



Ownership & Economic Opportunity for All



## Expanding Homeownership through Self-Help Credit Union's Secondary Market Program

### Bulk to Flow Loan Purchase Program

To help make homeownership a reality for more people in the US, Self-Help is partnering with other lenders to provide affordable mortgages to home buyers.

Our partners include smaller lenders and community development financial institutions, as well as nationwide banks.

Through Self-Help's Secondary Market Program, our lending partners make mortgage loans to low-to-moderate income borrowers, including first-time home buyers; we then purchase the loans, enabling our partners to make additional loans and increase their impact.

### Desired Loan Stips

- CRA-designated income areas/borrowers
- Fixed rate, conventional, purchase money loans
- Retail loan originations only
- Geographies: Nationwide, prefer CA, FL, IL, NC, SC, VA, WI
- No non-warrantable condos
- Initial minimum \$5 million purchase
- Mortgage insurance not required
- HomeReady™, Home Possible®, and manually underwritten programs eligible
- No 30+ delinquency in the past 12 months. For any loans with fewer than 12 payments made at the time of purchase, lender will agree to indemnify or repurchase if a loan goes delinquent within the first 12 payments.

### Key Product Parameters

Maximum Loan-to-Value ..... 100%

Minimum Credit Score ..... 680

Maximum Debt-to-Income Ratio ... 43%

Minimum Borrower's Own  
Funds at Closing ..... Greater of  
1% of sales price  
and \$1,000

For more information, contact [Tracey.Colores@self-help.org](mailto:Tracey.Colores@self-help.org)



## Pre-Purchase Quality Control/ Due Diligence

- Due diligence/quality control reviews on a sample of electronically delivered loan origination files.
- Review applicable product guidelines.
- As needed depending on the lender, servicing policies and procedures, most recent audited financials, internal quality control procedures and findings, regulatory findings, resumes of principals and permission for a site visit.

## Data Delivery

- The initial tape for evaluation and bidding should be submitted to Self-Help
- Upon purchase, the lender should submit to Self-Help a ULDD file or equivalent file.

## Servicing

- Servicer will be determined following discussions with lender. Will be one of two options: 1) Self-Help is the servicer, using a sub-servicer (servicing is transferred concurrently with the sale) or 2) the lender retains servicing. In the case of option 2, lender/servicer is responsible for sending Self-Help monthly servicing reports, as specified by Self-Help.
- BB&T is the Document Custodian; Self-Help requires all collateral documents to be forwarded to BB&T within 90 days of purchase.

