

OVERVIEW

The *Within Reach*TM Manufactured Housing Conventional Down Payment Assistance Program is a competitively priced Conventional loan program that does not require a minimum down payment from the homebuyer(s), exclusively offered from Land Home Financial Services, Inc (LHFS). *Within Reach*TM provides your borrower(s) with a 5% grant.

This home loan program is a purchase money first lien mortgage with down payment assistance in the form of a grant, available for both first-time homebuyers and repeat homebuyers on their primary residence.

Refinance transactions are not eligible.

- Income limits apply
- Conforming loan amounts only
- Minimum FICO 620
- No manual underwriting allowed
- DAP is in the form of a grant (No Repayment Required)
 - *Within Reach*TM MH AMI – Grant of 5% offered
- Income limits are based off credit qualifying income reported on the 1003. All eligible income must be used in income limit calculation regardless of need. Manipulation of income to meet the income limit is not acceptable.
- No minimum borrower cash investment requirement
- No subordinate financing allowed, LTV 95.00% / CLTV 95.00%
- Benefit – Mortgage insurance coverage is lower at 25% and cancellable vs. FHA financing life of loan
- Manufactured housing only, please refer to [Within ReachTM Conventional Matrix](#) for additional property types

*Within Reach*TM Manufactured Housing

95% LTV – Income limits apply
 (LHFS preferred AUS LPA - Accept/Eligible required)
 5% Grant
 up to 2.00% Origination fee

PROGRAM CODES

Program Name	Program Code
<i>Within Reach</i> TM MH HP AMI 5% Grant	WMH30WRHPAMI5-000

NOTE: Standard LHFS [overlays](#) apply to this Down Payment Assistance Program.

<i>Within Reach</i> TM Manufactured Housing Conventional Guidelines Summary	
FIRST MORTGAGE LOAN TYPES AND TERMS	<ul style="list-style-type: none"> • First mortgage conventional 30-year fixed term with full amortization, purchase transaction only • No buy-downs are allowed • Par priced program, no premium or discounts allowed
BORROWER ELIGIBILITY	<p>Borrower must meet the following requirements:</p> <ul style="list-style-type: none"> • All borrowers must occupy the property as their primary residence • Cosigners/non-occupying co-borrowers are not allowed. • Meet income limits (see income limit section) • Manual underwriting is not allowed under this program.
CASH BACK TO BORROWER	<p>Borrower may receive the difference of their earnest money cash back. No portion of the grant, seller credits (including tax proration credits) or lender credits may be given back to the borrower and principal curtailments are not allowed. If the appraisal fee was paid by debit card transaction, a copy of the bank statement listed on the 1003 showing immediate withdrawal from the borrowers account, will be considered as a part of the borrower's cash, eligible to be refunded to the borrower outside close of escrow.</p>
DESCRIPTION	<p>LHFS 1st conventional mortgage program combined with a grant.</p> <p><i>Within Reach</i>TM Manufactured Housing Conventional grant</p> <ul style="list-style-type: none"> • 5% of the first mortgage loan amount • Up to 2.00% Origination fee • 95% LTV
DISCLOSURES	<p>First mortgage follows standard disclosure requirements.</p>
DOWN PAYMENT AND CLOSING COST ASSISTANCE	<p>Grant can be applied to both borrower minimum investment required and/or to any closing costs.</p> <p>Per guidelines:</p> <ul style="list-style-type: none"> • Additional gift funds and seller concessions are allowed. • No minimum borrower contribution required.
ELIGIBLE PROPERTIES	<p><u>Eligible:</u></p> <ul style="list-style-type: none"> • Manufactured Housing • Institute for Building Technology and Safety (IBTS) <p><u>Ineligible:</u></p> <ul style="list-style-type: none"> • Single Family Detached or Semi Detached (See Within ReachTM Conventional Matrix) • Condo units in an approved project (See Within ReachTM Conventional Matrix) • PUD attached or detached (See Within ReachTM Conventional Matrix) • No properties with significant repairs not paid by seller or buyer prior to closing are allowed (No repair escrows or Holdbacks) • Properties used for investment property, second home, or the operation of a business • 2-4 unit
ELIGIBLE STATES	<p>Nationwide Program</p>

*Within Reach*TM MH Conventional Guidelines Summary

<p>FEES</p>	<ul style="list-style-type: none"> Up to 2.00% borrower paid compensation is allowed for this program (no LPC) Third-party processing fee may not exceed \$795. LE must show "Mortgage Broker Compensation – Borrower Paid" LHFS standard <i>Within Reach</i>TM admin fee of \$1145 applies to all loans A fee of \$400 will apply to each expired lock / locked loan not delivered.
<p>FIRST-TIME HOMEBUYER</p>	<ul style="list-style-type: none"> Both 1st time homebuyers and repeat buyers allowed Subject to restrictions noted in Ownership of Other Residential Property
<p>GRANT FUNDS</p>	<ul style="list-style-type: none"> Grant in the amount of 5% Grant funds are reserved when the loan is locked. LHFS will advance the grant funds at closing.
<p>HOMEBUYER EDUCATION</p>	<p>At least one borrower must participate in a homeownership education program before the Note date.</p> <ul style="list-style-type: none"> Homeownership education must not be provided by an interested party to the transaction, LHFS, or by the seller. Homeownership education programs may use different formats and require different lengths of time to complete. The following are acceptable: <ol style="list-style-type: none"> Programs developed by HUD-approved counseling agencies, Housing Finance Agencies (HFAs) or Community Development Financial Institutions (CDFIs) Programs developed by mortgage insurance companies Programs that meet the standards of the National Industry Standards for Homeownership Education and Counseling (www.homeownershipstandards.com) A copy of Exhibit 20, Homeownership Education Certification, or another document (such as the CreditSmart® – Steps to Homeownership certificate of completion) containing comparable information must be retained in the mortgage file. As an alternative to the programs listed above, LHFS allows CreditSmart® which meets the homeownership education requirements, provided: <ul style="list-style-type: none"> The borrower completes the on-line Credit Smart® – Steps to Homeownership Tutorial, which includes: <ul style="list-style-type: none"> Module 1 (Your Credit and Why It Is Important) Module 2 (Managing Your Money) Module 7 (Thinking Like a Lender) Module 11 (Becoming a Homeowner) and Module 12 (Protecting Your Investment) The financial literacy curriculum is not provided by an interested party to the transaction, the originating lender or by the seller. A copy of Exhibit 20, Homeownership Education Certification, or another document (such as the CreditSmart® – Steps to Homeownership certificate of completion) containing comparable information must be retained in the mortgage file.



<i>Within Reach</i> TM MH Conventional Guidelines Summary	
INCOME LIMITS	Income Limits
LOCK STATUS	May lock at Conditionally Approved, with appraisal received. Loans are locked and grants reserved at the same time.
MANUFACTURED HOUSING ADDITIONAL REQUIREMENTS	<p>Institute for Building Technology and Safety (IBTS)</p> <ul style="list-style-type: none"> • Must meet the Model Manufactured Home Installation Standards. • Must carry a one-year manufacturer's warranty if the unit is new. • Be installed on a home site that meets established local standards for site suitability and has adequate water supply and sewage disposal facilities available. • Home must be Titled and Taxed as real property. • Affixed to permanent foundation in a way that makes the manufactured home a permanent part of the real property. • Foundation design must comply with all local, state and federal codes. • If there are additions or structural changes to the home, an engineer's inspection report certifying that the structural changes or additions to the property were made in accordance with the MHCSS and the home will be eligible for financing. • Retrofit foundations are acceptable. • More than one dwelling of any type is strictly prohibited when property is zoned for multiple units. • Home must be a multi-wide 1-unit dwelling built on or after 6/15/76. • Home must be at least 12 feet wide with a minimum of 600 square feet gross living area. • Home must have a HUD Certification Label permanently affixed to each transportable section. Must have verification of the HUD Data Plate as well as • The wheels, axles and towing hitches must be removed, and the anchoring system must be in compliance with HUD codes. • A manufactured home located on a leasehold estate is not eligible, nor is a manufactured home located in a non-approved condominium association. • Property location must be zoned for residential use. • Documentation in the file evidencing: manufactured home is legally classified as real property, manufactured home is properly titled (title insurance with ALTA Form 7.1 endorsement), lien on the manufactured home and the land on which it is permanently affixed secures the mortgage, and the lien has been properly created, evidenced and perfected. • The home can only be moved one time either directly to residence from the factory or from the retailer's location. Homes moved more than once are prohibited.
MORTGAGE INSURANCE	25% coverage is required, and must be Borrower Paid Monthly

*Within Reach*TM MH Conventional Guidelines Summary

OWNERSHIP OF OTHER RESIDENTIAL PROPERTY	<p>Borrower(s) may not, as of the Note Date, or the Effective Date of Permanent Financing for Construction Conversion and Renovation Mortgages, have an ownership interest in any other residential properties, except as stated below:</p> <p>The Borrower may have an ownership interest in a residential property other than the Mortgaged Premises if the Borrower does not occupy the property, and documents the following in the mortgage file:</p> <ul style="list-style-type: none"> • The Borrower inherited their ownership interest in the property and shares ownership with another party, or • The Borrower owns the property with another party and the debt associated with the property was assigned to the other party by a court order (e.g. divorce decree), or <p>The Borrower is a cosigner/guarantor on the related mortgage debt and someone other than the Borrower has made payments on the debt associated with the property for the most recent 12 months, as documented with copies of canceled checks or a statement from the lender.</p>
SALES PRICE LIMITS	No sales price limits
SERVICER	Land Home Financial Services, Inc.
SUBORDINATE FINANCING	No subordinate financing allowed
UNDERWRITING	<ul style="list-style-type: none"> • LHFS will follow Agency Guidelines. • Subject to LHFS overlays as well as those outlined in borrower's eligibility • Minimum FICO is 620, max DTI is 50% with Accept/Eligible • Acceptable AUS – no manual underwriting allowed • MH Underwriting Reminders



1003 DETAIL

Uniform Residential Loan Application

This application is designed to be completed by the applicant(s) with the Lender's assistance. Applicants should complete this form as "Borrower" information must also be provided (and the appropriate box checked) when the income or assets of a person other than the Borrower (including the Borrower's spouse or other person who has community property rights pursuant to state law will not be used for qualification or the income or assets of the Borrower's spouse or other person who has community property rights pursuant to applicable law and Borrower resides in a community property state, or the Borrower is relying on other property located in a community property state as a basis for repayment of the loan.

If this is an application for joint credit, Borrower and Co-Borrower each agree that we intend to apply for joint credit (sign below):

Borrower		Co-Borrower	
I. TYPE OF MORTGAGE AND TERMS OF LOAN			
Mortgage Applied for:	<input type="checkbox"/> VA <input type="checkbox"/> FHA	<input type="checkbox"/> Conventional <input type="checkbox"/> USDA/Rural	<input type="checkbox"/> Other (explain): Agency Case Number

II. PROPERTY INFORMATION AND PURPOSE OF LOAN					
Subject Property Address (street, city, state & ZIP)					No. of Units
Legal Description of Subject Property (attach description if necessary)					Year Built
Purpose of Loan <input type="checkbox"/> Purchase <input type="checkbox"/> Construction <input type="checkbox"/> Other (explain): <input type="checkbox"/> Refinance <input type="checkbox"/> Construction-Permanent			Property will be: <input type="checkbox"/> Primary Residence <input type="checkbox"/> Secondary Residence <input type="checkbox"/> Investment		
<i>Complete this line if construction or construction-permanent loan.</i>					
Year Lot Acquired	Original Cost	Amount Existing Liens	(a) Present Value of Lot	(b) Cost of Improvements	Total (a + b)
	\$	\$	\$	\$	\$
<i>Complete this line if this is a refinance loan.</i>					
Year Acquired	Original Cost	Amount Existing Liens	Purpose of Refinance	Describe Improvements	<input type="checkbox"/> made <input type="checkbox"/> to be made
	\$	\$		Cost: \$	
Title will be held in what Name(s)			Manner in which Title will be held		Estate will be held in: <input type="checkbox"/> Fee Simple <input type="checkbox"/> Leasehold (show expiration date)
Source of Down Payment, Settlement Charges, and/or Subordinate Financing (explain) Grant Funds					

1003 Page 1 – Source of Down Payment – “Grant Funds”

ASSET SECTION

other income,* below)			Other:		
Total	\$	4,583.32	\$	4,583.32	Total \$ 0.00 \$ 1,952.31

* Self Employed Borrower(s) may be required to provide additional documentation such as tax returns and financial statements.

B/C	Describe Other Income	Notice: Alimony, child support, or separate maintenance income need not be revealed if the Borrower (B) or Co-Borrower (C) does not choose to have it considered for repaying this loan.	Monthly Amount
			\$

VI. ASSETS AND LIABILITIES

This Statement and any applicable supporting schedules may be completed jointly by both married and unmarried Co-Borrowers if their assets and liabilities are sufficiently joined so that the Statement can be meaningfully and fairly presented on a combined basis; otherwise separate Statements and Schedules are required. If the Co-Borrower section was completed about a non-applicant spouse or other person, this Statement and supporting schedules must be completed about that spouse or other person also.

Completed Jointly Not Jointly

ASSETS	Cash or Market Value	LIABILITIES	Monthly Pmt & Mos. Left to Pay	Unpaid Balance
Description		Liabilities and Pledged Assets. List the creditor's name, address and account number for all outstanding debts, including automobile loans, revolving charge accounts, real estate loans, alimony, child support, stock pledges, etc. Use continuation sheet, if necessary. Indicate by (*) those liabilities which will be satisfied upon sale of real estate owned or upon refinancing of subject property.		
Cash deposit toward purchase held by:	\$ 3,000.00	Name and address of Company	\$ Payment/Months	\$
List checking and savings accounts below				
Name and address of Bank, S&L, or Credit Union		collection	[25.00]	
Checking		Acct. no. [REDACTED]	Other	850.00
Acct. no. [REDACTED]	\$ 4,340.00	Name and address of Company	\$ Payment/Months	\$
Name and address of Bank, S&L, or Credit Union		collection	[50.00]	
Within ReachTM Grant 5%		Acct. no. [REDACTED]	Revolving	50.00
Gift		Name and address of Company	\$ Payment/Months	\$
Acct. no. [REDACTED]	\$ 5,600.00	collection	[50.00]	
Name and address of Bank, S&L, or Credit Union		Acct. no. [REDACTED]	Other	50.00
		Name and address of Company	\$ Payment/Months	\$
Acct. no. [REDACTED]	\$	write off	[7.00]	
Name and address of Bank, S&L, or Credit Union		Acct. no. [REDACTED]	Revolving	7.00
		Name and address of Company	\$ Payment/Months	\$
Acct. no. [REDACTED]	\$	write off	[7.00]	
Stocks & Bonds (Company name/number & description)	\$	Acct. no. [REDACTED]	Installment	7.00
		Name and address of Company	\$ Payment/Months	\$
Life insurance net cash value	\$			

- **Assets:**
 - **“Within ReachTM DPA” and dollar amount of total grant**

INPUTTING INTO AUS – LPA VISUAL AID

Assets and Reserves (combined for all borrowers) [Asset Breakdown](#)

Provide the asset category and amount from the loan file. All amounts should reflect the account value prior to the deposit of any gift(s).

Asset Category	Asset Amount
Depository Accounts	\$15000.00
	\$
	\$
	\$
	\$
	\$
	\$
Reserves	Total Gift Fund
\$63.87	\$13256.00

[Back to Top](#)

Asset Breakdown

Loan Prospector Main
Loan File Setup
Loan Application Data
 FHA
 Request Services
 Unviewed Assigned/Released Loans

Borrower:
 Loan App #:
 Loan Prospector ID: L5866589 Transaction ID: T573543891


<< Previous Save Submit

Fields marked with an asterisk are always required.

Borrower Name:
 If assets and liabilities are being reported jointly, please select the name of the borrower for whom to associate the assets.

Asset Type	Asset Identifier	Amount		
Checking Account	6789	\$ 15000.00	Details	Delete
Gift	Gift From Daughter for \$5,000		Details	Delete
Gift	Within Reach TM Grant - 5%	\$ 13256.00	Details	Delete

Select [Asset Type](#) to add an asset



INPUTTING INTO AUS – LPA VISUAL AID (CONTINUED)

Details Of Transaction

<p><u>Purchase Price</u> \$ 322000.00</p> <p><u>Alterations, Improvements, Repairs</u> \$</p> <p><u>Cost of Land</u> (if acquired separately) \$</p> <p><u>Refinance</u> (include debts to be paid off) \$</p> <p>Subordinate Financing <u>Subordinate Amount</u> \$</p> <p><u>Borrower's Closing Costs Paid by Seller</u> \$ 354.20</p> <p>Other Credits</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: left;"><u>Other Credit Type</u></th> <th style="text-align: left;"><u>Other Credit Amount</u></th> <th></th> </tr> </thead> <tbody> <tr> <td>Lender Credit</td> <td>\$ 8914.89</td> <td style="text-align: right;">> Delete</td> </tr> <tr> <td>Seller Credit</td> <td>\$ 354.20</td> <td style="text-align: right;">> Delete</td> </tr> <tr> <td>Borrower Paid Fee</td> <td>\$ 13256.00</td> <td style="text-align: right;">> Delete</td> </tr> <tr> <td>Borrower Paid Fee</td> <td>\$ 10000.00</td> <td style="text-align: right;">> Delete</td> </tr> <tr> <td colspan="3" style="text-align: left;">> Add Another Credit</td> </tr> </tbody> </table> <p><u>Sales Concessions</u> \$</p>	<u>Other Credit Type</u>	<u>Other Credit Amount</u>		Lender Credit	\$ 8914.89	> Delete	Seller Credit	\$ 354.20	> Delete	Borrower Paid Fee	\$ 13256.00	> Delete	Borrower Paid Fee	\$ 10000.00	> Delete	> Add Another Credit			<p><u>Estimated Prepaid Items</u> \$ 3305.73</p> <p><u>Estimated Closing Costs</u> \$ 15164.44</p> <p><u>PMI, MP, Funding Fee</u> \$ 5333.13</p> <p><u>Discount</u> (if borrower will pay) \$</p> <p><u>HELOC High Credit Amount</u> \$</p> <p><u>HELOC Actual Current Balance</u> \$</p>
<u>Other Credit Type</u>	<u>Other Credit Amount</u>																		
Lender Credit	\$ 8914.89	> Delete																	
Seller Credit	\$ 354.20	> Delete																	
Borrower Paid Fee	\$ 13256.00	> Delete																	
Borrower Paid Fee	\$ 10000.00	> Delete																	
> Add Another Credit																			

Net Purchase Price
\$322000.00

When sending the loan from your LOS, the Grant Amount may auto populate into the Details of Transaction and must be removed manually

LOAN APPLICATION DATA / RUN THE PROPERTY IDENTIFIER

Enter data on the **Loan Application Data** page, beginning with the **Mortgage Type and Loan Terms** subsection.

Mortgage Type and Loan Terms subsection:



If the loan is a Home Possible®, Home Possible Advantage™, Home Possible Advantage for HFAs (eligible users only) or Relief Refinance – Open Access™ loan, select the applicable product in the **Offering Identifier** field. Home Possible Advantage have 97% maximum loan-to-value (LTV) and 105% maximum total LTV (TLTV) ratio limits for qualified low- and moderate-income borrowers, including first-time homebuyers, who may lack funds for a larger down payment.

*This Mortgage must be delivered by either the HFA, or its Master Servicer, under the required Negotiated Commitment to deliver HPA for HFAs.



The loan meets Home Possible income limits based on the property location for address entered

Employment & Income

NOTE MESSAGES

- 18. Signed 95 Form 4506-T. Any borrower, whose income is used to qualify, must sign 95 Form 4506-T at both application and on the Note Date. If the signed 95 Form 4506-T from application is not used on the Note Date, the requirement to obtain an additional borrower signed 95 Form 4506-T on the Note Date is not required.
- 42. If applicable, document on the Uniform Residential Loan Application any employment gaps greater than 30 days and provide an explanation from the borrower in the mortgage file.
- 46. This loan meets Home Possible income limits based on property location for address entered. This loan must also meet all other Home Possible product requirements for delivery to Freddie Mac.

Employment & Income Section: Feedback message returned when either Home Possible or Home Possible Advantage Offering Identifier has been selected