

Welcome to our  
presentation:  
**'LENDING PROGRAMS FOR  
DISADVANTAGED HOME  
BUYERS'**



**The program will begin at 9:00 am**



**ADVANCING  
BELONGING,  
COMMUNITY  
& DIVERSITY.**

GREATER ALBUQUERQUE ASSOCIATION OF REALTORS®



# Announcements

- [www.GAAR.com/Blog](http://www.GAAR.com/Blog)



Greater Albuquerque Association of REALTORS®



**ADVANCING  
BELONGING,  
COMMUNITY  
& DIVERSITY.**

GREATER ALBUQUERQUE ASSOCIATION OF REALTORS®

# Our Host

Helen Chan  
ERA Summit



- Helen is a long time New Mexican with roots from Southern New Mexico. She has been part of the real estate industry since 2014.
- After realizing she wanted to be part of a helping people gain home ownership, she obtained her real estate license in 2017.
- After volunteering at her brokerage's non-profit, ERA Cares NM, and on the Professional Advisory Council she went on to explore other service opportunities. She found a place with the GAAR Ambassadors and is now serving her second year on the GAAR Board of Directors.
- Helen also worked together with a small group on the formation of the ABCD Committee to promote equity and financial literacy for all.

Contact Helen:

Office: 505-296-1500 Mobile: 575-312-2095

[helenchanrealtor@gmail.com](mailto:helenchanrealtor@gmail.com)

# Our Presenters

Maria Jose Ramos

Primary Residential Mortgage, Inc.



- *With a career extending across an array of disciplines, Maria uses her skills to ensure individuals, families, and business owners have access to economic stability, homeownership, progress, and innovation.*
- *In addition to the real estate industry, Maria is passionate about research projects focused on economic development in rural and urban communities paired with experience with marketing, communications, local and national media outlets, research, and non-profit agencies.*
- *Maria is proud to work with a reputable company and team and says “you can trust me to do what's right for you. So, give me a call anytime! Si se puede!”*

Contact Maria:

Office: 505-364-3062 Mobile: 505-226-5901

[maria.ramos@primeres.com](mailto:maria.ramos@primeres.com)

# Our Presenters

Lauren Sandoval  
Bank of Albuquerque Mortgage



- *A NM native married to her college sweetheart and mother to a 5-year-old daughter, Lauren earned her MBA at UNM.*
- *Lauren is an advocate of several non-profit organizations that offer support to homeless youth and their families which includes the Barrett House, Title 1 Homeless Project, and the Evening Optimist Club.*
- *Lauren is VP and Mortgage Banker for Bank of Albuquerque Mortgage and has assisted over 600 families in their homeownership journey in just five years.*
- *She is proud of the work ABCD has done and is eager to support their ongoing efforts to reduce housing inequality in NM.*

Contact Lauren:

Mobile: 505-553-2059

[lsandoval@bankofalbuquerque.com](mailto:lsandoval@bankofalbuquerque.com)

# Our Presenters

Rob Hill  
Nusenda Credit Union



- *Robert has been in the mortgage industry for 5 years with a focus on first-time and veteran buyers.*
- *Rob is an Affiliate and Chairs the YPN Committee.*
- *As an Air National Guardsman and prior Air Force Active duty member, he brings personal and professional experience to MFA and VA loans.*

Contact Rob:  
Mobile: 505-313-3690  
[rhill@nusenda.org](mailto:rhill@nusenda.org)





**ADVANCING  
BELONGING,  
COMMUNITY  
& DIVERSITY.**

GREATER ALBUQUERQUE ASSOCIATION OF REALTORS®



Maria Jose Ramos

# Lending Program Options for Underserved Communities

DACA / ITIN / Low Credit Score



**PRMI**

Primary Residential  
Mortgage, Inc.

# DACA recipients are eligible for FHA and Conventional mortgages



- For undocumented immigrants who arrived in the United States as children, the Deferred Action for Childhood Arrivals (DACA) program allows them to continue living and working in the country. They are called “dreamers” because they benefit from the DREAM Act — Development, Relief, and Education for Alien Minors.
- For more info:  
<https://www.americanimmigrationcouncil.org/research/dream-act-overview>



# What Are The Available DACA Home Loans?

## CONVENTIONAL LOANS and FHA LOANS



**For DACA FHA loans, the minimum qualifications are as follows:**

- The property must be the borrower's principal residence.
- FHA requires borrowers to have a valid Social Security Number (SSN).
- The borrower must be eligible to work in the U.S., as evidenced by their visa status or their Employment Authorization Document issued by the USCIS; The borrower must meet "the same requirements, terms, and conditions as those for U.S. citizens."
  - An Employment Authorization Document is required to substantiate work status. If the Employment Authorization Document expires within one year and a prior history of residency status renewals exists, the lender may assume that continuation will be granted.
- A borrower residing in the U.S. by virtue of refugee or asylee status granted by the USCIS is automatically eligible to work in this country. The Employment Authorization Document is not required, but documentation substantiating the refugee or asylee status must be obtained.

# Individual Tax ID Number (ITIN) for Undocumented Folks



- Someone may have an ITIN number and have legal residency. These folks could qualify just like someone with an SSN. However, if they have an ITIN number and no legal valid documentation proving their authorized stay in the US they would only qualify for portfolio or non-broker loans
- ITIN numbers always start with a 9, have same number of digits as an SSN and are used to file taxes
- Folks apply to an ITIN through the IRS and can be used to open credit cards, personal loans, mortgage loans, etc.
- Usually, ITIN mortgages have higher credit standards, higher down payment and interest rates because these are special programs

# Borrower Scenarios

The following scenarios are provided for informational purposes and do not cover all possible combinations.

## Borrower information

Is the borrower legally present?

Which document was reviewed to verify status?

Eligibility



Diana is a permanent resident with an unexpired Green Card, and:

- ✓ has a Social Security Number
- ✓ is a self-employed borrower with a two-year work history
- ✓ received a Desktop Underwriter® (DU®) Approve/Eligible finding
- ✓ meets all other *Selling Guide* requirements



Yes! The borrower is legally present.



Permanent Resident Card (Green Card)



Eligible

Scenario 1



Samuel has current, unexpired DACA (Deferred Action for Childhood Arrivals) status, and:

- ✓ has an Individual Tax Identification Number
- ✓ is a salaried borrower with acceptable employment history
- ✓ has nontraditional credit acceptable per the *Selling Guide* (B3-5.4)
- ✓ will have a manually underwritten loan
- ✓ meets all other *Selling Guide* requirements



Yes! The borrower is legally present.



Employment Authorization Document with C33 category



Eligible

Scenario 2

# Borrower Scenarios

The following scenarios are provided for informational purposes and do not cover all possible combinations.

## Borrower information

Is the borrower legally present?

Which document was reviewed to verify status?

Eligibility



Karl has an expired work visa with no renewal pending, and:

Scenario 3

- ✓ has an Individual Tax Identification Number
- ✓ is a salaried borrower with acceptable employment history
- ✓ has nontraditional credit acceptable per the *Selling Guide* (B3-5.4)
- ✓ meets all other *Selling Guide* requirements



No; the borrower is not legally present.



Work Visa



Ineligible

Work Visa is expired and no renewal is pending.



Theresa has a current, unexpired work visa, and:

Scenario 4

- ✓ has a Social Security Number
- ✓ has been self-employed for 6 months with no prior work history
- ✓ has nontraditional credit acceptable per the *Selling Guide* (B3-5.4)



Yes! The borrower is legally present.

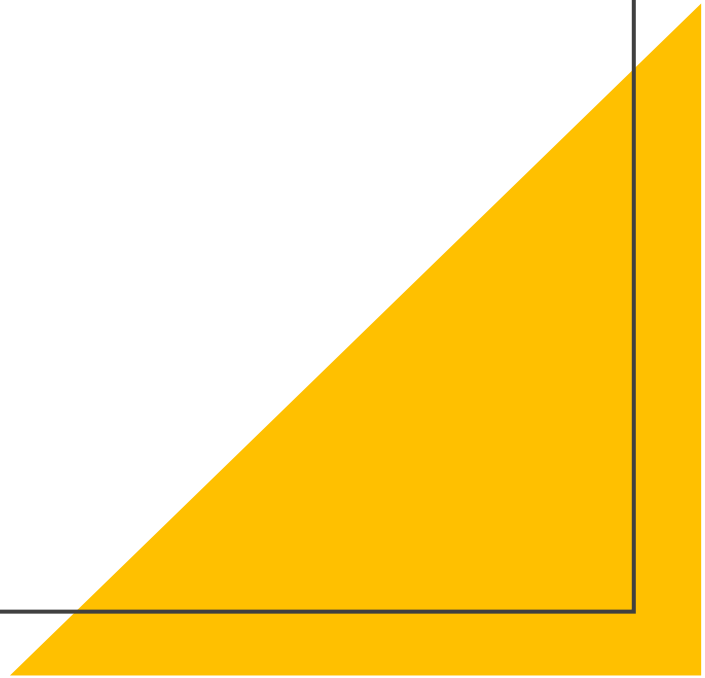
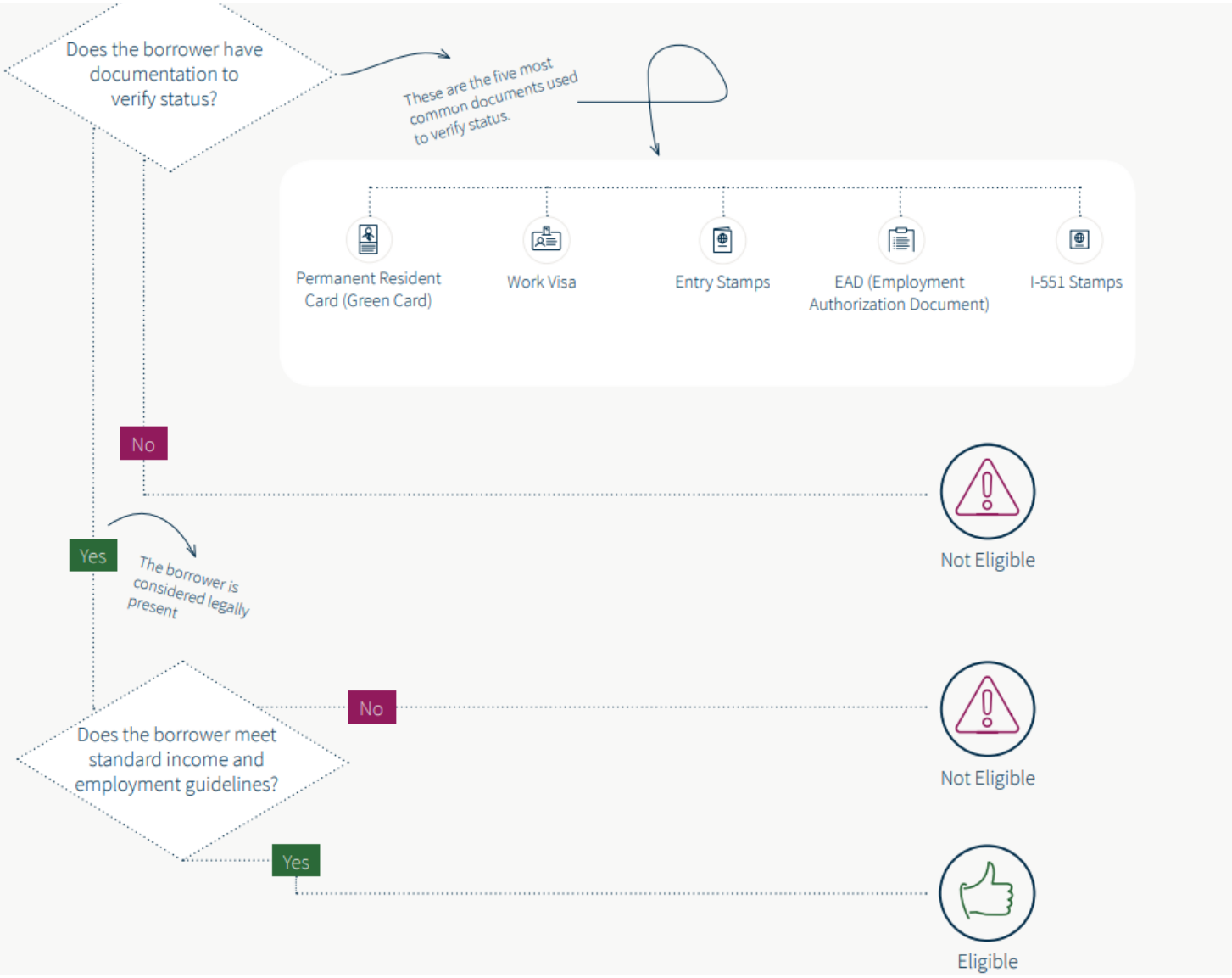


Work Visa



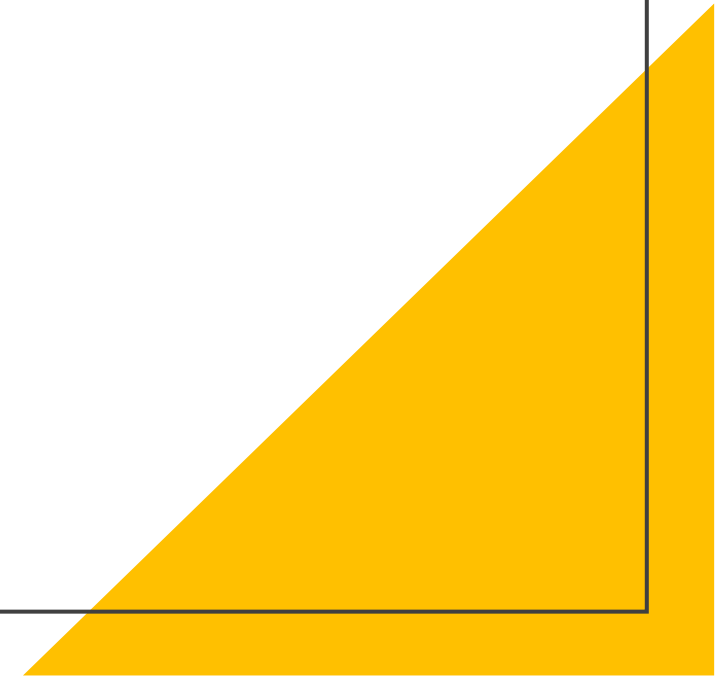
Ineligible

Borrower does not meet requirements for a self-employed borrower.



# Clients, with less than 640 scores, needing low down payment?

Loan Type	Conventional	VA	FHA
Loan Type	Fixed-rate, ARM, LPMI, HomeReady, HomePossible	Fixed-rate, 5/1 ARM	Fixed-rate, 5/1 ARM
Down Payment	Minimal	Low-to-none <sup>†</sup>	Minimal
Seller Contribution	Based on LTV	Up to 4%	Up to 6%
Credit Score	620+	580+	500+
Occupancy	Owner-occupied, second home, investments	Owner-occupied	Owner-occupied





**ADVANCING  
BELONGING,  
COMMUNITY  
& DIVERSITY.**

GREATER ALBUQUERQUE ASSOCIATION OF REALTORS®



Maria Jose Ramos

# Thank You!!

**Primary Residential Mortgage, Inc.**

Loan Originator NMLS #1855593

**Cell: (505) 226-5901**

Office: (505) 364-3080

**[maria.ramos@primeres.com](mailto:maria.ramos@primeres.com)**

8300 Carmel NE, Ste. 201

Albuquerque, NM 87122



**PRMI**

Primary Residential  
Mortgage, Inc.



**ADVANCING  
BELONGING,  
COMMUNITY  
& DIVERSITY.**

GREATER ALBUQUERQUE ASSOCIATION OF REALTORS®



Lauren Sandoval

# Native American Home Loan Program

HUD 184

 **BANK OF ALBUQUERQUE**  
MORTGAGE





## HUD 184

---

- Program is federally-backed and designed to promote homeownership for Native Americans. It's reserved for members of federally recognized tribes.
- Program highlights include:
  - Low down payment
  - Low monthly mortgage insurance
  - For purchase of an existing home or refinance



# Benefits of the HUD 184 Loan Program

---

- Available on Tribal Trust, Individual Allotted Trust or Fee Simple Land in an Indian Operating Area.
- Low Down Payment of 1.25% or 2.25% based on the lower of the appraisal value or cost to acquire the home.
- Refinance Eligibility.
- Low monthly MIP, it is the lowest cost of government guarantee or conventional insurance program in the Indian Country.
- Eligibility includes: Purchase of an existing house, rehabilitation and new construction.
- One qualifying ratio: 41% total debt-to-income ratio which can be exceeded with Compensating factors.



## The following are Eligible Borrowers for a 184 loan:

---

- Any individual who is recognized as a Native American by a Tribe, the Federal Government, or any State.
- A Native American Tribe
- A Tribally Designated Housing Entity (TDHE)
- A Native American Housing Authority



## The following Loan Transactions are available:

---

- Purchase of an existing house 1-4 units
- Purchase and rehabilitation of a current house
- Cash out for rehabilitation of current house
- Cash out for debt consolidation up to 85%
- Construction of new house, including manufactured homes affixed to permanent foundation
- Refinance existing home loans for a lower interest rate



## Property requirements for 184 Loans:

---

- Fee Simple Land within a tribes operating area
- Tribal Trust Land with an approved lease
- Individual Allotment Land with BIA approval

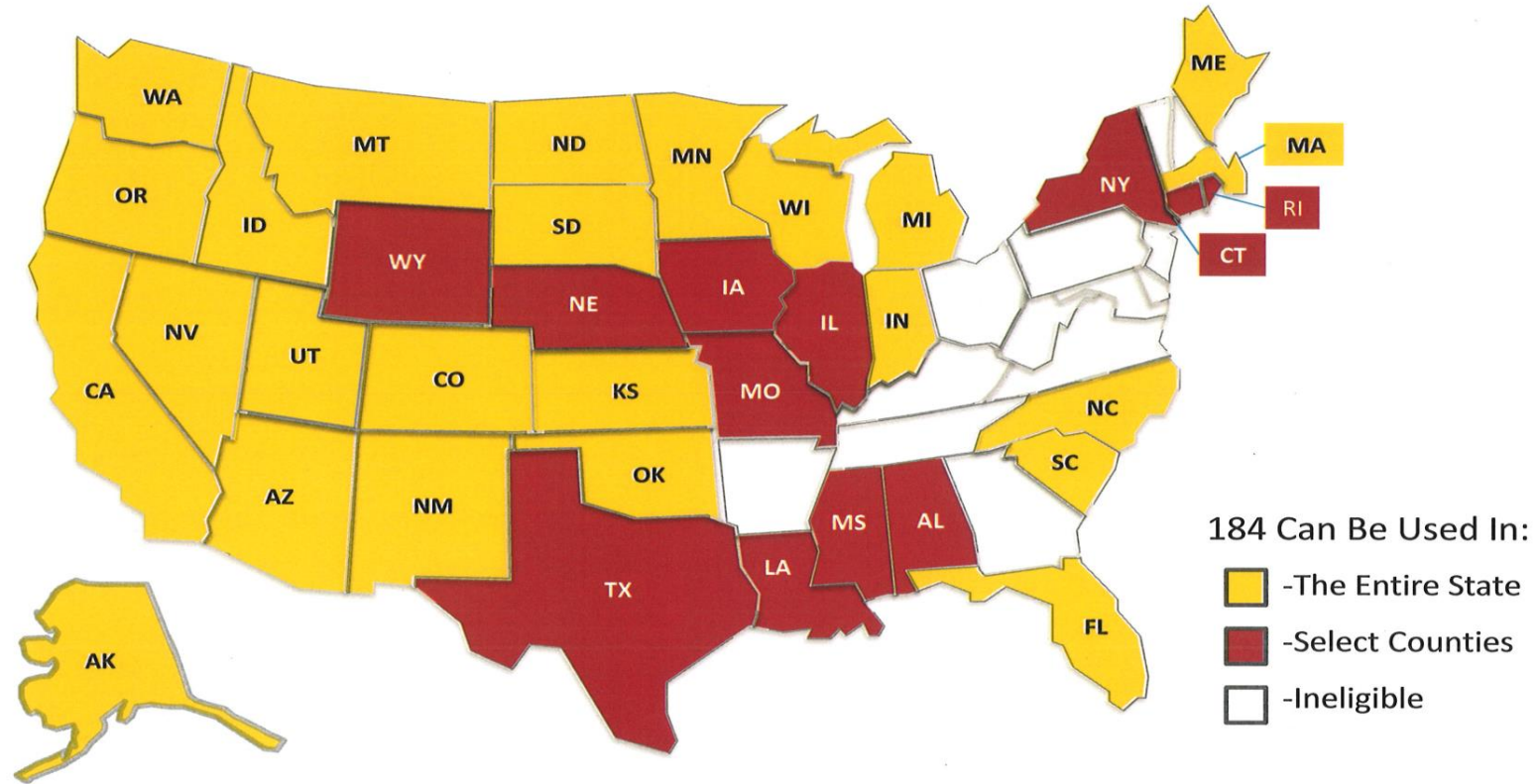


## The following documents to be provided for a HUD Section 184 Loan Product:

- Paystubs documenting one full month Year-to Date earnings for all applicants.
- Copy of Social Security Card and Driver's License for all Applicants.
- All W-2 forms for the last two years for each applicant.
- Bank Statements for the most recent past two months (to include all pages).
- Name, address, and telephone number of landlords for the past 12 months.
- Copies of the past two years of Federal Tax Returns, if self employed also submit all schedules and pages for all applicants.
- If you are retired or receive Disability Income please provide copies of award letters and 1099's for all sources of income.
- Copy of your Tribal Enrollment

Please be advised that additional documentation may be required prior to full approval.

# Section 184 Eligible Areas by State



For Hawaii, see the Native Hawaiian Loan Guarantee, Section 184a

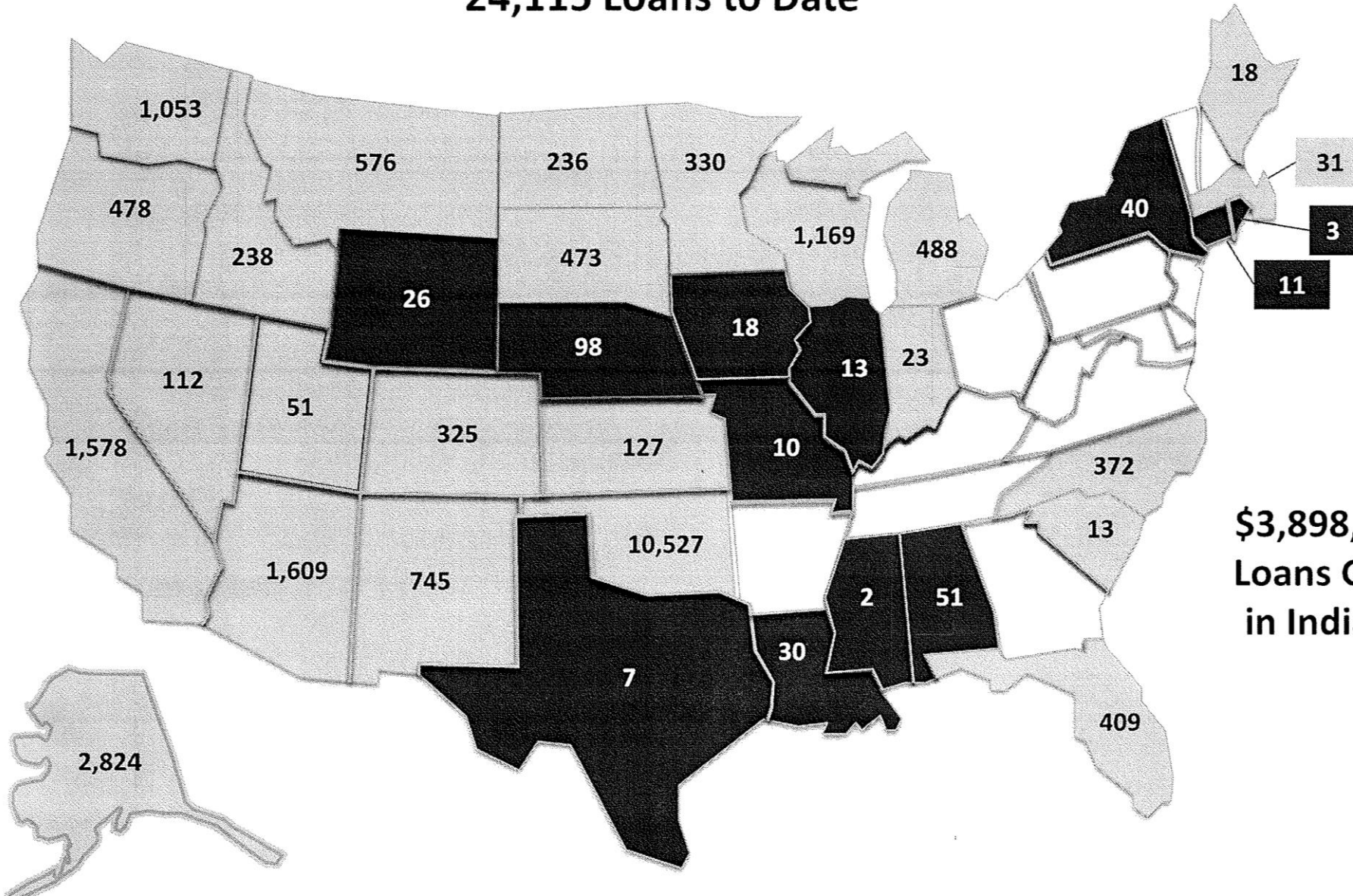
- For more info visit:  
<https://www.hud.gov/section184>

Entire State Approval for New Mexico

Partial State Approval for Texas, including: El Paso & Hudspeth counties

# Loans Guaranteed with Section 184

24,115 Loans to Date



**\$3,898,052,809 of Loans Guaranteed in Indian Country**





**ADVANCING  
BELONGING,  
COMMUNITY  
& DIVERSITY.**

GREATER ALBUQUERQUE ASSOCIATION OF REALTORS®



Lauren Sandoval

# Thank You!!

**Bank of Albuquerque - Mortgage**

Mortgage Banker, MBA NMLS #1654808

**Cell: (505) 553-2059**

**[lsandoval@bankofalbuquerque.com](mailto:lsandoval@bankofalbuquerque.com)**

3900 Vassar Dr NE

Albuquerque, NM 87107



**BANK OF ALBUQUERQUE  
MORTGAGE**



**ADVANCING  
BELONGING,  
COMMUNITY  
& DIVERSITY.**

GREATER ALBUQUERQUE ASSOCIATION OF REALTORS®



Rob Hill

# Lending Program Options for Underserved Communities

MFA / VA / Disability Benefits



# MFA Updates and Underserved Areas

## Purchase Price Limits for Targeted Areas

Santa Fe County .....\$442,981  
 All other counties ..... \$381,308

## Income Limits for Targeted Areas\*

### Targeted Areas:

Albuquerque MSA (Bernalillo, Sandoval, Torrance and Valencia Counties)

Santa Fe MSA

All other counties

1-2 Person Household

3 or More Person Household

\$81,000

\$94,500

\$87,600

\$102,200

\$73,680

\$85,960

\* Targeted area limits apply only to the FirstHome and FirstDown programs

Income and purchase price limits are effective as of May 24, 2021. Limits are subject to change without notice. Please consult MFA's website at [housingnm.org](http://housingnm.org) for the latest income and purchase price limits.

- Why MFA?
  - Better/Lower MI (conv. Only), sometimes lower rates, extra cash for closing costs
- New \$25k grant
  - \$7M funds left as of 12/30 (approx. 280 families worth)
- Keep in mind "Census Tract" areas

FFIEC Year: 2022 ▼ Address

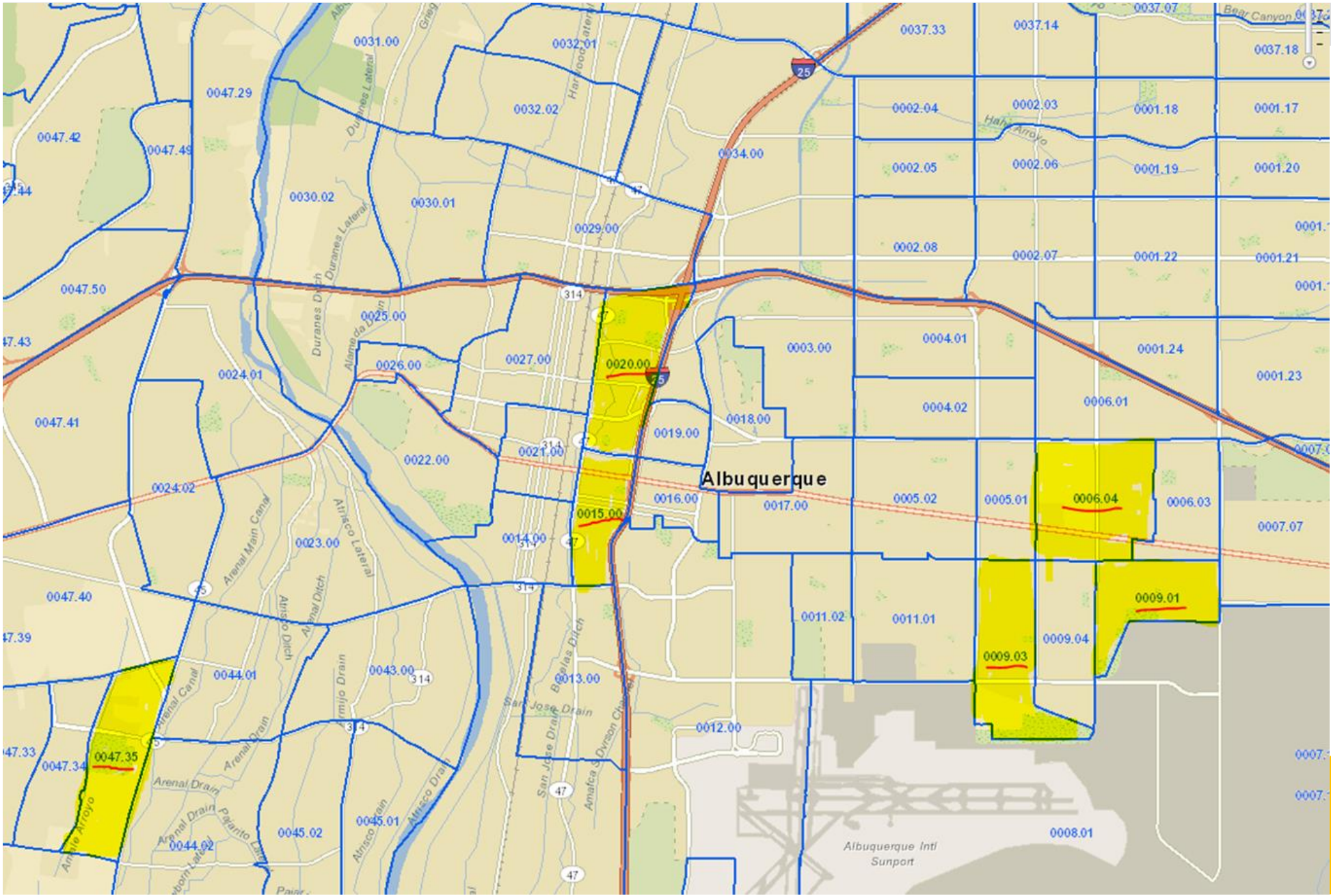
Matched Address

2022

2021

2020

\*when using address lookup tool, **select 2020.**



MFA  
Targeted  
Areas

# \$25,000 Grant Income Limit

County	1 Person Family	2 Person Family	3 Person Family	4 Person Family	5 Person Family	6 Person Family	7 Person Family	8 Person Family
Bernalillo, Sandoval, Torrance, Valencia	\$42,300	\$48,350	\$54,400	\$60,400	\$65,250	\$70,100	\$74,900	\$79,750
Los Alamos	\$62,600	\$71,550	\$80,500	\$89,400	\$96,600	\$103,750	\$110,900	\$118,050
Roosevelt	\$34,650	\$39,600	\$44,550	\$49,500	\$53,500	\$57,450	\$61,400	\$65,350
Santa Fe	\$45,150	\$51,600	\$58,050	\$64,500	\$69,700	\$74,850	\$80,000	\$85,150

MFA  
Income  
Limits

## First Home and First Down Income Limits

Current gross annual household income may not exceed limits listed below unless the homebuyer is planning to purchase a home in a targeted area.

Counties / by Family Size	1 to 2 Person Household	3 or More Person Household
Albuquerque MSA (Bernalillo, Sandoval, Torrance, Valencia)	\$79,750	\$91,713
Farmington MSA (San Juan)	\$76,560	\$89,320
Santa Fe MSA	\$89,411	\$102,823

Rates are subject to change without notice.

Program	Interest Rate	Points	Type
FirstDown 10	7.375%	0 + 0	Second Mortgage
FirstDown 15	7.875%	0 + 0	Second Mortgage
FirstDown 30	8.375%	0 + 0	Second Mortgage
FirstHome Government	6.000%	0 + 0	First Mortgage
FirstHome FNMA <80% AMI	6.375%	0 + 0	First Mortgage
FirstHome FNMA >80% AMI	6.375%	0 + 0	First Mortgage
HomeNow	0.00%	0 + 0	Second Mortgage

[Receive Text Alerts When Mortgage Rates Change](#) ▶

# MFA Rates

More info at: <https://housingnm.org/lenders-realtors>

# VA Basics and How to Help Underserved Vets

## Loan Overview

- For Military – Active, Guard/Reserve, Retired, surviving Spouses
  - Guard/Reserve require 6 years of “Traditionalist” time served to qualify. (extenuating circumstances may apply with active order statuses)
- The VA guarantees VA loans
- Lenient credit and underwriting
- Up front Guarantee Fee /Funding Fee
- VA loans are up to 100% LTV



# VA Loan Overview cont.

- **Primary Residences Only**
- Limitations on Closing Costs/ What fees the Veteran can pay
- 2023 Loan Limit \$726,200
- Residual Income Test based on Family Size & Geographical Area (childcare, utilities included)
- Streamline Option – VA IRRRL
- Loan transferring/assumption





# VA Funding Fees

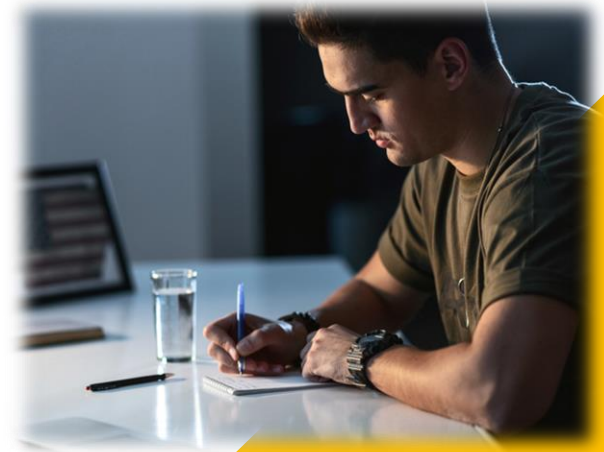
Those exempt from paying the VA funding fee include:

- Veterans who receive compensation for service-connected disabilities
- Veterans who would receive disability compensation if they didn't receive retirement pay
- Veterans rated as eligible to receive compensation based on a pre-discharge exam or review
- Veterans who can but are not receiving compensation because they're on active duty
- You're a service member on active duty who, before or on the loan closing date, provides evidence of having received the Purple Heart
- Surviving spouses who are eligible for a VA loan



# VA IRRRL Streamline and Assumptions

- The VA IRRRL, or VA Interest Rate Reduction Refinance Loan is similar to FHA streamline.
- Doesn't require full credit (mortgage only) nor an appraisal for closing non-cash out loans.
- Strict requirements for “**cost recoup period**”
- Transfer/Assumptions
- A Veteran sells a home to someone else who meets minimum or higher VA qualification standards without adjusting the loan terms currently in place.
- Non-veteran can assume a loan from a Vet, but will not release the entitlement and could be problematic with certain loan servicers (who they're making payments to)



# Entitlement

- Many veterans use their entitlement more than once.
  - The existing loan would need to be paid off to release full entitlement
  - Otherwise, the Vet may need to put money down on their next VA loan transaction
  - Specific calculation is used to determine this.
  - Need Certificate of Eligibility (COE) and consult a lender.
- There are different guidelines and requirements for Initial, Subsequent, and Restoration entitlement use.



# Disability Benefits

- If Vet is 100% disabled per the VA, they can apply for 100% property tax exemption
- Other Vets get reduced prop taxes
  - <https://www.nmdvs.org/state-veteran-benefits>
- Seniors/retiree exemptions
  - <https://www.bernco.gov/assessor/exemptions-applications-other/>
- VA patient advocates and other services
  - <https://www.va.gov/new-mexico-health-care/health-services/patient-advocates/>
  - <https://www.nmdvs.org/>
  - <https://www.militaryonesource.mil/>
  - <https://nmvba.org/veterans-resources/>



# Resources for Underserved Communities

- Lutheran Family Services  
<https://www.lfsrm.org/programs-and-services/refugees/albuquerque/>
- Catholic Charities  
<https://www.ccasnm.org/refugeesupport.html>
- Immigrant and Refugee Resource Village of Albuquerque  
<https://irrva.com/>
- Umoja Abq  
<https://www.umojaabq.org/>
- Refugee and Immigrant Well-being Project (RIWP)  
<https://rwp.unm.edu/>
- CABQ Office of Equity and Inclusion  
<https://www.cabq.gov/office-of-equity-inclusion/about-office-of-equity-inclusion>
- All Faith's Children's Advocacy Center  
<https://www.allfaiths.org/>

# THANK YOU!!

---

## Panelists

Maria Jose Ramos, Primary Residential Mortgage  
*maria.ramos@primeres.com*

Lauren Sandoval, Bank of Albuquerque  
*lsandoval@bankofalbuquerque.com*

Rob Hill, Nusenda Credit Union  
*rhill@nusenda.org*



Greater Albuquerque Association of REALTORS®



**ADVANCING  
BELONGING,  
COMMUNITY  
& DIVERSITY.**

GREATER ALBUQUERQUE ASSOCIATION OF REALTORS®