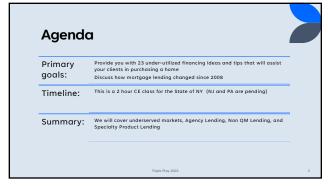


	MATT HEMPHILL	
	VP PRODUCT SPECIALIST CMG FINANCIAL SERVICES 35 YEARS MORTGAGE LENDING 8 YEARS TEACHING REALTOR CE CLASSES	
	IMPORTANT NOTE ABOUT THIS CLASS  IWILL BE HAPPY TO DISCUSS ACTUAL EXAMPLES OF ITEMS DISCUSSED TODAY HOWEVER RIEASE NO NAMES, PLACES, OR ANYTHING THAT WOULD  DISCLOSE PERSONAL INFORMATION ON INDIVIDUAL CLIENTS	
Triple Pla	2002	2

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Triple Play 2022



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### **DID YOU KNOW?**

FNMA WILL ALLOW FOR CREDIT SCORE AVERAGING IF TWO OR MORE BORROWERS ON A LOAN!

FHLMC IN SOME INSTANCES WILL ACCEPT A CREDIT SCORE AS LOW AS 600!

## What is a Temporary Buydown?

- Funds are provided to reduce the Borrower's monthly payments during the first few years of the mortgage.

8

## **ASSET DEPLETION**

Very Common method of qualifying for Retired but available for anyone with liquid or retirement assets available

Available for FNMA/FHLMC or Non QM (including Jumbo) mortgages

Simply put an income stream is calculated from assets remaining after downpayment and closing costs without the borrower having to liquidate those assets

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## **ASSET DEPLETION (example)**

FNMA/FHLMC

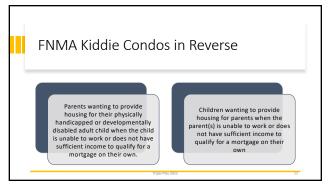
Client must be 62 or older and assets must be work related savings or assets from sale of a business

Client has \$1,000,000 in a retirement fund we take those funds and divide by term of the loan (FNMA) or 240 months (FHLMC)

\$1,000,000 / 240 months (FHLMC rule) = \$4,166 monthly income used for qualifying

Triple Dieu 2022

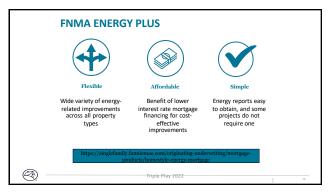
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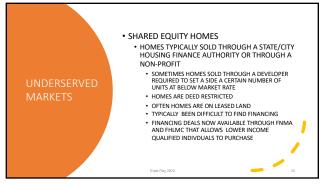
# What is FHA Solar and Wind? The solar and wind technologies policy allows the Mortgagee to increase the Base Loan Amount to cover the cost and installation of new solar or wind energy system improvements made, or to be made, to the Property at the time of a purchase or refinance. Allows for up to 120% maximum mortgage amount for solar and wind improvements

12

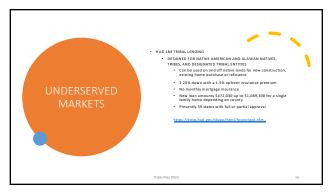




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### **Halal Financing**

- no interest based financing
- Ijara Financing establishes an Inter Vivos Revocable Trust which becomes the owner of the subject property, the trust then leases the property to the borrower
- Musharakah a joint partnership is formed where parties share in profit or loss of the home
- Murabaha a financing structure where the seller and buyer gree to the cost and markup to an asset often referred to as cost plus financing



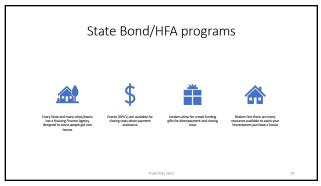
17



Law enforcement officers, teachers (pre-Kindergarten through 12th grade) fireflighters and emergency medical technicians can contribute to community revitalization while becoming homeowners through HUD's Good Neighbor Next Door Sales Program. HUD offers a substantial incentive in the form of a discount of 50% from the list price of the HUD owned home. In return, an eligible buyer must commit to live in the property for 36 months as his/her principal residence.

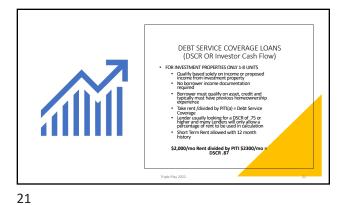
Triple Play 2022 6

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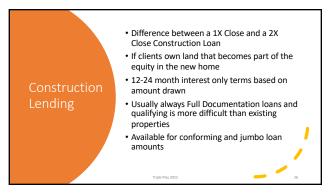
## Foreign National Borrowers Designed for Clients who have no residency status in the US Homes are bought as Investment properties or second homes No US credit history or work history required Large downpayments required and assets must be in the US

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