not Traditional Solar)

- Reduced-cost solar installed after closing
- Financed inside the FHA loan (Solar/Wind policy)**
- No separate payments
- No liens, UCC filings, or third-party contracts



arcasa

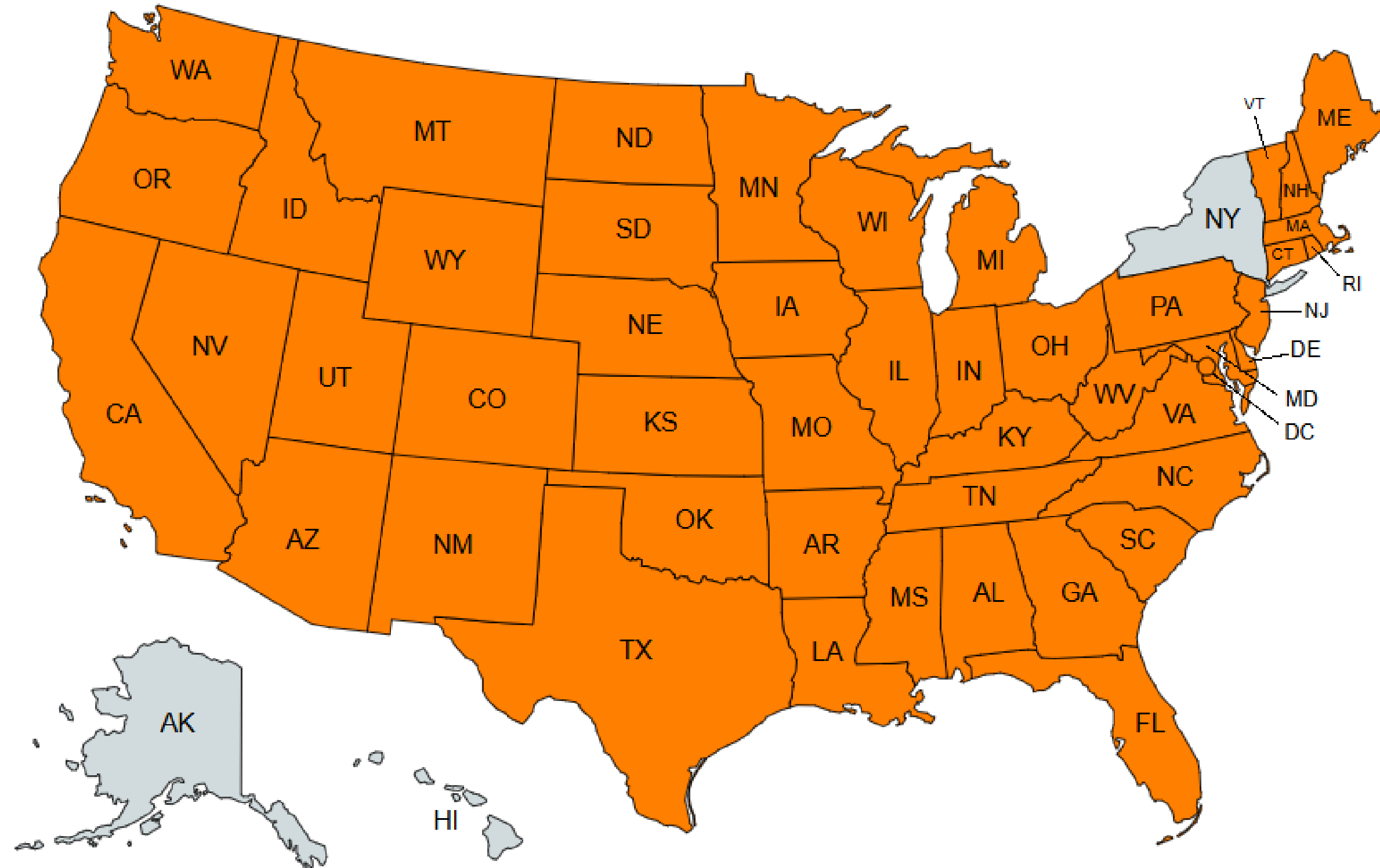
**Recording Fee & Title Insurance Policy fee applies for 2nd lien*

***[FHA Solar and Wind Technologies Program](#)*



Not Eligible:

- Alaska
- Hawaii
- New York





Getting Started

1. Loan Officer issues a pre-approval for an FHA purchase or refinance
2. LO completes the [Arcasa Lead Form](#) in the Arcasa portal
 - Reach out to clientservices@mlbmortgage.com if an Arcasa account is needed
3. Arcasa provides the eligibility letter/estimated numbers within the Arcasa portal
4. LO adds the cost of solar to the loan amount
5. LO registers the FHA loan with MLB





ARCASA RESOURCES

[Reach out](#) to the Arcasa team

Phone: (833)-789-0057

Submit your Arcasa borrower lead **[here](#)**

Review MLB's **[Program Eligibility Guidelines](#)**





FREQUENTLY ASKED QUESTIONS



Q: What are MLB's Borrower Assistance Programs?

A: Remarkable DPA & MLB Green Advantage

Q: Can these programs be used nationwide?

A: Remarkable DPA is not available in Hawaii, Alaska or Washington | Green Advantage is not available in Alaska, Hawaii or New York

Q: Is TBD permitted?

A: TBD is **not** permitted

Q: Do we need confirmation of wire Instructions prior to DPA funds disbursement?

A: Yes, MLB to confirm the settlement agents/title companies' wire instructions prior to the DPA funds being requested

Q: Will there be a 2nd lien on my property?

A: For Remarkable DPA, No, the Down Payment Assistance is a forgivable grant from day 1. For Green Advantage, the assistance can be structured as a forgivable silent second lien that is forgiven upon solar install.



FREQUENTLY ASKED QUESTIONS



Q: If a Borrower has previously completed a Homebuyer Counseling course, will MLB accept it?

A: If the Borrower has completed the course prior to our application date, MLB will accept it if it is a HUD-approved course, and the expiration of the course is prior to our Note Date.

Q: Do all Borrowers need to take the home counseling, or just one?

A: Only one Borrower is required to complete the course.

Q: Can a Borrower contribute more than 3.5% for their down payment?

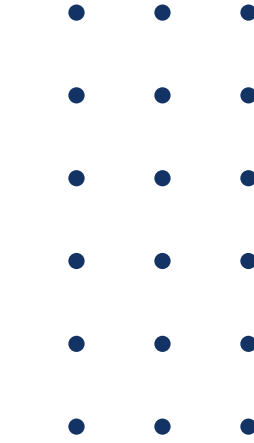
A: Yes, the Borrower is permitted to contribute more than the minimum required investment of 3.5%.

Q: Are the DPA funds taxable?

A: No, the DPA funds come from tax-exempt bonds

Q: How long until closing can be scheduled?

A: Minimum 48-hour scheduling for closing



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www.MLBWholesale.com



Call or Text:
(973) 564-0866



@mlbwholesale

841 Mountain Ave, Suite 400, Springfield, NJ 07081

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