we make housing affordable™

Florida Housing

Finance Corporation

FLORIDA HOUSING
Standard Programs
Lunch & Learn
April 2, 2026

Webinar will begin at 5 minutes past call start time.

eHOUSINGPLUS

Program Management Specialists

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Florida Housing Programs Are Available Statewide

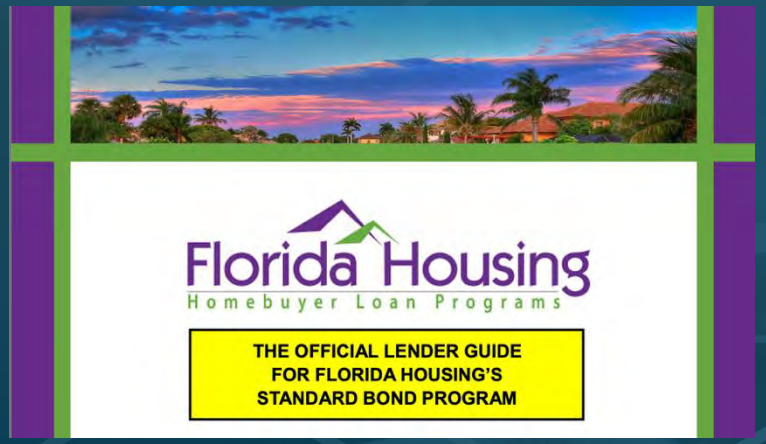
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HOMETOWN HEROES PROGRAM FULLY UTILIZED

STANDARD BOND & TBA PROGRAMS ARE CONTINUOUSLY FUNDED

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CORE-ONGOING PROGRAMS







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Bond Program

TBA Program

Down Payment and Closing Cost Assistance

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Which Program is a better fit for the borrower?

BOND

- Lower first mortgage rate than TBA program
- First-time buyer requirement
- Income calculation for borrower, spouse and everyone 18 years of age or older
- Tax returns required for borrower and spouse to determine 1st time ownership
- Purchase price limits

TBA

- Higher first mortgage rate than BOND program
- First-time buyer requirement
- Income calculation for borrower only*
- Tax Returns not required to determine 1st time ownership
- Loan limits
- *See co-signor term sheet

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FLORIDA HOUSING DOWN PAYMENT ASSISTANCE

Not a Stand-Alone DPA

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FLORIDA HOUSING DOWN PAYMENT ASSISTANCE

Bond and TBA Programs

Florida Assist –

- 0% interest, 30-year deferred, 2nd mortgage
- Never forgiven – must be repaid

$10,000

Homeownership Loan Program (HLP)

- 3% Interest, 30-year amortizing 2nd mortgage.
- Being an amortizing loan means there is a monthly payment which equals to $

$12,500

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FLORIDA HOUSING DOWN PAYMENT ASSISTANCE

PLUS TBA Loan



The PLUS TBA loan assistance is a percentage (between 3% - 5%) of the loan amount automatically calculated from the loan amount.

- 0% Interest, 5-year forgivable deferred second mortgage.
- Forgiven at the rate of 20% per year on the anniversary date of loan closing over the term of the second mortgage loan.
- No pro-rata forgiveness.

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THE PROCESS

Same system, same steps

Areas of Concern:

- Income calculations (Bond vs TBA)
- First-Time Homebuyer rules
- Bond-specific items (Recapture Tax, affidavits)
- Reservation timelines

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Program Requirement – Income Limit

Standard Bond Program Income Calculation

VS.

Standard TBA Program Income Calculation

VERY DIFFERENT

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STANDARD BOND PROGRAM INCOME CALCULATION

CURRENT income that is annualized.

- ✓ Borrower + Spouse
  - ✓ Non-purchasing Spouse (NPS)
  - ✓ Non-Occupying Spouse (even if spouse does not occupy the property)
- ✓ All occupants aged 18 and older (related and unrelated)



Must Include ALL Forms of Income:

- Bonuses
- Overtime
- Social Security Income
- Alimony
- Child Support
- ETC.

& must not exceed Bond income limit.



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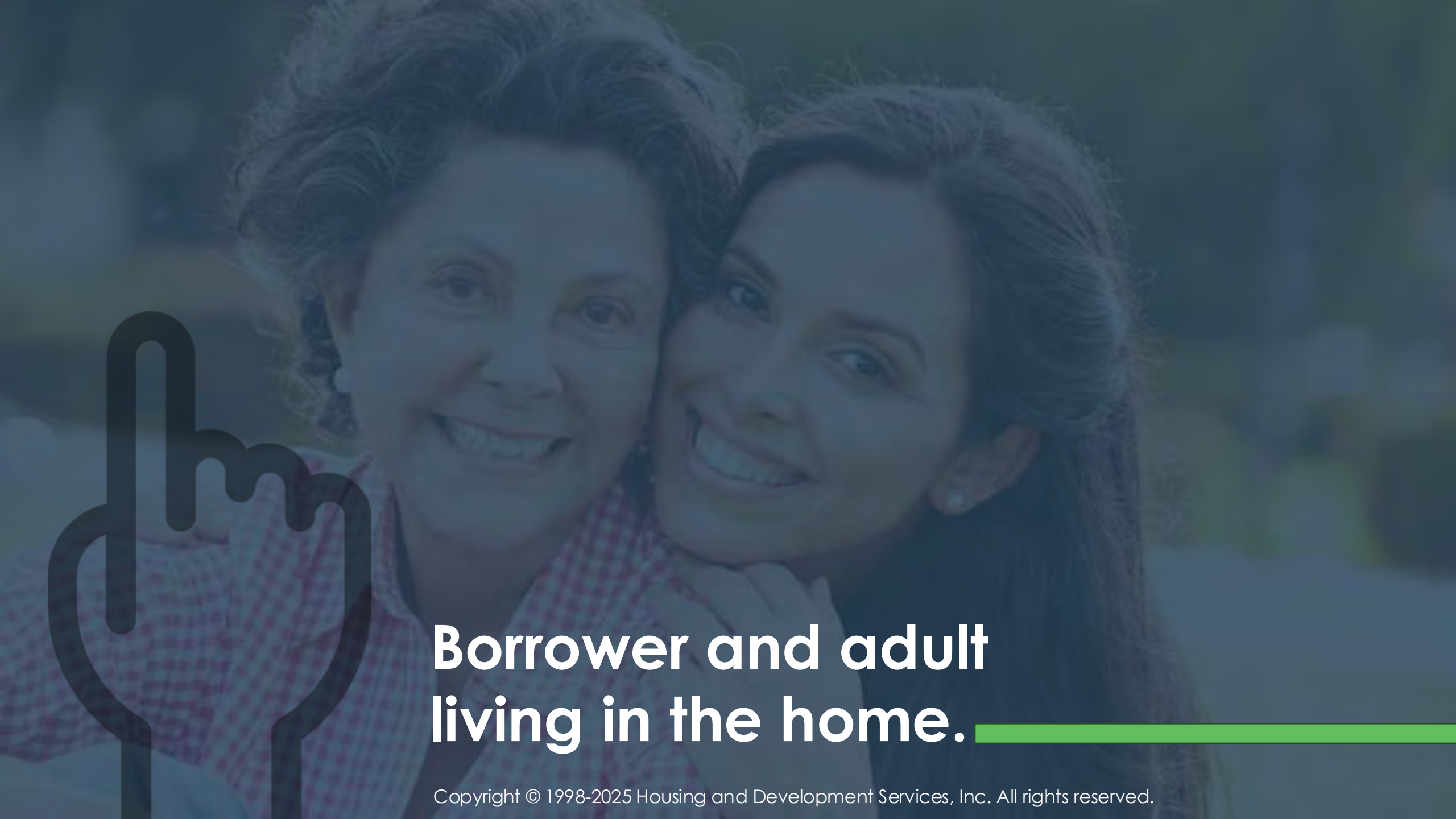
TBA PROGRAM INCOME CALCULATION

- ✓ **Income for Borrower/s ONLY**



  - **Do NOT** include income from a non-borrower.
  - If spouse is not on the loan do NOT include income.
  - Use the income of all employed borrowers for Program qualifying.
  - VOEs for all employed borrowers are required.
  - Any income of an occupying employed borrower NOT considered in the AUS must be noted by the underwriter and underwriter must provide an LOX for why the income is not being used.

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Borrower and adult living in the home.

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Standard Bond

INCLUDE:
Borrower + Other Occupant income



Why?
The Bond Program requires a lender to include the borrower and everyone 18 years of age or older who will occupy the home.

INCLUDE:
All forms of income. Credit Qualifying income may be less than the Program income.

Standard TBA

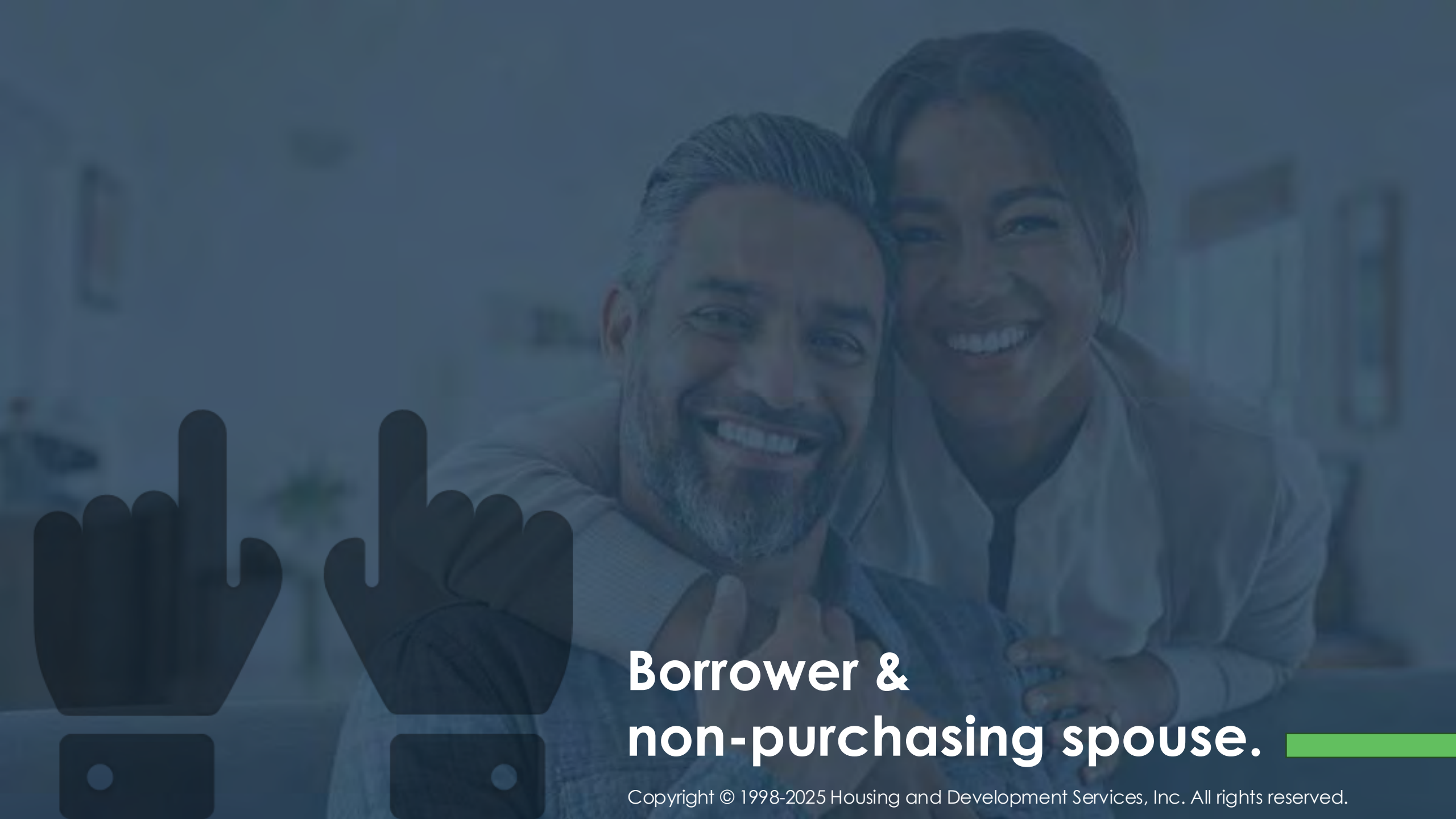
INCLUDE:
Borrower ONLY



Why?
The TBA Program requires a lender to only include the income of the borrower/s listed on the application or disclosed through the loan process:

- Listed on the 1003
- Shown on paystubs
- Shown on a written VOE
- Shown on tax documents

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Borrower & non-purchasing spouse.

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Standard Bond

- Include income from the borrower and non-purchasing spouse.



INCLUDE:
All forms of income. Credit Qualifying income may be less than the Program income.

Standard TBA

Include the income of the borrower/s listed on the application or disclosed through the loan process:

- Listed on the 1003
- Shown on paystubs
- Shown on a written VOE
- Shown on tax documents



Credit Qualifying income will be the exact same as the Program income.



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Borrower with a Non-Occupant Co-Signor.

A co-signor can be a little complicated.
So first make sure you know where to find the Co-Signor addendum.

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Florida Housing Finance Corporation Program Highlights

Approved Programs

- STANDARD BOND
- STANDARD TBA
- PLUS TBA
- 2025 HOMETOWN HEROES

Program Guidance

- **APPROVED PARTICIPATING LENDERS**
- BOND VS. TBA CHEAT SHEET
- BULLETINS
- eHP PROCESS ORIGINATION TO PURCHASE
- FOR BROKERS
- FOR CLOSERS
- FOR UNDERWRITERS
- TARGETED AREA CENSUS TRACTS AND MAPS
- TERM SHEETS

Today's Rates & Offerings

[Business Days 10am - 7pm ET] April 1, 2026

Reservation Timeline Requirements: All First and Second Mortgage Loans Must Adhere to a 60-Day Delivery Timeline from Reservation (In eHPortal) to Loan Purchase By Lakeview. More Information Can Be Found in the Program Guideline. NOTE: Prior to locking any loans, lender must have a FULLY EXECUTED Purchase Contract in hand, otherwise the loan will NOT be purchased.

Hometown Heroes DPA availability: NONE remaining as of 10:10am 3/30. Please check back on Monday 4/6 for available fallout.

2025 HOMETOWN HEROES PROGRAM - BOND

Offering	FICO	DPA	Lock Rate
FHA, USDA-RD, VA	640	5% (Max $35,000)	6.250%
Fannie Mae (HFA Preferred) <= 80% AMI or OVER 80% AMI			7.000%
Freddie Mac (HFA Advantage) <= 80% AMI or OVER 80% AMI			6.500%

2025 HOMETOWN HEROES PROGRAM - TBA

Offering	FICO	DPA	Lock Rate
FHA, USDA-RD, VA	640	5% (Max $35,000)	6.375%
Freddie Mac (HFA Advantage) <= 80% AMI			6.500%
Freddie Mac (HFA Advantage) OVER 80% AMI			6.625%

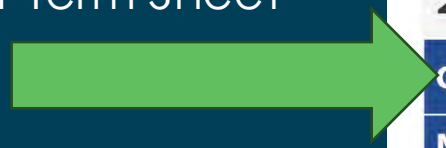
STANDARD BOND

Offering	FICO	DPA	Lock Rate
FHA, USDA-RD, VA			6.750%
Fannie Mae (HFA Preferred)	640	FL Assist $10k	7.250%

RATES CHANGE ON A DAILY BASIS. DO NOT USE THE RATES FOUND IN THE TRAINING PRESENTATION.

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ALWAYS Reference the Co-signor Term Sheet



Program Guidance

- APPROVED PARTICIPATING LENDERS
- BOND VS. TBA CHEAT SHEET
- BULLETINS
- eHP PROCESS ORIGINATION TO PURCHASE
- FOR BROKERS
- FOR CLOSERS
- FOR UNDERWRITERS
- TARGETED AREA CENSUS TRACTS AND MAPS

203k Term Sheets	203k Term Sheet
Co-Signor Term Sheet	Co-Signor Term Sheet
Manufactured Housing Term Sheet	Manufactured Housing Term Sheet
Master Term Sheet for Stand	Master Term Sheet
Homebuyer Education	Homebuyer Education Providers
80% AMI Conv. Loan Limits	80% AMI Limits

PROGRAM	STANDARD BOND & HTH BOND	STANDARD TBA, TBA PLUS & HTH TBA
LOAN TYPE	• FHA • FHLMC's HFA Advantage • FNMA's HFA Preferred	• FHA • FHLMC's HFA Advantage (*FNMA's HFA Preferred is NOT available with TBA.*)
HOUSEHOLD or CREDIT INCOME CONSIDERED FOR PROGRAM QUALIFYING?	Household. Consider the gross, current annual income of **all occupants** aged 18 and older.	Credit income, the income used to support the AUS.
IS CO-SIGNOR INCOME CONSIDERED IN PROGRAM QUALIFYING?	NO. Co-Signor income is not considered against income limits because they do not occupy the property.	YES. TBA considers the AUS income and the co-signor income is used to support the AUS.
	Note: The primary borrower must have income.	
IS CO-SIGNOR INCOME CONSIDERED IN DETERMINING MORTGAGE INSURANCE (MI)?	**FHA** determines any applicable MI costs. **FNMA and FHLMC** consider the AUS income in determining if borrower will qualify for reduced cost MI and co-signor income is included in the AUS. Co-Signor income is included in the AUS so therefore, their income is considered in	**FHA** determines any applicable MI costs. **FHLMC** considers the AUS income in determining if borrower will qualify for reduced cost MI and co-signor income is included in the AUS. Co-Signor income is included in the AUS so therefore, their income is considered in determining MI coverage



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Exception to 1st time buyer requirement

#1 Borrowers purchasing in a Targeted Area (only applicable in Bond).

#2 Borrowers using the Veterans Exception.



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AUTISM ACCEPTANCE MONTH

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Florida Housing Finance Corporation

eHP ONBOARDING

HOMETOWN HEROES NOW OPEN

eHPortal

eHOUSINGPLUS UNIVERSITY

we make housing affordable™
Florida Housing
Finance Corporation

eHP FRONT PORCH

Lunch and Learn

VIEW PROGRAM HIGHLIGHTS

Program Administration Guidelines

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VERIFICATION OF THE FIRST-TIME BUYER REQUIREMENT

Standard Bond and HTH Bond Programs

- Signed
- Dated – Federal Income Tax Returns.
- Form 1040 IRS transcripts

&

→ Any combination of tax returns or transcripts.

The returns or transcripts must include all schedules that show no deductions for mortgage interest or real estate taxes for a principal residence in the past 3 years.

Borrower and spouse (even a non-purchasing spouse)

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85%

Standard Bond Program loan files are missing the taxes.

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Bond Program

=

Spouse & Tax Returns

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FL Housing Finance Corporation's BOND FIRST MORTGAGE LOAN PROGRAM

WHO SIGNS WHAT FOR BOND LOANS

PERSON	SIGNS NOTE	SIGNS MORGAGE	SIGNS PROGRAM DOCMENTS	APPEARS ON DEED	RESIDES IN HOME	INCLUDE IN PROGRAM QUALIFING INCOME	INCLUDE IN HOUSHOLD SIZE
BORROWER	YES	YES	YES	YES	YES	YES	YES
CO-BORROWER	YES	YES	YES	YES	YES	YES	YES
SPOUSE (If Spouse is not on loan)	NO	YES	YES	YES	YES	YES	YES
CO-SIGNOR	YES	NO	NO	NO	NO	NO	NO
NON—BORROWING OCCUPANT	NO	NO	NO	NO	YES	YES *If aged 18+*	YES

FL Housing Finance Corporation's TBA FIRST MORTGAGE LOAN PROGRAM

WHO SIGNS WHAT FOR TBA

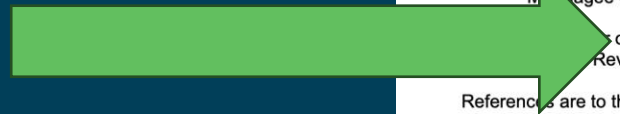
PERSON	SIGNS NOTE	SIGNS MORGAGE	SIGNS PROGRAM DOCMENTS	APPEARS ON DEED	RESIDES IN HOME	INCLUDE IN PROGRAM QUALIFING INCOME	INCLUDE IN HOUSHOLD SIZE
BORROWER	YES	YES	YES	YES	YES	YES	YES
CO-BORROWER	YES	YES	YES	YES	YES	YES	YES
SPOUSE (If Spouse is not on loan)	NO	YES	NO	YES	YES	NO	YES
CO-SIGNOR	YES	NO	NO	NO	NO	YES	NO
NON—BORROWING OCCUPANT	NO	NO	NO	NO	YES	NO	YES

Why does this form have a "NOT CERTIFIED" watermark?

It means the underwriter has not certified the loan.

Contact the underwriter to certify the form.

After certification Re-print the form.



TAX EXEMPT FINANCING RIDER TO SECURITY INSTRUMENT

THIS TAX-EXEMPT FINANCING RIDER is made this _____ day of _____,_____, and is incorporated into and shall be deemed to amend and supplement the Mortgage or Security Deed ("Security Instrument") of the same date given by the undersigned ("Mortgagor") to secure Mortgagor's Note ("Note") to [illegible] "Lender") of the same date and covering the property described in the Security Instrument and located at : (Property Address)

In addition to the covenants and agreements made in the Security Instrument, Mortgagor and Lender further covenant and agree as follows:

Lender, or such of its successors or assigns as may by separate instrument assume responsibility for assuring compliance by the Mortgagor with the provisions of this Tax-Exempt Financing Rider, may require immediate payment in full of all sums secured by this Security Instrument if the loan is not paid in full and:

a. all or part of the property is sold or otherwise transferred by Mortgagor to a purchaser or other transferee:

   i. who cannot reasonably be expected to occupy the property as a principal residence within a reasonable time after the sale or transfer, all as provided in Sections 143 (m) and (i) (2) of the Internal Revenue Code; or

   ii. who has had a present ownership interest in a principal residence during any part of the three-year period ending on the date of the sale or transfer, all as provided in Sections 143 (d) and (i) (2) of the Internal Revenue Code (except that "100 percent" shall be substituted for "95 percent or more" where the latter appears in Section 143(d) (1); or

   iii. at an acquisition cost which is greater than 90 percent of the average area purchase price (greater than 110 percent for targeted area residences), all as provided in Section 143(e) and (i) (2) of the Internal Revenue Code; or

   iv. who has a gross family income in excess of the applicable percentage of applicable median family income, as provided in Section 143 (f) and (i) (2) of the Internal Revenue Code; or

b. Mortgagor fails to occupy the property described in the mortgage without the prior written consent of the Mortgagee or its successors or assigns described at the beginning of this addendum ;or

[illegible] omits or misrepresents a fact which is material with respect to the provisions of Section 143 of the Internal Revenue Code of 1986 in an application for this mortgage.

References are to the Internal Revenue Code as amended and in effect on the date of issuance of the Bonds, the proceeds of which will be used to finance the purchase of the Security Instrument and are deemed to include the implementing regulations.

NOT CERTIFIED

Applicant Name	Applicant Type	Signature	Date
		_____	__/__/____
		_____	__/__/____

Tax Exempt Rider V.1.0

Page 1 of 1

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WHAT WE DO

HOUSING FINANCE AGENCIES

At eHousingPlus, the success of our HFA partners is our top priority. We empower agencies across the United States with single-family program administration and compliance services that streamline housing initiatives for first-time homebuyers, low- to moderate-income families, and communities. We specialize in Homeownership Initiatives and Compliant Programs that help build communities through ownership. Our solutions are tailored to meet the unique needs of HFAs, providing robust tools for

PARTNERS

Through a collaborative approach, eHousingPlus partners with state and local HFAs to deliver innovative housing program management services and foster efficient program fund management. Our expertise helps HFAs launch and sustain affordable homeownership programs while ensuring compliance with all regulations.

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