

Affordable Lending Webinar

June 7, 2022

Meet the Speakers



Tony Kottenbrock
SVP of Wholesale Lending



Nora Guerra
Affordable Lending Manager SF
Client and Community Engagement
Single Family Division, Freddie Mac



Consuelo Torres
Loan Officer, Vintage Lending



Tracy Evans
Account Executive, Caliber Home
Loans, Inc.

Welcome!

Today we'll be talking about:

- State of the Housing Market
- New Housing Trends
- Home Possible[®] Mortgage Solution
- HomeOneSM Mortgage Solution
- Advice from a top originator, Consuelo Torres of Vintage Lending
- Advice from a top Account Executive, Tracy Evans
- Closing Remarks

Freddie Mac

Nora Guerra

Affordable Lending Manager
SF Client and Community Engagement
Single Family Division

Vintage Lending

Consuelo Torres

Loan Officer

Steps with all new loan applications

- Personally meet with each borrower to discuss their lending.
- Discuss with the borrower, the payment they are comfortable with.
- Home Possible® is always the first product of choice to avoid higher mortgage insurance.
- Every borrower's situation is reviewed to see if their lending profile will fit Home Possible® .
- Bookmark the median Income website links for both Freddie Mac and Fannie Mae.
 - Also save corresponding education classes to ensure the borrower is taking the correct class.
- Each borrower is reviewed to see if their lending profile will fit Home Possible® .
- Every LO needs to have personal knowledge of product guidelines
 - Example: Removal of overtime when not needed to qualify the borrower.
 - This allows more borrowers to qualify for the product.
- Consider utilizing Refi PossibleSM and RefiNowTM on rate and term refinance loans.

Borrower Example

This year, I had a refinance with Caliber Wholesale where the underwriter calculated income lower than we did originally. Our DTI was too high for a standard conventional loan. We could see the credit report showed the current loan was owned by Freddie Mac. By switched the loan to Refi PossibleSM we were able to seamlessly close the loan.

Referrals:

- Built business around these products
- Request and receive agent referrals
- Built a reputation for rescuing loans

Lender Support:

- Important to work with lenders that can support you and your borrowers
- Find a lender that will answer your questions and be solution oriented

Caliber Wholesale

Tracy Evans

Account Executive

Priority and Dedicated Resources

First and foremost, when you price a loan through Blueprint, our online broker portal, the website will bring up all conventional products so you can review payment and MI at one quick glance.

30 Day Lock 06/21/2022		45 Day Lock 07/05/2022		60 Day Lock 07/20/2022		90 Day Lock 08/19/2022		Priced 05/21/2022 07:26 PM CST	
Product				Final Rate	Credit/Cost	Monthly P&I ↕	Monthly MI ↕		
> CHMPF30 Conforming Home Possible Fixed 30				4.625%	(0.069%) / \$334.65	\$2,493.58	\$72.75		Actions ▼
> CHMPF30 Conforming Home Possible Fixed 30				4.625%	(0.069%) / \$334.65	\$2,493.58	\$72.75		Actions ▼
> CHMPF30 Conforming Home Possible Fixed 30				4.625%	(0.069%) / \$334.65	\$2,493.58	\$72.75		Actions ▼
> CF30 Conforming Fixed 30				4.875%	(0.164%) / \$795.40	\$2,566.65	\$97.00		Actions ▼
> CGF30 Caliber Go Conforming Fixed 30				4.99%	(0.463%) / \$2,245.55	\$2,600.61	\$97.00		Actions ▼

Estimated Savings: \$107.03

Blueprint

Within Blueprint information regarding Affordable Lending is visible. Use the “*Learn More*” button to get more education on how to use these products as well as links to eligibility maps. Use the “*Price a Loan*” button to test scenarios .

Affordable Lending

Our shared purpose is to help more people achieve and realize the benefits of homeownership. Some of the most underserved customers are the most rewarding through the impact we make. Learn more about how you can support your borrowers with unique programs through Fannie Mae and Freddie Mac.



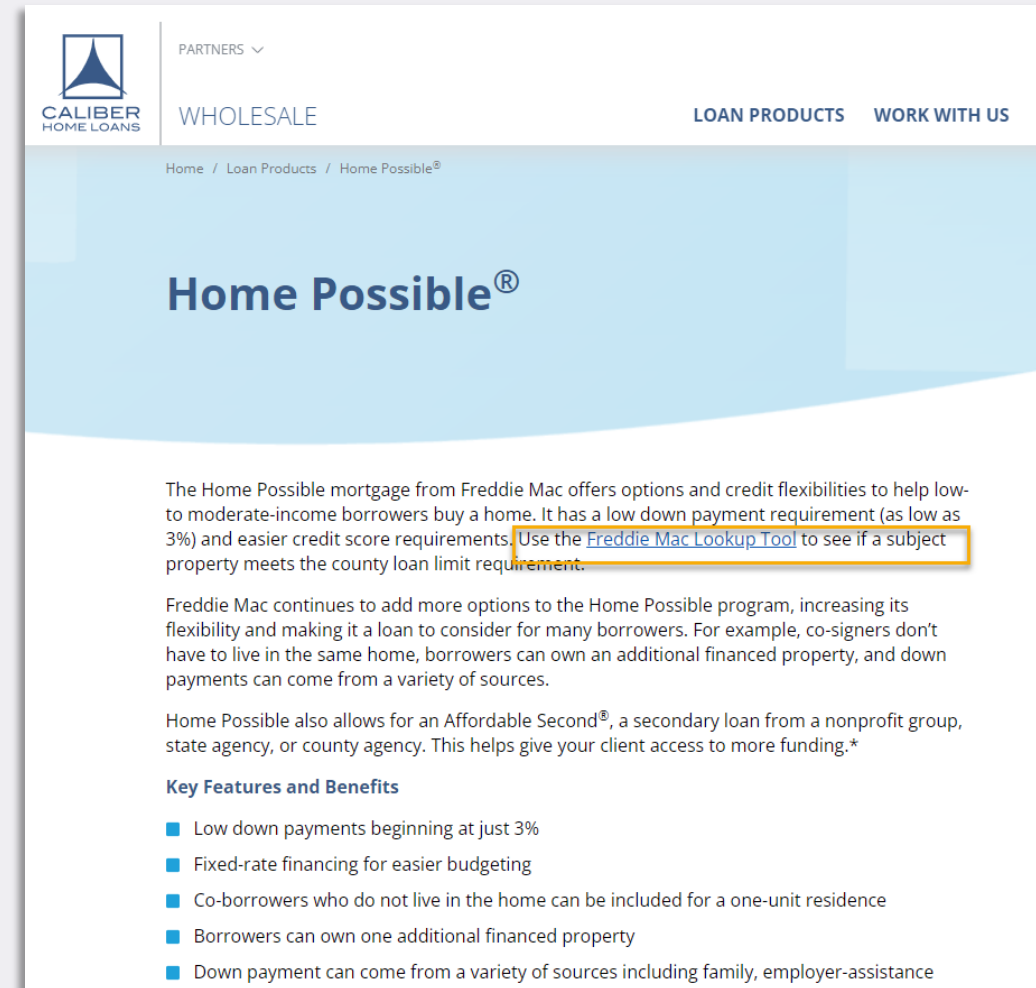
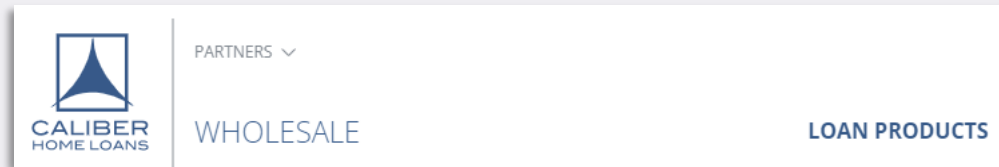
[Learn More](#)

[PRICE A LOAN](#)

CaliberWholesale.com

Additional supporting information regarding our affordable lending products without even logging in are available on CaliberWholesale.com.

- Direct links to Freddie Mac's website for more information.



Pricing Demonstration

Caliber also offers HomeReady®

- Ideal since there are limited overlays
- Includes various property types such as condos and manufactured home

30 Day Lock 06/21/2022	45 Day Lock 07/05/2022	60 Day Lock 07/20/2022	90 Day Lock 08/19/2022	Priced 05/21/2022 07:	
Product	Final Rate	Credit/Cost	Monthly P&I ↕	Monthly MI ↕	
> CHMPF30 Conforming Home Possible Fixed 30	4.625%	(0.069%) / \$327.75	\$2,442.15	\$67.29	
> CF30 Conforming Fixed 30	4.99%	(0.389%) / \$1,847.75	\$2,547.00	\$75.21	

Adjustment	Rate	Price
Base Rate/Price	4.625%	0.495
Loan Amount and FICO		(0.600)
FICO		0.250
Condo		0.750
State		0.050
Home Possible Cap		(1.000)
Spec Pay		(0.014)
Final Rate/Price	4.625%	(0.069)

Estimated: Savings: \$104.85/month

Note: Purchase price of \$500,000 at 97 ltv.

Manufactured Home Scenario

Below is a pricing demonstration on a manufactured home:

30 Day Lock 06/21/2022	45 Day Lock 07/05/2022	60 Day Lock 07/20/2022	90 Day Lock 08/19/2022	Priced 05/21/2022 07:!!	
Product	Final Rate	Credit/Cost	Monthly P&I ↕	Monthly MI ↕	
> CHMPF30 Conforming Home Possible Fixed 30	4.625%	(0.069%) / \$327.75	\$2,442.15	\$138.54	
> CHMP30 Conforming Home Possible Fixed 30	4.625%	(0.069%) / \$327.75	\$2,442.15	\$138.54	
> CF30 Conforming Fixed 30	4.875%	(0.164%) / \$779.00	\$2,513.73	\$146.46	

Adjustment	Rate	Price
Base Rate/Price	4.625%	0.495
Loan Amount and FICO		(0.600)
FICO		0.250
State		0.050
Manufactured Home		0.500
Home Possible Cap		(0.750)
Spec Pay		(0.014)
Final Rate/Price	4.625%	(0.069)

Estimated Savings: \$71.58

Note: Purchase Price of \$500,000 at 95 ltv.



*Rate information is based on a 30-year fixed mortgage. All details are current as of 5/21/2022 and are subject to change daily without notice.

Broker Support

Caliber Underwriting Support

- Underwriters are well-versed in the flexibilities regarding underwriting for Home Possible®
 - Know when to omit income such as overtime, bonus, commission, or a spouse's income.

Account Executive Support

- Account Executives attend regular training regarding all products.
- If you have specific questions, your Account Executive will support you.
- Honored to be part of your borrower's mortgage experience.

Temporary Buydowns

Caliber offers Temporary Buydowns on Home Possible[®], helping the borrower ease into the new mortgage payment. On a 2-1 buydown, the rate is 2 points less the first year and 1 point less the second year.

- The borrower qualifies on the final rate.
- The seller and/or agent typically pays for the buydown through an Interested Party Contribution; i.e. seller paid closing costs.
- This as a great marketing opportunity for the listing agent.

Example:

Loan Amount: \$100,000
Buydown Type: 2/1
Interest Rate: 5%
P&I Payment: \$537



Year	Interest Rate	Pymt	Monthly Difference	Annual Difference
1	3% (5% - 2%)	\$422	\$537 - \$422 = \$115	\$1,380
2	4% (5% - 1%)	\$477	\$537 - \$477 = \$60	\$720
3-30	5% (No buydown)	\$537	\$0	\$0
Amount Required at Closing				\$2,100

Personal Examples

Example 1:

As an Account Executive, when I am asked to assist with a loan file that is not approving in AUS I've made it a habit to always look at the income to see if I can switch the product to Home Possible® and improve the payment. Recently, I was asked to assist with a file that was not passing compliance due to a large discount point. I noticed the borrower was on HomeOne® (97 ltv). I was able to remove some "other" income and switch the product to Home Possible®. Instead of a discount point, the borrower now had a credit to the rate.

Example 2:

On another occasion, a file was submitted using one of our Smart Series, non-qm products. The file was running into some challenges meeting qualifying guidelines. Then I noticed we were paying off a Freddie Mac loan. I called the broker and asked what the DTI would be using standard self employment income calculations. The DTI was close in the high 50's but using Freddie Mac's Refi PossibleSM, we were able to close the loan.

Closing