

# HomeReady Mortgage

Built for today's homebuyers

Meet the diverse needs of today's buyers and grow your business with the HomeReady® mortgage, our premier affordable lending product designed for creditworthy low-income borrowers.

## Features




- Financing up to 97% loan-to-value (LTV) for purchase of one-unit principal residence (Desktop Underwriter® (DU®) is required for LTV ratios >95%); up to 95% LTV for limited cash-out refi (LCOR) and up to 97% LTV for LCOR transactions in DU when the mortgage being refinanced is owned or guaranteed by Fannie Mae.
- Borrower is not required to be a first-time buyer.
- Cancellable mortgage insurance (restrictions apply); lower MI coverage (25% for LTVs >90% to 97%) compared with standard requirements.
- Gifts, grants from lenders or other eligible entities, Community Seconds®, and cash-on-hand permitted as a source of funds for down payment and closing costs.
- Supports HomeStyle® Energy, HomeStyle® Renovation, MH Advantage®, and manufactured housing.
- Innovative underwriting flexibilities expand access to credit responsibly. Flexibilities include rental unit and boarder income, as well as non-occupant borrowers, such as parents.







**The 97% financing option and low mortgage insurance coverage are just two of the benefits as compared to traditional conventional loan programs.”**

— MAT ISHBIA, PRESIDENT/  
CEO, UNITED SHORE

## Lender benefits

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**Certainty**  
Underwrite with confidence — DU automatically identifies potential HomeReady-eligible loans and provides a credit risk assessment.
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**Simplicity**  
Combine standard and HomeReady loans into MBS pools and whole loan commitments.
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**Sustainability**  
Expand access to credit responsibly with homeownership education and housing counseling options for borrowers.

## Borrower benefits

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**Low down payment**  
As low as 3% down payment for home purchase and refinance transactions.
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**Flexible sources of funds**  
Can be used for the down payment and closing costs with no minimum contribution required from the borrower's own funds (1-unit).
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**Affordable and cancellable monthly MI**  
Reduced MI coverage requirement above 90% LTV; cancellable MI per *Servicing Guide* policy.
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**Homeownership education**  
Fannie Mae HomeView™ helps pave the way for borrowers toward successful homeownership; other education and housing counseling options are available.

# Homeownership education requirement

Knowledge is power. That's why the HomeReady mortgage homeownership education requirement is designed to help borrowers gain essential knowledge to prepare for sustainable homeownership, and lenders gain informed borrowers prepared to successfully navigate the loan process.

## HomeView makes it simple to meet the homeownership education requirement

When all occupying borrowers on a HomeReady purchase transaction are first-time homebuyers, at least one borrower must complete a course from a qualified provider,\* regardless of LTV (see exceptions below). HomeView can be used to satisfy the homeownership education requirement.

**Exceptions:** For HomeReady loans that involve a Community Seconds or down payment assistance program, buyers may instead complete the homeownership education course or counseling required by the Community Seconds or down payment assistance program as long as it is provided by a HUD-approved agency and completed prior to closing.

In addition, the presence of a disability, lack of internet access, and other issues may indicate that a consumer is better served through other education modes (for example, in-person classroom education or via a telephone conference call).

In such cases, lenders should direct buyers to the HOPE® Hotline 1-888-995-HOPE (4673), which can refer borrowers to a HUD-approved counseling agency.

Finally, buyers who have **already** completed housing counseling prior to entering a sales contract (as evidenced by a completed Fannie Mae **Form 1017**) are not required to complete the homeownership education course. See below for more details on counseling requirements.

## Benefits of housing counseling

We believe housing counseling from a HUD-approved nonprofit housing counseling agency can help to expand the pool of mortgage-eligible buyers.

In addition to helping borrowers prepare for sustainable homeownership and fulfilling the HomeReady homeownership education requirement, housing counseling can provide a benefit to lenders, too. Exclusively for HomeReady purchase transactions on which buyers have received customized assistance from HUD-approved nonprofit counseling agencies **before** entering into a sales contract, lenders will receive a **\$500 loan-level price adjustment credit** for HomeReady loans delivered with Special Feature Code 184.

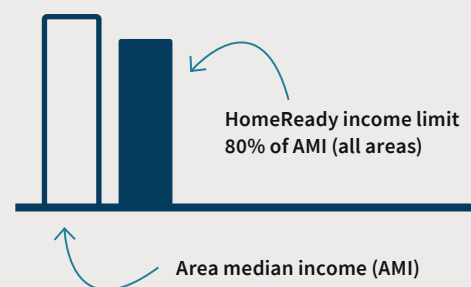
*\* A qualified provider must be independent of the lender, with homeownership education content that is aligned with National Industry Standards (NIS) or is offered by a housing counseling agency approved by the U.S. Department of Housing and Urban Development (HUD).*

## Simple borrower income eligibility

HomeReady is available when purchasing or refinancing any single-family home, as long as the borrower meets the income limits of the property location. (Income eligibility limits may help lenders meet applicable Community Reinvestment Act goals.)

The **Area Median Income Lookup tool** provides lenders and other housing professionals with a quick and easy way to look up HomeReady income eligibility by address or FIPS code.

## Borrower income eligibility limit



Learn more at [fanniemae.com/homeready](https://fanniemae.com/homeready)