



# Down payment assistance

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mortgage

MADDOCK  
MORTGAGE  
TEAM



**We're passionate  
about helping  
more people  
attain  
homeownership**

**Guild Mortgage has a variety of  
down payment assistance options  
for borrowers to help make that  
dream possible**



# Agenda

## Guild's specialty programs

- FHLMC BorrowSmart™
- 3-2-1 Home Plus powered by The Home Depot®
- Conventional down payment assistance
- Zero Down
- Arrive Home™
- HomeReady First
- Payment Advantage programs
- 1% Down Payment Advantage

## Why Guild?





# FHLMC BorrowSmart™

**Assistance up to \$2,500 for income-qualified borrowers to be used towards a down payment or closing costs**

## **Program details**

- Credit scores as low as 620
- Homebuyer counseling through a HUD-approved counseling provider affiliated with the Homeownership Preservation Foundation (HPF) network
- Borrowers may qualify for the Freddie Mac Home Possible® mortgage, which has opportunities for as little as 3% down payment

## **Area Median Income (AMI) limits apply:**

- 50% or less AMI - \$2,500
- 50.01-80% AMI - \$1,250

\*Freddie Mac BorrowSmartSM down payment/closing cost assistance amounts of \$2,500, \$1,000 or \$500 based on Area Median Income and other eligibility criteria. \$1,000 assistance applies to manufactured homes.

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# 3-2-1 Home Plus

We've partnered with The Home Depot® to offer a 3% down payment, \$2,000 eGift card to The Home Depot®\* plus \$1,250 to \$2,500 towards closing costs and/or down payment.\*\*

## Program details:

- Conventional financing with 3% down payment
- First-time homebuyers only
- Credit scores as low as 620
- Includes 1-unit single-family residences, condos, and manufactured homes
- Pre-purchase counseling is required
- Income limits apply



\*In the state of Nevada, the consumer receives a \$2,000 lender credit in lieu of a gift card.

\*\*Freddie Mac BorrowSmart™ down payment/closing cost assistance amount of \$1,250 based on Area Median Income and other eligibility criteria. Very low-income borrowers receive \$2,500 based on Area Median Income and other eligibility criteria.

Guild Mortgage is not affiliated with The Home Depot. The Home Depot is not a sponsor of this promotion. The Home Depot is a registered trademark of the Home Depot Product Authority, LLC. All rights reserved.







# Conventional DPA

**Buy with no money down, we offer a program with down payment assistance for first-time and repeat homebuyers with no minimum cash investment!**

## Program details

- 4% interest-only second mortgage that can be used for down payment and closing costs.
- Primary purchase only
- Credit scores as low as 660
- 97% LTV Conventional loan, including FNMA HomeReady® and FHLMC Home Possible®\*
- Homebuyer education required
- Conforming and high balance loan limits apply
- Income limits apply
- Available in eligible areas only\*\*

\*Conventional: 140% AMI, HomeReady®/Home Possible®: 80% AMI

\*\*Eligible states include: AK, AL, AR, AZ, CO, CT, GA, HI, ID, IL, KS, KY, MA, ME, MI, MN, MO, MS, MT, NC, ND, NH, NM, OK, OR, PA, SD, TN, UT, VA, WY & WI. Some county restrictions apply.

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# Zero Down

**The Zero Down program gives borrowers with no down payment the ability to buy a home and start building equity now**

## Program details

- Primary residence purchase transactions only\*
- Credit scores as low as 600
- No minimum borrower contribution required\*\*
- 96.5% FHA first mortgage paired with a 3.5% or 5% down payment assistance (DPA) repayable second or 3.5% down payment assistance (DPA) forgivable second\*\*\*
- Fixed-rate loan with temporary buydown options

\*FHA standard loan limits apply. \*\*Second lien can be 3.5% or 5% of the purchase price. The 3.5% or 5% DPA can be used for down payment and closing costs. \*\*\*The program pairs a second mortgage for the down payment and/or closing costs with a standard FHA insured first mortgage. Our Zero Down program is not affiliated with HUD.

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# Arrive Home™

**Eliminates the need to wait to save for a down payment**

## Program details

- Primary purchase transactions only
- 96.5% FHA first mortgage paired with a 3.5% or 5% down payment assistance (DPA) repayable second mortgage
- Fixed-rate loan with temporary buydown options available
- Up to 160% AMI
- Credit scores as low as 620
- First-time and repeat homebuyers are eligible
- No minimum borrower contribution required

\*The ArriveHome™ program is not affiliated with HUD.

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A small icon of a house with a chimney, located at the bottom right of the Maddock Mortgage Team logo.





# HomeReady First

**First-time homebuyers living in select census tracts can receive \$5,000 from Fannie Mae and an additional \$1,500 from Guild Mortgage to help make the dream of homeownership possible**

## Program details

- No AMI limits apply
- Minimum 3% down payment does not need to be the borrower's own funds
- Conventional loan with temporary buydown options
- Single family residences including condos, PUDs and manufactured homes are eligible
- Up to a \$500 credit at closing towards appraisal costs
- Free homebuyer education available

Payment subject to maximum allowable lender credit and minimum contribution requirements. Some loans require a minimum cash investment by the borrower, which may limit the amount of any lender credit or payment by Guild under the offer.

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# Payment Advantage

**Borrowers can save more at the start of their loan, on us!**

**Program details:**

- Borrowers lock in a Conventional mortgage, and we'll pay 1% of their rate for the first year with a lender-paid buydown
- Borrowers get a predictable payment increase after the first year
- Qualifying borrowers may be able to refinance at a later date with our Payment Protection program\*

\*For full terms and conditions, visit [www.guildmortgage.com/homebuyer-protection](http://www.guildmortgage.com/homebuyer-protection).

**Conventional financing options:**

- Primary purchase transactions
- As little as 3% down
- Credit scores as low as 620
- First-time homebuyers and repeat buyers are eligible

The Payment Advantage program is a promotional primary purchase offer on a Conventional 1-year lender-paid temporary buydown on locks from 11/10/2022 to 12/31/2024. The promotional offer will temporarily reduce the rate by 1% for the first year of the conventional mortgage on conforming and high balance loan limits. The lender-paid credit will fund the buydown escrow account, and the funds will be dispersed out of the buydown escrow account during the first 12 months of the loan.







# Payment Advantage Plus

**Borrowers can save even more at the start of their loan – using a seller credit and on us!**

## Program details:

- Borrowers lock in a Conventional mortgage
- The seller pays 2% of the interest rate for the first year with a seller-paid buydown, and we'll pay 1% of their rate for the second year with a lender-paid buydown
- Borrowers get a predictable payment increase after the second year
- Qualifying borrowers may be able to refinance at a later date with our Payment Protection program\*

\*For full terms and conditions, visit [www.guildmortgage.com/homebuyer-protection](http://www.guildmortgage.com/homebuyer-protection).

## Conventional financing options:

- Primary purchase transactions
- As little as 3% down
- Credit scores as low as 620
- First-time homebuyers and repeat buyers are eligible

Payment Advantage Plus program is a promotional offer from 11/10/2022 to 12/31/2024. Seller participation is required to provide a seller incentive to temporarily reduce the rate by 2% for the first year and the lender promotional offer will temporarily reduce the rate by 1% for the second year of the conventional mortgage on conforming and high balance loan limits. The seller and lender-paid credit will fund the buydown escrow account, and the funds will be dispersed out of the buydown escrow account during the first 24 months of the loan.

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# 1% Down Payment Advantage

**Lender assistance towards down payment and first year mortgage payment.**

**Program details:**

- Borrower provides a 1% down payment, and we'll contribute the other 2% as non-repayable assistance.\*\*
- We'll also pay 1% of their interest rate for the first year with our Payment Advantage lender-paid temporary buydown.
- Qualifying borrowers may be able to refinance at a later date with our Payment Protection program.\*

\*For full terms and conditions, visit [www.guildmortgage.com/homebuyer-protection](http://www.guildmortgage.com/homebuyer-protection).

**Conventional financing options:**

- Primary purchase transactions
- Credit scores as low as 620
- First-time homebuyers and repeat buyers are eligible

\*\*Guild Mortgage to cover 2% of the required minimum down payment amount in the form of a non-repayable grant with a maximum grant amount of \$5,000. Changes to loan parameters, including but not limited to loan amount, owner-occupancy status, loan to value and other factors may render the borrower ineligible for the program. Eligibility is subject to the program guidelines. The grant may only be used for the borrower's cash investment in accordance with the program guidelines. Not available with any other discounts or promotions. Offer cannot be retroactively applied to previously closed loans or loans that have a locked rate. \*\*\*The Payment Advantage program is a promotional primary purchase offer on a Conventional 1-year lender-paid temporary buydown on locks from 11/10/2022 to 12/31/2024. The promotional offer will temporarily reduce the rate by one percent for the first year of the Conventional mortgage on conforming and high balance loan limits. The lender-paid credit will fund the buydown escrow account, and the funds will be dispersed out of the buydown escrow account during the first 12 months of the loan.





# Why Guild?

## Exceptional service

You'll get a fast, upfront pre-approval from an attentive lender committed to closing your loan on time.

## Deep expertise

You'll work with an experienced partner who offers a wide array of loans and programs to fit your individual situation.

## Local support

You can meet with a loan officer face-to-face and you'll get with fast, local processing, underwriting and funding.

## Long-term relationships

Whether or not we service your loan after it closes, we want to be your lender for life.



# Questions?



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