

Process for APT – AFR Delegated Corr DPA Product

Z-APT D FHA 30 DPA AFR)

Steps for the Referring Loan Officer - APT LO Mentor and Support Staff

*Note AFR Treats their DPA as a “Gift”. See this link for URLA setup details:
[c39de5_d46224f88ee0456eadf80767a68528de.pdf \(myfsbretail.com\)](https://myfsbretail.com/c39de5_d46224f88ee0456eadf80767a68528de.pdf)

*Note, sometimes these loans may come to APT after they were originally disclosed as a regular FHA. In these cases, that original loan must be denied, and a new loan must be started.

REFERRING LO / APT CORR MENTOR:

- 1) The APT Correspondent Mentor for this product is Josh Heinrich.
- 2) Make sure if this is a “restart” loan that the original loan lock was cancelled with FSB.
- 3) Should set-up the loan like a regular FHA loan with a Grant / Gift.
[c39de5_d46224f88ee0456eadf80767a68528de.pdf \(myfsbretail.com\)](https://myfsbretail.com/c39de5_d46224f88ee0456eadf80767a68528de.pdf)
- 4) LE Should be set-up like a normal loan in the LO’s area.
- 5) *There is significant Discount to offer this DPA. Please see the APT Rate Sheet for the exact amount. If there is not a 6% seller concession the program is NOT viable. Please make sure to charge for the appropriate discount on each loan before disclosing.
- 6) In addition to normal fee setup make sure the \$1000 commitment fee is disclosed on all APT Correspondent DPA deals, unless an exception has been granted by lender credit from JH on the URLA prior to disclosure. This fee will be used to “replace” any regular underwriting or processing charges (please remove I/A).
- 7) Note, that after all other closing costs and discount, even with seller concession the borrower will still have to probably come to closing with at least 2% to pay towards closing costs in most cases.

- 8) Please make sure that the LE has a cost for the required “Education/Counseling” fees on this loan program. Framework should be used for this product, see link: [Federal Home Loan Bank of Chicago \(frameworkhomeownership.org\)](https://www.frameworkhomeownership.org)

From: Nicholas DiMilia <Nicholas.DiMilia@afwrwholesale.com>
Sent: Monday, March 25, 2024 3:24 PM
To: Josh Heinrich <jheinrich@fsbfamily.com>
Subject: RE: Quick Question on your DPA Product with an FHA loan

Yes, that will work.

From: Josh Heinrich <jheinrich@fsbfamily.com>
Sent: Monday, March 25, 2024 4:16 PM
To: Nicholas DiMilia <Nicholas.DiMilia@afwrwholesale.com>
Cc: Josh Heinrich <jheinrich@fsbfamily.com>
Subject: Re: Quick Question on your DPA Product with an FHA loan

CAUTION: External Sender

Ok, great. So if the just do Framework, then that is the only one required? If so, that is awesome and I believe will have this one locked with you tomorrow as we are going to delegate this product and we have one ready to go. Please advise, and thanks Nick!

Josh Heinrich / NMLS ID: 334476
Retail and TPO Operations Manager
Flanagan State Bank / NMLS ID: 408461
Phone: 630-399-2827
Email: jheinrich@FSBFamily.com

- 9) Please remember “Out of Area” loan policy on possible “Transfer Taxes”.
- 10) Review to make sure that the services have been ran on all loan products (Credit, DV, Flood, DU).
- 11) Review loan for approvability vs. any AFR Overlays from their site.
- 12) Once the loan is reviewed for approvability, the following three disclosures will be required prior to initial disclosure preparation and submission that are required on the program. Please see the APT Web-Site for these disclosures. Please upload to Image Flow.
- A) 1- FSB-AFR DPA Disclosure
 - B) 2- FSB-AFR DPA-Program-Disclosure-C
 - C) 3- FSB-AFR Down-Payment-Assistance-Grant-Letter-c (Link Below)
[c39de5_85cf946a03f946b19989a28efa3295d0.pdf \(myfsbretail.com\)](https://www.myfsbretail.com/c39de5_85cf946a03f946b19989a28efa3295d0.pdf)