



## **2013 DENVER “METRO MORTGAGE ASSISTANCE PLUS” PROGRAM**

Down Payment Assistance of 4%  
(3% + 1% Origination)  
of the total mortgage amount -  
in exchange for a slightly higher mortgage interest rate!

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## PROGRAM SUMMARY

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### Program Basics:

- **Net 3% Down Payment Assistance “Grant” and up to 1% Origination Fees** to qualifying low & moderate income homebuyers.
- Mortgage rates to buyers are slightly above market (currently about 0.25% - 0.50% above market today). Mortgage interest rates fluctuate to stay competitive with current market.
- Eligible loans must be **30 year fixed rate FHA or VA**, and are then pooled into GNMA Certificates.
- **Currently a \$20 Million Revolving Program:** Participating lenders may reserve and close loans at any time. As soon as GNMA Certificates are pooled and sold, the capacity of the Program is restored by such amount.
- Denver funds Down Payment Assistance, and is reimbursed upon sale of GNMA Certificates.

### Home Buyer Requirements:

- Purchases only. No refinances.
- No first-time homebuyer requirement.
- **Maximum** qualifying income:
  - \$91,100\* (2 or fewer in household)
  - \$103,000 (3 or more)
- Minimum 640 FICO credit score, with monthly recurring debt payments not exceeding 45% of monthly income (45% debt-to-income).
- Homebuyer education required from HUD approved agencies
- No maximum purchase price.

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**PARTICIPATING JURISDICTIONS**  
**METRO MAYOR'S CAUCUS & METRO AREA COUNTY COMMISSIONERS**

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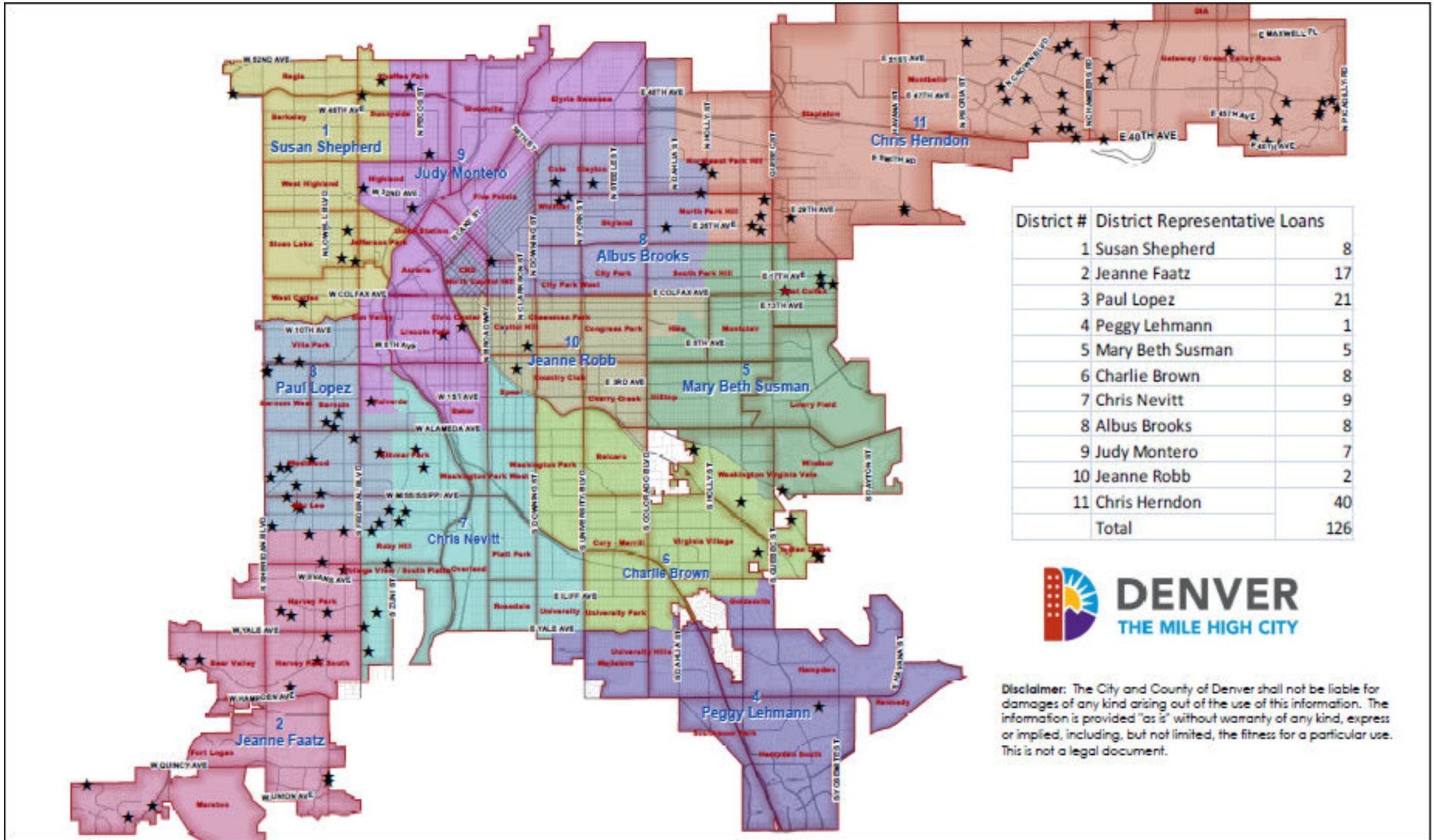
1. Arvada
2. Aurora
3. Boulder
4. **Boulder County**
5. Brighton
6. Broomfield
7. Centennial
8. Dacono
9. Edgewater
10. Englewood
11. Golden
12. **Jefferson County**
13. Lakewood
14. Littleton
15. Parker
16. Sheridan
17. Wheat Ridge
18. Westminster

# PROGRAM SUCCESS

2013 Denver MMA Plus Program							
As of: 11/25/13		Launch: March 20, 2013					
Number of Households Helped: 271		Property Type					
Total Dollar of Transactions: \$49,089,146		Single Fam	220				
Participating Lenders: 25		Condo	26				
Approx. Total Down Payment Assistance: \$1,963,566		Duplex	3				
Issuer Fees \$248,717		Townhouse	22				
		271					
Current Interest Rate Offered 4.750%		<table border="1" style="margin: auto; border-collapse: collapse;"> <tr> <td style="padding: 2px;">Low</td> <td style="padding: 2px;">High</td> </tr> <tr> <td style="padding: 2px;">3.875%</td> <td style="padding: 2px;">5.125%</td> </tr> </table>		Low	High	3.875%	5.125%
Low	High						
3.875%	5.125%						
<b><u>Averages:</u></b>							
Loan Amount: \$181,141		1st Time buyers 270					
Purchase Price: \$184,701		Total Denver 114					
Household Income: \$56,044							

CITY	LOANS	AMOUNT	% OF TOTAL
Arvada	18	\$3,767,830.00	7.68%
Aurora	59	9,964,234.00	20.30%
Boulder	1	207,307.00	0.42%
Brighton	13	2,517,345.00	5.13%
Centennial	1	213,651.00	0.44%
Denver	126	22,165,859.00	45.15%
Edgewater	4	757,239.00	1.54%
Englewood	4	825,765.00	1.68%
Lakewood	15	2,700,123.00	5.50%
Littleton	12	2,348,029.00	4.78%
Morrison	1	264,618.00	0.54%
Parker	4	872,979.00	1.78%
Westminster	9	1,537,630.00	3.13%
Wheat Ridge	4	946,537.00	1.93%
<b>TOTAL</b>	<b>271</b>	<b>\$49,089,146.00</b>	<b>100.00%</b>

# LOCATIONS BY COUNCIL DISTRICT MAP

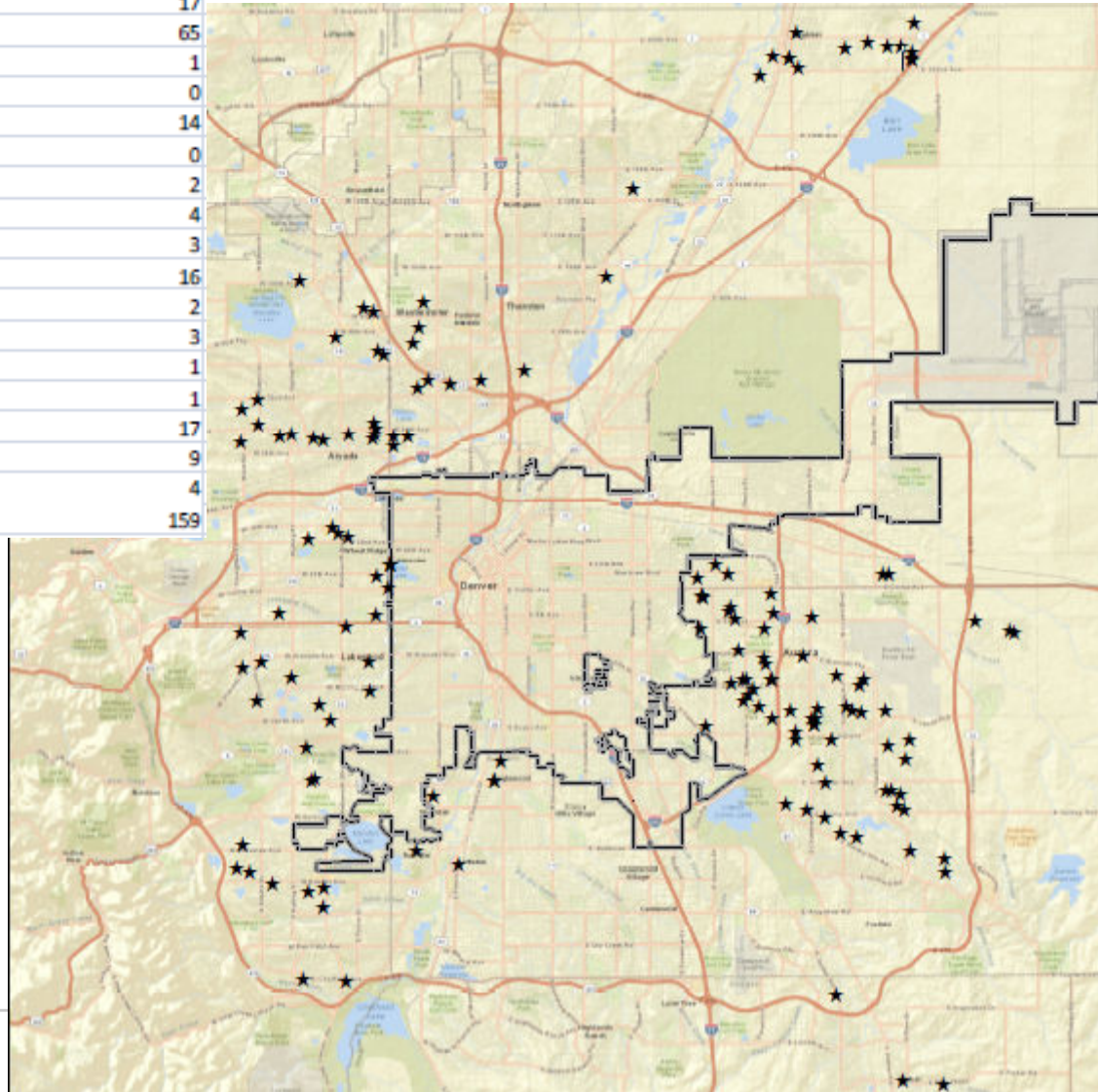


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# LOCATIONS IN 18 OF 40 JURISDICTIONS METRO – MAYORS’ CAUCUS

## MAP

NAME	Loans
ARVADA	17
AURORA	65
BOULDER	1
BOW MAR	0
BRIGHTON	14
BROOMFIELD	0
CENTENNIAL	2
EDGEWATER	4
ENGLEWOOD	3
LAKEWOOD	16
LITTLETON	2
PARKER	3
SHERIDAN	1
THORNTON	1
UNINCORPORATED/OTHER	17
WESTMINSTER	9
WHEAT RIDGE	4
<b>TOTAL</b>	<b>159</b>



# PROGRAM CASH FLOW ORDINANCE PROPOSAL

## Down Payment Cash Needs to Facility Size

	Use of Funds		Source of Funds				
	Facility Size	Required DPA Size	Housing Asst Funds	City Transfer	Issuer Fees		Total
					Current	Addnl Prjctd when reaches Facility Size	
Initial	\$ 15,000,000	\$ 350,000	\$ 200,000	\$ 300,000	\$ 248,717	\$ -	\$ 748,717
2013 year-end	\$ 20,000,000	\$ 500,000	\$ 200,000	\$ 300,000	\$ 248,717	\$ -	\$ 748,717
Recommended	\$ 45,000,000	\$ 1,250,000	\$ 200,000	\$ 750,000	\$ 248,717	\$ 818,659	\$ 2,017,376

**All funds transferred from the General Fund will be transferred  
Back in full!**

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## FUNDING MECHANISM & ORDINANCES

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### **Background:**

- Ordinance 43, Series 2013 authorized up to 4% of the maximum amount of mortgage loans (\$15M) for the Down Payment Assistance program, and assumed repayment by the end of 2013.
- The program continues to grow despite seasonal real estate transaction volume decreases typically experienced at the end of the year.
- Program revenue has revolved as anticipated.
- In anticipation of 2014 usage levels, the City is growing the facility to \$45 million.
- We are seeking City support of the program up to \$750,000 to act as cash flow until adequate revenues can be generated by the program to repay the General Fund.

### **Two ordinances document this support:**

1. An ordinance to rescind \$400,000 of savings from the Department of Finance 2013 operating budget, and reappropriate to the Down Payment Assistance Special Revenue Fund (11860-2550000).
2. An ordinance to expand the program capacity from \$15M to \$45M, and transfer an additional \$350,000 to the Down Payment Assistance Special Revenue Fund (11860-2550000) from contingency.



# LENDERS

## ORIGINATION SUMMARY REPORT

ORIGINATOR SUMMARY	LOANS	AMOUNT	% OF TOTAL
Academy Mortgage Corporation	2	\$343,561.00	0.70%
Air Academy FCU	1	216,015.00	0.44%
America's Mortgage LLC	3	649,517.00	1.32%
Axia Financial LLC	1	201,286.00	0.41%
Broker Solutions Inc, DBA New American Funding	11	2,035,854.00	4.15%
Caliber Home Loans	1	166,920.00	0.34%
Cherry Creek Mortgage	3	741,018.00	1.51%
Citywide Home Loans	90	15,529,553.00	31.64%
Commerce Mortgage	4	709,411.00	1.45%
Cornerstone Home Lending, Inc.	19	3,696,420.00	7.53%
DHI Mortgage Co., Ltd.	1	322,800.00	0.66%
Ent Federal Credit Union	1	264,127.00	0.54%
First California Mortgage DBA FirstCal	2	513,526.00	1.05%
Guaranteed Rate Inc	4	1,000,957.00	2.04%
Guild Mortgage Company	37	6,817,464.00	13.89%
MegaStar Financial	5	719,217.00	1.47%
NOVA Financial & Investment Corp.	9	1,830,969.00	3.73%
Peoples National Bank	14	2,544,502.00	5.18%
Real Estate Mortgage Network, Inc.	8	1,280,870.00	2.61%
Rocky Mountain Mortgage Specialists	3	441,063.00	0.90%
Summit Mortgage Corporation	11	2,048,504.00	4.17%
Universal Lending Corporation	20	3,342,103.00	6.81%
VIP Mortgage Inc	2	390,790.00	0.80%
Wells Fargo Home Mortgage	8	1,458,654.00	2.97%
WR Starkey Mortgage, LLP	11	1,824,045.00	3.72%
<b>TOTAL</b>	<b>271</b>	<b>\$49,089,146.00</b>	<b>100.00%</b>

## ETHNICITY AND HOUSEHOLD SIZE

<b>RACE</b>	<b>HISPANIC</b>	<b>NONHISPANIC</b>	<b>UNKNOWN</b>	<b>LOANS</b>	<b>% OF TOTAL</b>
American Indian/ Alaskan Native	2	0	0	2	0.74%
Asian	0	2	0	2	0.74%
Black/ African American	0	15	0	15	5.54%
Black/African American & White	0	1	0	1	0.37%
Native Hawaiian/Other Pacific Islander	0	7	0	7	2.58%
Other	38	24	0	62	22.88%
White	42	140	0	182	67.16%
<b>TOTAL</b>	<b>82</b>	<b>189</b>	<b>0</b>	<b>271</b>	<b>100.00%</b>

<b>HOUSEHOLD SIZE</b>	<b>LOANS</b>	<b>% OF TOTAL</b>
1 - One person	90	33.21%
2 - Two persons	78	28.78%
3 - Three persons	53	19.56%
4 - Four persons	29	10.70%
5 - Five persons	16	5.90%
6 - Six persons	3	1.11%
7 - Seven persons	1	0.37%
8 - Eight or more persons	1	0.37%
<b>TOTAL</b>	<b>271</b>	<b>100.00%</b>