



## South Coast Workforce Homebuyer Program

### **AFFORDABLE HOUSING DOWN PAYMENT LOANS**

15-year Interest-Only Loans up to \$100,000

The South Coast Workforce Homebuyer Program is available to qualified first-time homebuyers purchasing resale restricted homes located in South Santa Barbara County (Gaviota Coast to Carpinteria and also the communities of Buellton, Solvang and Santa Ynez)

#### **Maximum Loan**

- 16.5% of the home purchase price, up to \$100,000

#### **Borrower Qualifications**

- First-time homebuyer –cannot have owned a home in the past three years (some exceptions apply)
- Combined household income cannot exceed 80%, 120%, 160% or 200% of Area Median (please check Santa Barbara City or County income limits).
- Works in Santa Barbara County; U.S. citizen or permanent resident alien

#### **Eligible Homes**

- Located within South Santa Barbara County
- Housing Type: For an affordable controlled unit Single-family, condos and townhomes.
- Physical Condition: Ready for occupancy with no building or health and safety code violations

#### **Program Requirements**

- Completion of a Homebuyer Education course
- Pre-approval of a First Mortgage Loan
- Satisfactory employment and income stability
- Income certification by a Community Partner

#### **Points & Fees**

- .25% Loan Origination fee
- Community Partners charge fees for homebuyer education and income certification
- The First Mortgage lender may charge fees

#### **Security**

- Second mortgage (valid second property lien)

#### **Loan Repayment**

- Due in 15 years or upon resale, refinance, failure to occupy the home or default
- Homeowners may prepay all or a portion of the down payment loan at any time

#### **Interest Payments**

- Interest only; no principal payments required
- Currently 5.25% fixed rate, simple annual interest, due monthly, based on the principal balance.
- At loan repayment the principal amount is due plus any unpaid interest.

**CONTACT A COMMUNITY LENDING PARTNER FOR DETAILED PROGRAM GUIDELINES AND A BORROWER'S APPLICATION**

**(SEE LIST OF COMMUNITY PARTNERS ON REVERSE)**



## Homebuyer Assistance Program Down Payment Loans

### Steps to Obtain Your Loan

**STEP 1: Homebuyer Education.** Complete an approved Homebuyer Education Course.

**STEP 2: First Mortgage Loan Pre-Approval.** Obtain pre-approval of a First Mortgage Loan from an approved HTF Community lending partner.

**STEP 3: Income Certification.** Have your Income certified by an approved HTF Community Partner to verify you are an eligible household.

**STEP 4: Locate Your Home.** Work with your Realtor or Broker to locate your home and execute a sales contract to purchase the home, contingent on your loan.

**STEP 5: Down Payment Loan Application.** Submit your down payment loan application and supporting document to the participating First Mortgage Lender.

**STEP 6: Down Payment Loan Commitment.** HTF will make a decision on your application within 10-12 working days of receiving a complete application. If qualified, you will be issued a Loan Commitment.

**STEP 7: Escrow and Loan Closing:** Loan documents will be prepared for your signature. The Housing Trust Fund and First Mortgage Lender will coordinate with the Title Company to close and fund your home purchase.

**Homebuyer Discounts** (*Only for CHP members*)  
Coastal Housing Partnership  
Corby Gage (805) 969-1025

## Community Partners

### Homebuyer Education & Income Certification

Housing Authority of the City of Santa Barbara  
Veronica Loza (805) 897-1032 or 965-1071  
(Income certification only)

Peoples' Self-Help Housing (Homebuyer Education Only)

John Clendening (805) 540-2446

Ventura County Community Development Corp.  
Ana Chavez (805) 273-7807

### First Mortgage Lenders

#### Bank of the West

Elizabeth Winterhalter (805) 979-9737

#### Cornerstone Home Lending, Inc.

Kelly Marsh (805) 563-1100

Mark Johnson (805) 563-1100

#### Draper & Kramer Mortgage Corp.

Todd Hull (805) 351-2834

Ruben Lopez (805) 351-2833

#### Finance of America

Matt Genovese (805) 979-9505

Susan Bonanno (805) 979-9598

#### Guild Mortgage Co.

(805) 361-0355

#### Rabobank, N.A.

Ed Soto (805) 879-5223

Sean Donner (805) 879-9304

#### Synergy One Lending

Bryan Peck (805) 290-5715

Scott Bradley (805) 403-4012

#### Wintrust Mortgage

Liz Heitmann (805) 856-9746

### Title Companies

Chicago Title Company

Anna Wines (805) 963-8661

First American Title Company

Kris Randolph, (805)569-6129

### For more information, please contact:

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Housing Trust Fund of Santa Barbara County

P. O. Box 60909, Santa Barbara, CA 93160-0909

<https://www.sbhousingtrust.org/programs/workforce-homebuyer-program>

