

Special Needs Housing: Housing for Persons with Special Needs

HOMECHOICE



The Washington State Housing Finance Commission celebrates the 1000th HomeChoice Homebuyer!

Many housing programs celebrate the first time homebuyer and why should the Washington State Housing Finance Commission be an exception? The Commission is proud of the many homebuyers the HomeChoice Down Payment Assistance Program has assisted. In this case, the exception is the other peripheral entities that the HomeChoice program has affected. This down payment assistance program has not only assisted over 1000 first time homebuyers with disabilities become homeowners, this program has also helped forge new partnerships and has become an important component for many agencies that assist folks with disabilities and their families.

Many organizations and agencies have come to rely on the Commission's HomeChoice program as the groundwork to assisting their clients into homeownership and self-sufficiency. The Commission works with all the housing authorities in Washington State that offer Section 8 to Homeownership. It has become apparent that the HomeChoice DPA program is often the pivotal program that makes homeownership possible for folks on a limited income.

In addition to Section 8 to Homeownership, HomeChoice DPA is often used by folks purchasing in a Community Land Trust model. The Commission partners with over six very active Community Land Trust organizations to provide what is often considered the catalyst to providing additional layers of financing for low income homebuyers. The Commission has assisted folks purchase their home using up to seven layers of financing. Housing authorities and many non-profit organizations have agreed to place their down payment assistance programs in 3rd position behind the HomeChoice DPA program.

One may say that in today's economic down turn, "is it wise to provide this type of leverage financing?" It is a good idea! The HomeChoice DPA program requires that homebuyers attend an additional one-on-one counseling session with trained profession housing counselors. This is in addition to the mandatory 5-hour Home Buyer Education Seminar, that is required for all House Key Homebuyers. The borrower not only attends a one-on-one counseling session, the counselor prepares a Budget Worksheet which is reviewed by the lender's underwriters and the Commission's compliance administrators. The Commission makes every effect to ensure the borrower understands what they are getting into and can have a frank and honest talk with a unbiased 3rd party.

In addition to the homebuyer required education and counseling, all HomeChoice lenders must also attend an extra follow up training session in order to originate a HomeChoice DPA loan with the House Key first mortgage. Loan officers are instructed on the additional compliance requirements, counseling and budget worksheet.

How does it work?

Borrowers meet with a House Key Lender that has also been trained on the HomeChoice program. The lender pre-approves the borrower, as they normally would, for a typical 30 year fixed underlying first mortgage, based on their credit and income. The loan officer verifies that the borrower also meets the guidelines of the House Key state bond program.

The HomeChoice Down Payment Assistance Program is a second mortgage program for low- to-moderate income people with a disability, or who have a family member with a disability living with them. The Program offers up to \$15,000 per household at 1.00% interest, payment deferred. Second mortgages are due when home is sold, or if home is refinanced or after 30 years. The HomeChoice DPA 2nd mortgage can be used for down payment, closing costs and/or ADA accessibility improvements to the home.

Need another reason to know why the HomeChoice DPA is a unique community second program? The Commission allows the borrower to use a portion (or all) of the funds for ADA improvements to the home. This includes improvements such as adding a ramp, railing, or widening a doorway.

HomeChoice borrowers don't just automatically get \$15,000. The loans are based on need and the income range. Loan amounts are higher for those at lower income: up to \$10,000 for 80-100% AMI, up to \$12,500 for 50-80% AMI, and up to \$15,000 for those at 30-50% AMI.

A little history...

The HomeChoice DPA program was originally offered by the Commission over 14 years ago in conjunction with Fannie Mae's *HomeChoice* Mortgage Product. The program has since kept the HomeChoice name, but has evolved and is now available with all underlying first mortgage types under the House Key State Bond. The Commission is often approached by folks in other states looking to use this Down Payment Assistance program. To date, the Commission is the only state to offer a down payment assistance program specific to helping low- to-moderate income people with a disability, or who have a family member with a disability living with them, to purchase a home.

The Commission finances the HomeChoice DPA program with our Program Investment Fund (revolving fund). The loans are not grants and the Commission does not subordinate. We are able to revolve our loan proceeds to continue our commitment to this program.

This program has shown there is a great need to assist not only low income folks, but also moderate income folks become responsible homebuyers. In August 2005, the Commission celebrated our 500th homebuyer, Rick Henderson of Colville Washington. Rick called Jan Owens at Rural Resources in Colville when one of his co-workers told him about how he was able to buy a house with the assistance of Rural Resources. Rick thought "I might as well give her a call, I have nothing to lose, all they can say is no". Rick had been renting an apartment for over 18 years, so the idea of homeownership was just a dream. Rick realized his dream with the

assistance of Jan Owens. Jan was one of the many approved HomeChoice Service Providers that conducts the one-on-one housing counseling required for the program.



Rick Henderson of Colville Washington
The 500th HomeChoice Homebuyer

Today the Commission celebrates our 1000th HomeChoice borrower! Dona and Paul Morris are sister and brother with degenerative joint disease. They are both widowers and they thought they would never own a home in their lifetime. They worked with Annika Day of Sterling Savings Bank to purchase the home in Tacoma Washington they had been renting for over 4 years, after the owner passed away this last year. Their total mortgage payment will be less than their previous rent payment, for the same home! The Morris' live solely on social security income and met with Teresa Seeley of South Sound Outreach for their one-on-one counseling. Dona says she "feels like a little kid at Christmas". She said the experience went so great. She expected a "bunch of red tape and barriers" and when it was done she said, "that's it?!" Dona and Paul are in the process of painting what they consider to be their "dream home". She said when she started packing, something inside her told her to hold off, because something better was going to happen soon. She credits the Commission's House Key and HomeChoice DPA program for making homeownership possible for her and her brother.

Dona & Paul Morris of Tacoma Washington
The 1000th HomeChoice Homebuyers



Summation:

Since the program's inception in June 1997, The Commission has funded over 12 million in HomeChoice DPA loans. We have closed loans in almost every county in the State of Washington, with an average loan amount of \$12,764.00 and average sales price of \$130,600.00 The HomeChoice DPA program serves folks up to 100% of area median income, but 41% of the HomeChoice loans have been to folks at 50% AMI and below.

While the Commission celebrates our 1000th HomeChoice borrowers, Dona and Paul Morris, we also celebrate our long term partnerships with folks, such as our housing counselors, loan officers, non-profit agencies and organizations. For example, The Morris', not only appreciate the HomeChoice program, but also their loan officer Annika and counselor, Teresa. The Commission knows the HomeChoice program would not have enjoyed the successes of assisting 1000 homebuyers with disabilities, had it not been for our partners in the housing industry.

BROCHURE:



HOMECHOICE

Second Mortgage Loan Program
for qualified buyers with disabilities
who want to purchase a home



What Are the HomeChoice benefits?

- 1 Lower monthly house payments which enables you to purchase more home.
- 2 Below-market-interest rate first mortgage.
- 3 No monthly payments on second mortgage.

"The response of many people with disabilities, when they consider homeownership, is 'That's not for me. That's for people without disabilities.' I want people to realize how very possible it is for them to buy a house. Washington leads the nation in financing homes through HomeChoice, a program for buyers with disabilities. Karla Lynch bought her first home through the Commission-administered program and encourages others to do the same. 'It sounds cheesy and melodramatic, but it's true: owning a home has changed my life.'"
KARLA LYNCH (PICTURED ON THE COVER)



Getting started is easy!

HOMECHOICE SECOND MORTGAGE LOAN PROGRAM

HomeChoice second mortgage is a down payment assistance program for low- and moderate-income people with a disability or who have a family member with a disability living with them and qualify for a conventional mortgage loan using HomeChoice guidelines. A HomeChoice second mortgage can be used for down payment costs, closing costs, and/or ADA accessibility improvements to the property.

- Up to \$15,000 awarded, based on need.
- One percent simple interest with no monthly payments.
- Becomes due when house is sold, refinanced, or no longer owner-occupied.

HOW DO I QUALIFY?

- You are a first-time homebuyer.
- You are able to document your disability with an SSI Award letter or letter from a medical professional demonstrating your disability meets ADA guidelines.
- You qualify for House Key State Bond, our primary first mortgage loan program.

WHAT STEPS DO I NEED TO TAKE?

- Attend a FREE Commission-sponsored homebuyer education seminar.
- Meet with a Commission-approved HomeChoice service provider for one-on-one counseling to begin the process.
- Meet with a Commission-approved lender to make a loan application.

For more information about the Commission and its work, visit www.wshfc.org or call 206-464-7139 or 1-800-767-HOME (4663) toll free in Washington State.

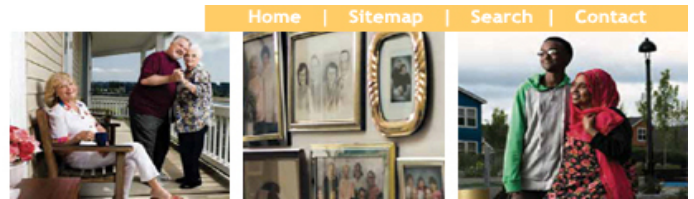


Opening doors to a better life

(08/10)

The Washington State Housing Finance Commission is a publicly accountable, self-supporting team dedicated to increasing housing access and affordability and to expanding the availability of quality community services for the people of Washington. No taxpayer dollars were used to produce this document.

WEBSITE:



Washington State's HomeChoice Second Mortgage

HomeChoice is a down payment assistance, second mortgage loan program for qualified borrowers who have a disability or who have a family member with a disability living with them. Funds up to \$15,000. HomeChoice combines with House Key State Bond first mortgage loan program. One-on-one counseling is required.

How do I get started?

The first step is to meet with a [House Key Lender](#) in your area that has been trained on the HomeChoice program. The House Key Lender will determine if you are eligible for the HomeChoice second mortgage program and will then refer you to a free [homebuyer education seminar](#) and a HomeChoice trained [Service Provider](#). For additional trained lenders or service providers, please email Karen Carlson at karen.carlson@wshfc.org or call 206-287-4413.

How do I qualify?

The HomeChoice Second Mortgage program is a Down Payment Assistance Program for low- to-moderate income people with a disability or who have a family member with a disability living with them and qualify for House Key State Bond first mortgage.

A 1.00% interest rate on the Down Payment Assistance loan program for first-time homebuyers (borrowers who haven't owned and occupied their primary residence in the past three years). If you buy in a [targeted area](#) you do not have to be a first-time homebuyer. Borrowers must meet the acquisition cost and income limits for the House Key program.

To be eligible for a HomeChoice loan you must not exceed these income limits*:

- » Clark/Skamania Counties: \$72,000
- » King/Snohomish Counties: \$86,800
- » Kitsap/Thurston Counties: \$74,500
- » All Other Counties: \$71,900

*Other requirements may apply. Please check with your lender or service provider to verify the limits. Manufactured homes only allowed with FHA financing. HomeChoice borrowers also must complete a Commission-sponsored homebuyer education seminar prior to reservation of funds.

Benefits

HomeChoice uses the interest rate advantage of the [House Key](#) conventional loan program.

Down payment assistance - The Program offers up to \$15,000 per household in a 1.00% interest, payment deferred second mortgage. Second mortgages are due when home is sold, or if home is refinanced or after 30 years.

Participating Lenders

We would like to thank the following Lenders for their participation in the House Key and HomeChoice down payment assistance program in the last year:

Academy Mortgage

Gary Grissom, 509-340-1973, Spokane,
Gary.Grissom@academymortgage.com
Kristi LaCroix, 509-340-1962, Spokane,
kristi.lacroix@academymortgage.com

Bank of America

Gay Barnum, 253-583-5807, Lakewood,

gay.barnum@bankofamerica.com

James Beutler, 360-258-2041, Vancouver,

james.beutler@bankofamerica.com

Stephanie Smith, 360-817-8004, Camas,

stephanie3.smith@bankofamerica.com

Cristi Zacherle, 509-483-5819, Spokane,

cristine.zacherle@bankofamerica.com

Canyon Park Mortgage

Michelle Swanson, 425-776-1450, Bothell,

michelle.swanson@prospectmtg.com

Cornerstone Home Lending

Cristie Stapp, 206-521-6104, Seattle,

Cristie@CristieStapp.com

Eagle Home Mortgage

Thomas Caston, 800-349-1955, Federal

Way, tcaston@eaglehomemortgage.com

Laurie Dennison, (425)353-9233x 103,

Everett,

ldennison@eaglehomemortgage.com

Val Hawryluk, 360-535-6000, Silverdale,

vhawryluk@eaglehomemortgage.com

Cy Pierce, 360-236-9970, Olympia,

cpierce@eaglehomemortgage.com

Lynn Posselt, 360-573-4112, Vancouver,

posselt@eaglehomemortgage.com

Christine Robison, 360-573-4112,

Vancouver,

crobison@eaglehomemortgage.com

Gayle Stockton, 509-926-7270, Spokane,

gstockton@eaglehomemortgage.com

Evergreen Home Loans

Leslie Girard, 360-260-6979, Vancouver,

lgirard@evergreenhomeloans.com

Michelle Wickett, 360-459-1200, Lacey,

mwickett@evergreenhomeloans.net

Global Credit Union

Shilo Nokes, 509-455-4661, Spokane,

shilo.nokes@globalcu.org

Dorothy Stevens, 509-737-2621,

Kennewick, dorothy.stevens@globalcu.org

Mark Wrenn, 509-455-4668, Spokane,

mark.wrenn@globalcu.org

Guild Mortgage

Kathleen Facey, 425-327-2121, Bothell,

kfacey@guildmortgage.net

Jana Lauderbaugh, 206.378.4480, Seattle,

janal@guildmortgage.net

Joan Qvigstad, 360-874-1770, Port

Orchard, jqvigstad@guildmortgage.net

Phil Ross, 253-246-6000, Kent,

pross@guildmortgage.net

Kim Toskey, 425-422-5286,

Seattle/Everett,

ktoskey@guildmortgage.net
Laura Wells, 509-279-2320 ext 25,
Spokane Valley LWells@GuildMortgage.net

Metlife Home Loans

Krista Butler, 253.835.4910, Federal Way,
kbutler@metlife.com
Jamie Parisotto, 509-329-9627, Spokane,
jparisotto@metlife.com

Mortgage Advisory Group

Karen Sibley, 425-224-8300, Millcreek,
ksibley@magloans.net

Network Mortgage Services

Angela Cohen, 425-672-2810, Lynnwood,
angelac@networkhomeloans.com
Gerri Rasmussen, 425-248-2319,
Lynnwood, gerrir@networkhomeloans.com

Numerica Credit Union

Kathy Lyda, 509-536-6116, Spokane,
KLyda@numericacu.com

Peoples Bank

Margaret Adams-Curry, 360-424-2056, Mt
Vernon, margaret.curry@peoplesbank-wa.com
Catherine Martyn, 360-678-5244,
Coupeville,
catherine.martyn@peoplesbank-wa.com
Alona Wrightson, 360-676-5880,
Bellingham,
alona.wrightson@peoplesbank-wa.com

Puget Sound Mortgage

June Lu, 425-235-7540, Renton,
jlu@pshm.com

Republic Mortgage

Annette Schmidt, 253-347-5052, Tacoma,
aschmidt@repmtg.com

Sterling Savings Bank

Linda Chaplin, 509-249-9603, Yakima,
linda.chaplin@sterlingsavings.com
Annika Day, 253-858-1000, Gig Harbor,
annika.day@sterlingsavings.com
Danny Forbes, 425-673-8231, Mountlake
Terrace,
danny.forbes@sterlingsavings.com
Angie Giussi, 509-469-2586, Yakima,
angie.giussi@sterlingsavings.com
Heather Lee, 509-965-5159, Yakima,
heather.lee@sterlingsavings.com
Monty Sisson, 253-944-2007, Federal Way,
monty.sisson@sterlingsavings.com
Shirley Smith-Allen, 509-464-5063,

Spokane,
shirley.smithallen@sterlingsavings.com

The Legacy Group
Kathy Johnson, 253-988-2138, Puyallup,
kathyj@legacyg.com
Fenja Swope, 509-225-9600, Yakima,
Fenja.Swope@legacyg.com

US Bank
Kay Keyser, 509-353-7469, Spokane,
kay.keyser@usbank.com

Ward Lending
Jan Ward, 360-709-9000 x109, Olympia,
janw@wardlg.com

Wells Fargo
Brent Schoepfel, 253-274-4905, Tacoma,
brent.schoepfel@wellsfargo.com
William (Luke) Wagner, 253-677-2663,
Seattle, william.l.wagner@wellsfargo.com
Glenn Leach, 253-274-4900, Tacoma,
glenn.a.leach@wellsfargo.com

Mia Vermillion, 253-861-8812, Tacoma,
mia.vermillion@wellsfargo.com

HomeChoice Service Providers

Adams County
Consumer Credit Counseling Service, Karin
Smith, 509-765-6599,
www.cccsyakima.org

Asotin County
Valley Residential Services, Nancy Riggle,
509-522-0400

Benton & Franklin Counties
Consumer Credit Counseling Services, Liza
Beam 509-737-1973, www.cccswaor.org

Chelan County
Consumer Credit Counseling Service, Karin
Smith, 509-765-6599,
www.cccsyakima.org

Clallam & Jefferson Counties
American Financial Solutions, Marvelle
Lahmeyer, 888-864-
8699, www.myfinancialgoals.org

Clark & Skamania Counties
Columbia Non-Profit Housing, Leslie
Caponette, 360-993-9555

Community Housing Resource Center, Teri Duffy, 360-690-4496 x100

Clarkston-Lewiston, ID
Community Action Partnership, Sandra Smith, 800-326-4843

Cowlitz County
Family Finance Resource Center Longview
360-423-9197 (PP/DP)

Ferry County
Rural Resources Community Action, Jan Owens, 509-685-6179,
www.ruralresources.org

Franklin & Benton Counties
Consumer Credit Counseling Service, Liza Beam, 509-737-1973, www.cccswaor.org

Grant & Lincoln Counties
Consumer Credit Counseling Service, Karin Smith, 509-765-6599,
www.cccsyakima.org

King County
Homestead Community Land Trust, Staff member, 206-323-1227, www.homesteadclt.org
Parkview Services, Marc Cote or Marnie Claywell, 206-334-0731,
www.parkviewservices.org
Urban League of Metropolitan Seattle,
800-368-1455

Kittitas County
Consumer Credit Counseling Service,
Tracy Harden, 509-249-3265, www.cccsyakima.org

Kitsap, Mason & Grays Harbor Counties
American Financial Solutions, Marvelle Lahmeyer, 888-864-8699,
www.myfinancialgoals.org

Okanogan County
Okanogan County Community Action, Staff member, 509-422-4041

Pend Oreille County
Rural Resources Community Action, Jan Owens, 509-685-6179,
www.ruralresources.org

Pierce County
South Sound Outreach, Teresa Seeley,
253-593-2111

San Juan County

Opal Community Land Trust, Julie
Brunner, 360-376-3191, www.opalclt.org

Snohomish County

Homestead Community Land Trust, Staff
member, 206-323-1227,

www.homesteadclt.org

International District Housing Alliance,
Staff member, 206-623-5132,

www.apialliance.org

Parkview Services, Marc Cote, 206-334-
0731, www.parkviewservices.org

Spokane County

CORD, Rhonda Monge, 509-326-6355 x 105
rhonda@cordwa.info

Spokane Neighborhood Action Programs,
Any Staff Member, 509-456-7105,

www.snapwa.org

The ARC of Spokane, Cathie Griffith, 509-
328-6326, www.arc-spokane.org

Stevens County

Rural Resources Community Action, Jan
Owens, 509-685-6179,

www.ruralresources.org

Walla Walla County

Valley Residential Services, Nancy
Riggle, 509-522-0400

Whatcom, Skagit & Island Counties

Kulshan Community Land Trust, Staff
member, 360-671-5600, x1, www.kclt.org

Yakima County

Consumer Credit Counseling Service,
Tracy Harden, 509-249-3265,

www.cccsyakima.org

If there is no Service Provider located in
your area, please refer to a service
provider in a neighboring county or e-mail
Karen Carlson: karen.carlson@wshfc.org

Questions about HomeChoice?

Please e-mail Karen Carlson
karen.carlson@wshfc.org

06/08/2011

ADMINISTRATION

Careers
Commissioners
Housing Washington
Meetings & Events
My View ED Newsletter
Publications

HOMEOWNERSHIP

Home Buyer Programs
Information for Lending & Real Estate Professionals

BOND FINANCING

Energy Programs
Farmer & Rancher
Multifamily Housing
Nonprofit Facilities
Washington Works

TAX CREDIT

LIHTC
ARRA
Special Program
Land Acquisition
Rapid Response

COMPLIANCE & PRESERVATION

Compliance
Preservation

INVESTORS

Official Statements & Annual Reports