



Focus on First Time Homebuyers

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Secondary Capital

- **\$1 Million from Bank of America**
- **Seven year loan**
- **Initial Positive Success**



CDFI Grant

- **\$1.4 Million awarded to expand our FTHB program**
- **300 LMI families**
- **Community Development Across Florida (CDAF) initiative**





Community Partnerships

- **Homeownership Counselors**
- **DPAAs**
- **Habitat for Humanity**
- **United Way**



The Marketplace

- **FHA**
- **Fannie Mae HomePath**
- **USDA**



Down Payment Assistance

- **23 DPA Programs- Florida**
- **Income limitations**
- **Needs Based Assistance**
- **Recapture**
- **Down Payment**
- **Homebuyer Education Workshop**




Top 3 Reasons DPA is Declined

- **Excessive Income/DTI**
- **Insufficient assets**
- **Failed Home Inspection**



Suncoast's FTHB Program

- **10/1 ARM**
- **Minimum credit score 650**
- **Max LTV 95%**
- **Homebuyer Education Course**
- **\$200,000 maximum loan amount**
- **No PMI**



SCU FTHB 10/1 ARM Portfolio

- **479 loans**
- **Less than 5%**
- **\$113,000 average loan size**
- **Strong Performance**



Questions???

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