

SMARTBUY 101

How to Originate, Process, and Review SmartBuy Loans



877-456-2656



mortgage@ihda.org

All items subject to change.

Visit ihdamortgage.org for current information.

This is a high-level overview and should not be used on its own to determine program guidelines and IHDA Overlays.

How does SmartBuy work?



SMARTBUY

- ▶ SmartBuy aims to increase access to homeownership by removing the burden of student loans for homebuyers.
- It comes with a flat \$5,000 2nd mortgage deferred that can be used for down payment assistance or closing costs.
- It will also pay up to but not exceeding \$40,000 toward the payoff of student loans!



Can any
lender
participate?

Yes, but...

- a) Lender must be an approved IHDA Mortgage participating lender, and
- b) someone who holds a leadership role (CEO, CFO, SVP), or someone authorized by leadership must indicate they want to participate via




<https://www.ihdamortgage.org/sbrequest>



A separate list of lenders and resources will be available on www.ihdamortgage.org/smartbuy



SMARTBUY

1 st Mortgage Term	30-Year fixed rate
ONLY Allowed Loan Types	 Fannie Mae [®]  Freddie Mac 
DPA Assistance	\$5,000* flat deferred
Student Loan Assistance	Up to, but not exceeding, \$40,000
2 nd Mortgage Term	Due upon the sooner of the maturity date or repayment of the 1 st mortgage
Student Loan Assistance Terms	Promissory Note and Deed Restriction; no repayment required after 36 months

**The DPA cannot be used to pay off debt of any kind.*



SMARTBUY Terms

Borrower Requirements

- Meet all IHDA requirements
- Must have at least \$1,000 in student loans from qualified source
- Debt must be from an eligible educational institution, in borrower(s) name and for borrower(s) education
- First-time or non-first time homebuyer
- Must be current on their student loans (forbearance is ok)

IHDA Compliance

- Borrower's income must not exceed the applicable county limits
- Purchase Price cannot exceed the applicable county limits

Financing Requirements

- Fannie Mae, Freddie Mac, and FHA Loan Types Only!
- ALL student loans must be paid off at closing by the \$40,000 assistance or in combination with borrower funds



SMARTBUY

Initial Eligibility Review

Before we get started...

Three BIG things to pay attention to on SmartBuy...

1)

If the **assistance** (up to but not exceeding \$40k) does not cover the student debt, the borrower must cover the difference. (Gift funds are ok)

2)

If you use any of the assistance to pay a borrower or co-borrower's student loans, then **ALL** their student loans must be paid off. Either with the assistance, their own funds, or a combo of both.

3)

You can leave either borrower's student loans unpaid and still use their income to qualify.



Initial Eligibility Review

Is my borrower eligible?

▶ Student Loan Review

- ▶ Request a current student loan statement for every student loan the borrower has (do this for all borrowers using the assistance).
- ▶ Review all the student loans reported on the credit report to ensure you have accounted for ALL student debt.
- ▶ Once you have this information, you will use it to complete the SmartBuy Submission Cover.
(we'll cover this on the next slide)





Initial Eligibility Review

Is my borrower eligible?

- ▶ Using the Submission Cover
- ▶ The SmartBuy submission cover will:
 - ▶ Total all the student loan debt and autofill the required documents
 - ▶ Calculate the assistance amount needed
 - ▶ Calculate the funds the borrower will need to bring if the assistance amount does not cover the full balance

IHDA MORTGAGE RE-CLOSE SUBMISSION COVER **SMARTBUY** USING THIS COVER, COMPLETE THE ITEMS BEHIND THIS SUBMITTER WILL FILL OUT DUPLICATIVE FIELDS AND AUTO CALCULATE THE ASSISTANCE AMOUNTS. LENDERS MUST SUBMIT ALL ITEMS REQUIRED PRIOR TO CLOSING (INCLUDING IHEA CHECKLIST) TO RECEIVE FINAL DOCUMENTS FOR CLOSING. THIS SECTION MUST BE COMPLETED IN ADOBE READER TO FUNCTION CORRECTLY.

CLOSING DATE: _____ LOAN NO.: _____
 LOAN TYPE: _____

BORROWER DATA

Borrower Full Name	Vesting	Email	Phone	LENDER DATA	
Co-borrower Full Name	Vesting	Email	Phone		
Co-borrower Full Name	Vesting	Email	Phone		
Co-borrower Full Name	Vesting	Email	Phone		
				Lender Email (file point of contact, final closing docs will be sent here)	
				Lender Contact Name	NMLS ID
				Lender Name	NMLS ID

PROPERTY DATA

Street Address _____ City _____ ZIP _____ County _____ Appraised Value _____
 IN _____ New Construction?..YES NO Targeted Area?..YES NO Number Of Units? _____

HOUSEHOLD AND INCOME DATA

1. Borrower Marital Status _____

2. Non Borrowing Spouse (Full Name) _____

HH Occ. 1 – Full Name	Age	Relationship	Primary Borrower	HH Occ. 4 – Full Name	Age	Relationship
HH Occ. 2 – Full Name	Age	Relationship		HH Occ. 5 – Full name	Age	Relationship
HH Occ. 3 – Full Name	Age	Relationship		HH Occ. 6 – Full name	Age	Relationship

STUDENT LOANS INSTRUCTIONS: List every student loan for all borrowers whether or not it is being paid in connection with program funds. One borrower (at minimum) must have their loans paid in full by the \$4000 SmartBuy assistance or in combination with non-IHDA borrower funds/credits. If the assistance does not cover the full balance, the borrower must pay the difference or opt out of utilizing any of the SmartBuy assistance toward their student loans. If any borrower's debt is not being paid by the SmartBuy assistance (partially or in full), enter the payoff amount as \$0. Lenders must include a valid payoff for each debt using SmartBuy Assistance and list them as paid on the final closing disclosure.

Borrower OR CoBorrower	Name of Lender/Creditor	Account Number	Monthly Payment	Mo's Left	Unpaid Balance	Payoff Amt	Payoff Exp. Date
<input type="checkbox"/> B <input type="checkbox"/> CB <input type="checkbox"/> CB2							
<input type="checkbox"/> B <input type="checkbox"/> CB <input type="checkbox"/> CB2							
<input type="checkbox"/> B <input type="checkbox"/> CB <input type="checkbox"/> CB2							
<input type="checkbox"/> B <input type="checkbox"/> CB <input type="checkbox"/> CB2							
<input type="checkbox"/> B <input type="checkbox"/> CB <input type="checkbox"/> CB2							
<input type="checkbox"/> B <input type="checkbox"/> CB <input type="checkbox"/> CB2							
<input type="checkbox"/> B <input type="checkbox"/> CB <input type="checkbox"/> CB2							
<input type="checkbox"/> B <input type="checkbox"/> CB <input type="checkbox"/> CB2							
<input type="checkbox"/> B <input type="checkbox"/> CB <input type="checkbox"/> CB2							
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<input type="checkbox"/> B <input type="checkbox"/> CB <input type="checkbox"/> CB2							
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<input type="checkbox"/> B <input type="checkbox"/> CB <input type="checkbox"/> CB2							
<input type="checkbox"/> B <input type="checkbox"/> CB <input type="checkbox"/> CB2							
<input type="checkbox"/> B <input type="checkbox"/> CB <input type="checkbox"/> CB2							
<input type="checkbox"/> B <input type="checkbox"/> CB <input type="checkbox"/> CB2							

DETAILS OF TRANSACTION Tick calculate to re-total when updating amounts!

1. Total Educational Liabilities (see page 1-20, click calculate to total)	<input type="checkbox"/> Calculate
2. Borrower Funds Applied to Education Loans	
3. IHDA \$5k SmartBuy Down Payment Assistance (Optional: Borrower may opt out of the DPAA)	
4. SmartBuy Education Assistance (See SmartBuy Calculator)	
5. FINAL BALANCE (negative - show to close)	

REQUIRED PRE-CLOSE ITEMS - CHECKLIST

<input type="checkbox"/> 1. Completed SmartBuy Pre-Close Submission Cover
<input type="checkbox"/> 2. Completed/signed Student Loan Attestation (auto filled by submission cover)
<input type="checkbox"/> 3. Payoff statements for all student loans (within 30 days of closing)
<input type="checkbox"/> 4. Copies of most recent student loan monthly statements
<input type="checkbox"/> 5. Credit report
<input type="checkbox"/> 6. Copy of 1003 (with most current assets and liabilities listed)
<input type="checkbox"/> 7. Evidence of Underwriter Approval
<input type="checkbox"/> 8. AUS results

SMARTBUY CALCULATOR Help!

Total Educational Debt.....
 SmartBuy Assistance (up to \$40k).....
 Borrower Funds Applied.....



URLA Entry



ALL LOAN TYPES

- ▶ Section 2c –
 - ▶ All Borrower(s) and/or CoBorrower(s) student loans should be listed
 - ▶ Student loans being paid off should be marked as being “paid at closing”
 - ▶ If only paying off 1 of the Borrower(s) loans – only those loans should be marked as being “paid at closing”

Reminder: All student loans for at least 1 of the Borrower(s) must all be paid in full at closing

- ▶ Section 4b –
 - ▶ Add IHDA DPA 2nd as subordinate lien with \$5,000 loan amount, as applicable
 - ▶ Will be left blank if the Borrower opts out of the IHDA 2nd

- ▶ Section 4d –
 - ▶ Add IHDA SmartBuy Assistance as grant for student loan payoff amount up to \$40,000



How to Enter in DU



Fannie Mae®



FANNIE MAE ONLY



BEFORE
YOU RUN DU

- ▶ SmartBuy assistance will not be included in the CLTV
- ▶ IHDA DPA of \$5,000
 - ▶ Entered as subordinate financing
- ▶ HFA Preferred included in special feature codes
- ▶ SmartBuy assistance added as a grant
- ▶ Mark existing student loan as: 'paid at closing'



How to Enter in LPA

FREDDIE MAC ONLY



**BEFORE
YOU RUN LPA**

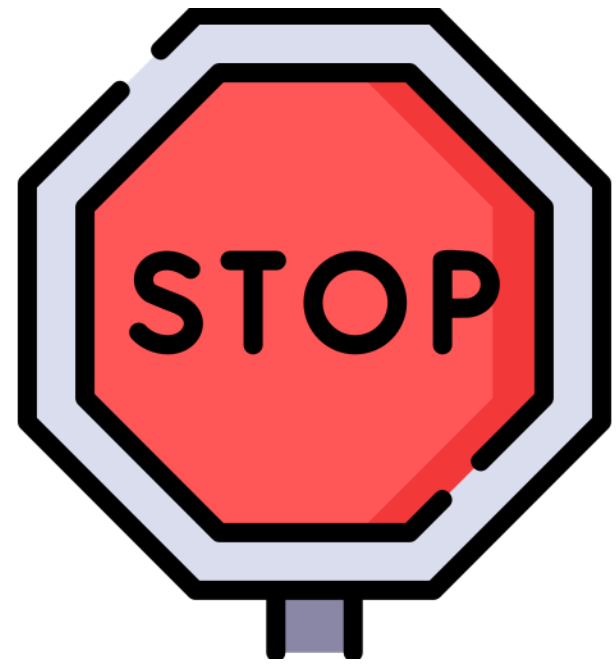
- ▶ SmartBuy assistance will not be included in the CLTV
- ▶ IHDA DPA of \$5,000
 - ▶ Entered as subordinate financing
 - ▶ Shown in the affordable second section
- ▶ HFA Advantage is in the program identifiers
- ▶ SmartBuy assistance added as a grant
- ▶ Mark existing student loan as: 'paid at closing'



How to Enter DU/LPA (FHA TOTAL Scorecard)



FHA ONLY



BEFORE
YOU RUN

- ▶ Entry into both DU & LPA are the same for FHA loans
- ▶ SmartBuy assistance will not be included in the CLTV
- ▶ IHDA DPA of \$5,000
 - ▶ Entered as subordinate financing
- ▶ SmartBuy assistance added as a grant
- ▶ Mark existing student loan as: 'paid at closing'





Initial Eligibility Review

Is my borrower eligible?

Using the Submission Cover (cont.)

- ▶ Complete this section using the credit report and student loan statements
 - ▶ If a loan isn't going to be paid off with assistance it must be listed but the payoff amount must be listed as \$0.

- ▶ Complete this section with the details of transaction

- ▶ Hit the **Calculate** button on the top, and it will total these amounts for you:

- #3: Total Education Liabilities
- #7. Total SmartBuy Education assistance
- #8. Final Balance (cash needed to close)

Reminder: If you update ANY amount, hit calculate again to be sure your totals updated!

- ▶ The SmartBuy Calculator Section:

- Is automatically calculated based on what you put in
- Shows you if the assistance provided covers the total student loans and if not, how much they will need to bring to closing.

STUDENT LOANS INSTRUCTIONS: List every student loan for all borrowers whether or not it is being paid in connection with program funds. One borrower (or minimum) must have their loans paid in full by the \$40,000 SmartBuy assistance or in combination with non-IHDA borrower funds/credits. If the assistance does not cover the full balance, the borrower must pay the difference or opt out of utilizing any of the SmartBuy assistance toward their student loans. If any borrower's debt is not being paid by the SmartBuy assistance (partially or in full), enter the payoff amount as \$0. Lenders must include a valid payoff for each debt using SmartBuy Assistance and list them as paid on the final closing disclosure.

Borrower OR Coborrower	Name of Lender/Creditor	Account Number	Monthly Payment	Mos Left	Unpaid Balance	Payoff Amt	Payoff Exp. Date
1. <input type="checkbox"/> B <input type="checkbox"/> CB <input type="checkbox"/> CB2							
2. <input type="checkbox"/> B <input type="checkbox"/> CB <input type="checkbox"/> CB2							
3. <input type="checkbox"/> B <input type="checkbox"/> CB <input type="checkbox"/> CB2							
4. <input type="checkbox"/> B <input type="checkbox"/> CB <input type="checkbox"/> CB2							
5. <input type="checkbox"/> B <input type="checkbox"/> CB <input type="checkbox"/> CB2							
6. <input type="checkbox"/> B <input type="checkbox"/> CB <input type="checkbox"/> CB2							
7. <input type="checkbox"/> B <input type="checkbox"/> CB <input type="checkbox"/> CB2							
8. <input type="checkbox"/> B <input type="checkbox"/> CB <input type="checkbox"/> CB2							
9. <input type="checkbox"/> B <input type="checkbox"/> CB <input type="checkbox"/> CB2							
10. <input type="checkbox"/> B <input type="checkbox"/> CB <input type="checkbox"/> CB2							
11. <input type="checkbox"/> B <input type="checkbox"/> CB <input type="checkbox"/> CB2							
12. <input type="checkbox"/> B <input type="checkbox"/> CB <input type="checkbox"/> CB2							
13. <input type="checkbox"/> B <input type="checkbox"/> CB <input type="checkbox"/> CB2							
14. <input type="checkbox"/> B <input type="checkbox"/> CB <input type="checkbox"/> CB2							

DETAILS OF TRANSACTION **Calculate**

Click calculate to re-total when updating amounts!

1. Total Educational Liabilities (section 1-20, click calculate to total)	\$ 48,000.00
2. Borrower Funds Applied to Education Loans	\$ 8,000.00
3. IHDA \$5k SmartBuy Down Payment Assistance (Optional: Borrower may opt out of the DPA)	\$ 5,000.00
4. SmartBuy Education Assistance (See SmartBuy Calculator)	\$40,000.00
5. FINAL BALANCE (negative = short to close)	\$ 5,000.00

REMINDER: Borrowers can leave the table with \$250 plus anything above and beyond the borrower's minimum investment of 1% or \$1,000, whichever is greater (all other funds should be used for principal reduction).

SMARTBUY CALCULATOR **Help!**

Total Educational Debt.....	\$48,000.00
SmartBuy Assistance (up to \$40k).....	\$40,000.00
Borrower Funds Applied.....	\$8,000.00
Click calculate to verify totals! Balance (must be \$0 to be compliant)	\$ 0.00





SMARTBUY

**FILE MUST BE SUBMITTED TO IHDA
PRIOR TO CLOSING!!!**

Prep for Pre-Close Review



Pre-Close Review Prep

Preparing to submit for pre-close IHDA Review

- ▶ Now that you've verified the borrower's eligibility you can submit for Pre-Close Review once you have:
 - ▶ Lender Underwriting Approval
 - ▶ Obtain current payoffs for all student loans
 - ▶ All items on the Pre-Close SmartBuy Checklist



Pre-Close Review Prep (cont.)

Student Loan Attestation

About this Doc:

- Auto Completed by Submission Cover
- Lists every student loan obligation belonging to the borrower(s)
- Should mirror the amounts found on the payoffs
- Signed by all borrowers
- Notarized (not required with e-signature)

What is collected on this document:

- The payoff amount of each loan
- Payoff Expiry Date
- Account Number
- Current balance
- Monthly Payment
- Months left on loan
- Creditor Name
- Who the debt belongs to

Illinois Housing Development Authority
SmartBuy Program
STUDENT LOAN ATTESTATION

Borrower name..... Street Address.....
Co-Borrower Name..... City.....
Co-Borrower Name..... ZIP Code.....

INSTRUCTIONS:
List all student loans belonging to the Borrower(s) to be paid off with the Illinois Housing Development Authority ("IHDA") Mortgage SmartBuy Program ("Program") funds or in combination with borrower's own funds. The sum of all student loan obligations belonging to the Borrower must be paid off at closing of the Program loan, using the Program funds or the borrower's own funds. Co-borrowers may elect to leave their student loan obligations outstanding. However, a partial payoff of student loans, belonging to Borrower or Co-Borrower, using the Program funds is not allowed unless the remaining balance of the student loan obligation is to be paid off with the borrower's own funds at closing of the Program loan.

All items must be reviewed, investigated, and evaluated by the lender to whom you submitted your mortgage loan application (the "Lender") and its respective agents. This Student Loan Attestation must be signed by all borrowing parties.

1. STUDENT LOAN ATTESTATION
This Student Loan Attestation shall be considered part of the application for the loan, and is incorporated therein. If any statement made by you in this attestation is false, the mortgage loan made to you will not be eligible for the single family mortgage purchase program of IHDA, and in such event the outstanding principal balance of the mortgage loan may be declared immediately due and payable.

It may be a federal offense punishable by a maximum of a \$5,000 fine, two years imprisonment, or both, to knowingly make a false statement in this attestation (Title 18 United States Code, Section 1014). Read this attestation carefully to be sure the information in it is true and complete before signing this form. All questions must be answered completely. If any question is not applicable, answer "N/A." The information provided in this attestation is subject to verification by IHDA, the Lender, and their respective agents.

2. STUDENT LOAN OBLIGATIONS
The undersigned, hereinafter collectively referred to as "the Borrower," affirms as follows:
In connection with my application to the IHDA Mortgage SmartBuy Program, I declare the following student loan obligations exist or are expected to exist at the time of closing. I acknowledge knowingly withholding information of undisclosed student loan obligations may constitute mortgage fraud. If this Student Loan Attestation is executed more than 90 days prior to the Closing Date of the purchase of the property, I agree to update and recertify the accuracy of the information in this Attestation within 90 days prior to such Closing Date. I hereby certify that, to the best of my knowledge, the following accounts reflect the totality of all student loans I/we are obligated to:

SB-059.1

1)	Account Number	Creditor Name	Borrower <input type="checkbox"/> Coborrower <input type="checkbox"/> Coborrower 2 <input type="checkbox"/>	Debtor
	Unpaid Balance	Monthly Payment	Months Left	Payoff Amt Payoff Exp. Date
2)	Account Number	Creditor Name	Borrower <input type="checkbox"/> Coborrower <input type="checkbox"/> Coborrower 2 <input type="checkbox"/>	Debtor
	Unpaid Balance	Monthly Payment	Months Left	Payoff Amt Payoff Exp. Date
3)	Account Number	Creditor Name	Borrower <input type="checkbox"/> Coborrower <input type="checkbox"/> Coborrower 2 <input type="checkbox"/>	Debtor
	Unpaid Balance	Monthly Payment	Months Left	Payoff Amt Payoff Exp. Date
4)	Account Number	Creditor Name	Borrower <input type="checkbox"/> Coborrower <input type="checkbox"/> Coborrower 2 <input type="checkbox"/>	Debtor
	Unpaid Balance	Monthly Payment	Months Left	Payoff Amt Payoff Exp. Date
5)	Account Number	Creditor Name	Borrower <input type="checkbox"/> Coborrower <input type="checkbox"/> Coborrower 2 <input type="checkbox"/>	Debtor
	Unpaid Balance	Monthly Payment	Months Left	Payoff Amt Payoff Exp. Date
6)	Account Number	Creditor Name	Borrower <input type="checkbox"/> Coborrower <input type="checkbox"/> Coborrower 2 <input type="checkbox"/>	Debtor
	Unpaid Balance	Monthly Payment	Months Left	Payoff Amt Payoff Exp. Date
7)	Account Number	Creditor Name	Borrower <input type="checkbox"/> Coborrower <input type="checkbox"/> Coborrower 2 <input type="checkbox"/>	Debtor
	Unpaid Balance	Monthly Payment	Months Left	Payoff Amt Payoff Exp. Date

3. PAYOFF OF STUDENT LOANS PROVISION
I/We, understand and meet the following specific requirements under the Program. We hereby attest and affirm that:

- This student loan attestation represents all student loan obligations belonging to Borrower and any Co-Borrowers.
- In connection with the Program, all of Borrower's student loans and Co-Borrower's student loans if utilizing Program funds to pay off his/her student loans, must be paid off at the time of closing via:
 - The Program funds, or
 - Borrower's own funds, or
 - A combination of Borrower's funds, Co-Borrower's funds, and the Program funds.
- Any student loans belonging to the Borrower or Co-Borrower(s) left unpaid after closing and after utilizing Program funds to constitute a partial payoff of student loans shall render the loan non-compliant and ineligible for delivery to IHDA.

BORROWER SIGNATURES

Borrower Signature _____ Date _____ Co-Borrower Signature _____ Date _____
Print Borrower Name _____ Print Co-Borrower Name _____
Co-Borrower Signature _____ Date _____
Print Co-Borrower Name _____

**NOTARY MUST EXECUTE FOLLOWING
- ACKNOWLEDGEMENT -**

STATE OF _____
COUNTY OF _____

I, _____, a Notary Public in and for the said county and State, do hereby certify that _____ personally known to me as the same person(s) whose name(s) is/are subscribed to the foregoing instrument, appeared before me this day in person, and acknowledged that they signed and delivered the said instrument as their free and voluntary act, for the uses and purposes therein set forth.

Given under my hand and official seal this _____ day of _____, _____.

Notary Seal _____ My Commission Expires (Seal) _____ Notary Public Signature _____

SB-059.1

IHDA SMARTBUY PRE-CLOSE SUBMISSION COVER

INSTRUCTIONS: Complete all items below. This document will fill out duplicate fields and auto calculate the assistance amounts. Lenders must submit all items required prior to close (using IHDA checklist to receive final documents for closing. This section must be completed in Adobe Reader to function correctly.

CLOSING DATE: _____ LOAN NO: _____
 LOAN TYPE: _____

BORROWER DATA

Borrower Full Name	Vesting	Email	Phone	Lender Email (fill point of contact, final closing doc will be sent here)
Co-borrower Full Name	Vesting	Email	Phone	
Co-borrower Full Name	Vesting	Email	Phone	Lender Contact Name NMLS ID
Co-borrower Full Name	Vesting	Email	Phone	Lender Name NMLS ID

PROPERTY DATA

Street Address _____ City _____ ZIP _____ County _____ Appraised Value _____
 PIN _____ New Construction? ..YES NO Targeted Area? ..YES NO Number Of Units? _____

HOUSEHOLD AND INCOME DATA

1. Borrower Marital Status _____
 2. Non Borrowing Spouse (Full Name) _____

HH Occ. 1 - Full Name _____ Age _____ Primary Borrower Relationship _____
 HH Occ. 4 - Full Name _____ Age _____ Relationship _____

HH Occ. 2 - Full Name _____ Age _____ Relationship _____
 HH Occ. 5 - Full name _____ Age _____ Relationship _____

HH Occ. 3 - Full Name _____ Age _____ Relationship _____
 HH Occ. 6 - Full name _____ Age _____ Relationship _____

STUDENT LOANS

INSTRUCTIONS: List every student loan for all borrowers whether or not it is being paid or in arrears on the property. Each borrower (or borrower) must have their name paid in full by the SMARTBUY assistance or in combination with other HUD borrower funds within 30 days of closing. If any borrower does not pay the full balance, the borrower must pay the difference or get out of closing any of the SmartBuy assistance toward their student loans. If any borrower does not pay the full balance, the borrower must pay the difference or get out of closing any of the SmartBuy assistance toward their student loans. If any borrower does not pay the full balance, the borrower must pay the difference or get out of closing any of the SmartBuy assistance toward their student loans. If any borrower does not pay the full balance, the borrower must pay the difference or get out of closing any of the SmartBuy assistance toward their student loans.

Borrower OR Co-borrower	Name of Lender/Outlet	Account Number	Monthly Payment	Amount Left	Original Balance	Payoff Amt	Payoff Exp. Date
1	<input type="checkbox"/> H <input type="checkbox"/> C <input type="checkbox"/> B <input type="checkbox"/> 2						
2	<input type="checkbox"/> H <input type="checkbox"/> C <input type="checkbox"/> B <input type="checkbox"/> 2						
3	<input type="checkbox"/> H <input type="checkbox"/> C <input type="checkbox"/> B <input type="checkbox"/> 2						
4	<input type="checkbox"/> H <input type="checkbox"/> C <input type="checkbox"/> B <input type="checkbox"/> 2						
5	<input type="checkbox"/> H <input type="checkbox"/> C <input type="checkbox"/> B <input type="checkbox"/> 2						
6	<input type="checkbox"/> H <input type="checkbox"/> C <input type="checkbox"/> B <input type="checkbox"/> 2						
7	<input type="checkbox"/> H <input type="checkbox"/> C <input type="checkbox"/> B <input type="checkbox"/> 2						
8	<input type="checkbox"/> H <input type="checkbox"/> C <input type="checkbox"/> B <input type="checkbox"/> 2						
9	<input type="checkbox"/> H <input type="checkbox"/> C <input type="checkbox"/> B <input type="checkbox"/> 2						
10	<input type="checkbox"/> H <input type="checkbox"/> C <input type="checkbox"/> B <input type="checkbox"/> 2						
11	<input type="checkbox"/> H <input type="checkbox"/> C <input type="checkbox"/> B <input type="checkbox"/> 2						
12	<input type="checkbox"/> H <input type="checkbox"/> C <input type="checkbox"/> B <input type="checkbox"/> 2						
13	<input type="checkbox"/> H <input type="checkbox"/> C <input type="checkbox"/> B <input type="checkbox"/> 2						
14	<input type="checkbox"/> H <input type="checkbox"/> C <input type="checkbox"/> B <input type="checkbox"/> 2						
15	<input type="checkbox"/> H <input type="checkbox"/> C <input type="checkbox"/> B <input type="checkbox"/> 2						
16	<input type="checkbox"/> H <input type="checkbox"/> C <input type="checkbox"/> B <input type="checkbox"/> 2						
17	<input type="checkbox"/> H <input type="checkbox"/> C <input type="checkbox"/> B <input type="checkbox"/> 2						
18	<input type="checkbox"/> H <input type="checkbox"/> C <input type="checkbox"/> B <input type="checkbox"/> 2						
19	<input type="checkbox"/> H <input type="checkbox"/> C <input type="checkbox"/> B <input type="checkbox"/> 2						
20	<input type="checkbox"/> H <input type="checkbox"/> C <input type="checkbox"/> B <input type="checkbox"/> 2						

DETAILS OF TRANSACTION

1. Total Educational Liabilities (within 30 days of closing) _____
 2. Borrower Funds Applied to Education Loans _____
 3. IHDA \$5k SmartBuy Down Payment Assistance (if applicable) _____
 4. SmartBuy Education Assistance (for SmartBuy Subsidies) _____
 5. FINAL BALANCE (negative - shows in blue) _____

REQUIRED PRE-CLOSE ITEMS - CHECKLIST

<input type="checkbox"/>	1. Completed SmartBuy Pre-Close Submission Cover
<input type="checkbox"/>	2. Completed signed Student Loan Attestation (auto filled by submission cover)
<input type="checkbox"/>	3. Payoff statements for all student loans (within 30 days of closing)
<input type="checkbox"/>	4. Copies of most recent student loan monthly statements
<input type="checkbox"/>	5. Credit report
<input type="checkbox"/>	6. Copy of 1003 (with most current assets and liabilities listed)
<input type="checkbox"/>	7. Evidence of Underwriter Approval
<input type="checkbox"/>	8. AUS results

Pre-Close Checklist

- Included on the pre-close submission cover
- File contact Name & Email:
 - Make sure you include the correct file contact on the submission cover
 - This is where IHDA will send your approval and prepared closing docs
- The IHDA pre-close review can take up to five (5) business days





SMARTBUY

Submit for Pre-Close Review

(TPO Connect)

Navigate to the Documents Page

After the loan is Locked as SmartBuy, Navigate to the Documents Page

The screenshot displays a loan management interface. At the top, user information for Sergio Herrera is shown, along with loan details: Lender Case # IL3031712, Loan # 3192294, Total Loan Am. \$140,000.00, VA Loan Sum. 790, Loan Type Conventional, Loan Purpose Purchase, Interest Rate 4.750%, and Loan To Value 84.89% / 87.88%. The 'DOCUMENTS' menu item in the left sidebar is highlighted in blue, with a red arrow pointing to it. The main content area shows a table of document categories for Sergio Herrera, including IHDA DOCUMENTS, INVESTOR DOCUMENTS, PPE REPORT, and SMARTBUY PRE-CLOSE REVIEW DOCUMENTS. Each category has a 'Comments' icon, a 'Drag & Drop files here or' prompt, and a 'Browse for files' button. A sidebar on the left contains navigation options: LOAN SUMMARY, 1003, PRODUCT PRICING & LOCK, DOCUMENTS (highlighted), PURCHASE CONDITIONS, PURCHASE ADVICE, LOAN ACTIONS, Import Additional Data, Submit for Review, and Withdraw Loan.

SmartBuy Pre-Close Review Documents

The Document Upload Placeholder for 'SmartBuy Pre-Close Review Documents' Appears

When lenders are ready to send the pre-close package to IHDA, upload to the corresponding 'SmartBuy Pre-Close Review Documents' placeholder in the documents tab.

Then exit the loan (via clicking Pipeline at top of page).

The screenshot shows a web application interface for document management. On the left is a dark sidebar with navigation options: PRODUCT PRICING & LOCK, DOCUMENTS (highlighted in blue), PURCHASE CONDITIONS, PURCHASE ADVICE, LOAN ACTIONS, Import Additional Data, Submit for Review, and Withdraw Loan. The main content area is titled 'All Borrowers' and shows a list of document categories for 'Sergio Herrera'. The categories are: [UNASSIGNED], IHDA DOCUMENTS, INVESTOR DOCUMENTS, PPE REPORT, and SMARTBUY PRE-CLOSE REVIEW DOCUMENTS. Each category has a 'Comments' icon, a 'Drag & Drop files here or' prompt, and a 'Browse for files' button. A red arrow points to the 'SMARTBUY PRE-CLOSE REVIEW DOCUMENTS' category. Below the list, a file upload progress bar is shown for 'SmartBuy Herrera - ...' (209.68 KB), which is 100% completed. At the bottom, there is a 'Close and Refresh' button and a file preview for 'SmartBuy Herrera - Pre Close Documents.pdf' (0 KB, 11/30/2020 4:02 PM, mcevoy, mike).

SmartBuy Pre-Close Review Documents

SmartBuy Pre-Close documents must be uploaded via SmartBuy Pre-Close Review Documents – if not you will receive this “Error Message”

DO NOT SELECT “SUBMIT FOR REVIEW” - you will receive this “Error Message”



Warning

You are unable to perform this action because of the following reasons:

Please upload only to the 'SmartBuy Pre-close Review Documents' or any applicable Conditions within Documents and Purchase Conditions Pages. Make sure to exit the loan after uploading to the Pipeline to get the initial SmartBuy review underway. You do not need to Submit for Review at this time. Email Mortgage@ihda.org with any questions.

Document Investor Documents attachment is missing

Document IHDA Documents attachment is missing

Suspended with Conditions

If Suspended with Conditions:

Automated Email sent to File Contact with location of SmartBuy Conditions within TPO Connect

- If conditions are needed to be fulfilled, the Compliance Officer will upload condition requests as usual in TPO Connect to Purchase Conditions Page
- An automated email will be sent out to the File Contact alerting them to check the loan as conditions have been applied to the file
- The Lender will then fix the loan deficiencies, Upload the corrected documents to TPO Connect as usual
- IHDA will be notified overnight of the uploaded conditions
- SmartBuy Condition reviews have up to a 5-business day turn time
- The process will repeat as necessary



The following loan has had the SmartBuy Pre-Close Review **Suspended with Conditions**. Please log into the TPO Connect portal to see what necessary deficiencies need correction Prior to Approval, located on the Purchase Conditions page.

Doe, John
3192344
SmartBuy FNMA

Instructions: Once in TPO Connect, pull up the specific loan number, navigate to the Purchase Conditions page, and Upload the Condition PDFs to the appropriate Upload Placeholder.

Please Note: If you have any questions about the loan conditions, please reach out to the IHDA Compliance Officer sending this approval email (Do Not Respond to this Automated Email). If you do not have the Compliance Officer's email address, please reach out to Mortgage@ihda.org and reference the corresponding Compliance Officer and loan number. Reviews and corrections may take as long as up to 10 business days.

Please email Mortgage@ihda.org with any questions or concerns.
Thank you



Approved file

If File Approved:

Automated Email sent to File Contact with location of SmartBuy Approval Docs within TPO Connect



The following loan has had the SmartBuy Pre-Close Review **Approved**. Please log into the TPO Connect portal to download the Promissory Note, Guaranty Letter, and Deed Restriction located on the Documents page.

Doe, John
3192344
SmartBuy FNMA

Instructions: Once in TPO Connect, pull up the specific loan number, navigate to the Documents page, select the "SmartBuy Documents" dropdown arrow, and download the attached PDF by selecting the download arrow to the right.

Please Note: If any of the loan level details change prior to close and the values within the SmartBuy documents need to be adjusted, please reach out to the IHDA Compliance Officer sending this approval email (Do Not Respond to this Automated Email). If you do not have the Compliance Officer's email address, please reach out to Mortgage@ihda.org and reference the corresponding Compliance Officer and loan number. Reviews and corrections may take as long as up to 10 business days.

Please email Mortgage@ihda.org with any questions or concerns.
Thank you

IHDA is Notified of the Upload



- ▶ The first time anything is uploaded to “SmartBuy Pre-Close Review Documents” in TPO Connect, IHDA will be notified overnight
- ▶ **DO NOT SELECT “SUBMIT FOR REVIEW”**, as that will move the file into post close IHDA review status
- ▶ The loans will be added to the Compliance review Queue
- ▶ SmartBuy Reviews have a 5-business day initial review window
- ▶ During review the Compliance Officer will either Suspend with Conditions or Approve *the Pre-Close Documents*



IHDA Review



Readying your documents for IHDA

- ▶ **Pre-Close IHDA Decision**
 - ▶ **SmartBuy TPO Connect Process**
 - ▶ located in Partner Center under Training Archive
- ▶ After you've successfully submitted your loan to TPO Connect, IHDA will provide status in TPO:
 - ▶ Please check TPO for file status



The IHDA pre-close review can take up to five (5) business days. Please give yourself enough time before close. If there are any conditions/corrections, the 5-day clock starts over.



IHDA Review



Important Information



If ANY student loan payoff amounts change, you will need to contact the IHDA compliance officer or mortgage@ihda.org requesting updated closing documents. This will include the Promissory Note, the Deed Restriction, and the Guaranty Letter.

The IHDA pre-close review can take up to five (5) business days.

If there are any conditions/corrections, the 5-day clock starts over.





SMARTBUY

Doc Prep for Closing

IHDA Review



Readying your documents for IHDA

▶ Documents Unique to SmartBuy

- ▶ IHDA will status as approved and issue you prepared closing docs via TPO Connect:
 1. Promissory Note
 2. Deed Restriction
 3. Guaranty Letter

▶ Let's cover some of the unique docs...



Closing Doc

Promissory Note



About This Document:

- Is prepared and sent to the lender AFTER pre-close approval
- Must be signed at closing
- Amount will always be the amount of the assistance for student loan debt relief
- NOT recorded

PROMISSORY NOTE

THIS PROMISSORY NOTE ("this 'Note'") is made as of this _____ day of _____, 20____ by _____

(the "Maker") to the order of the ILLINOIS HOUSING DEVELOPMENT AUTHORITY, a body politic and corporate established pursuant to the Illinois Housing Development Act, 20 ILCS 3805/1 et seq., as amended from time to time (the "Act"), and the rules promulgated under the Act, as amended and supplemented (the "Rules"), having its principal office at 111 E. Wacker Drive Suite 1000 Chicago, Illinois 60601 (the "Payee").

1. FORGIVABLE ASSISTANCE.

The Maker has requested, and the Payee has agreed to provide forgivable assistance to the Maker pursuant to the requirements of the Illinois SmartBuy Program in an amount not to exceed _____ No/100 Dollars (\$_____,00) (the "Forgivable Assistance") for that certain residential real property owned by the Maker which is commonly known as _____, Illinois _____

(Street Address) (City, State) (ZIP)
(the "Property").

2. COVENANT TO PAY THE FORGIVABLE ASSISTANCE

For value received, the Maker promises to pay to the order of the Payee the Forgivable Assistance, or so much thereof as may be advanced hereafter to Maker at such times and in such amounts as Payee shall determine in accordance with the terms of this Note, bearing no interest except in the Event of Default (as defined herein); provided, however, the Forgivable Assistance, shall be reduced by one-thirty-sixth (1/36th) for each month from the date of this Note. All payments under this Note are to be paid as provided in this Note, or such other place as the holder of this Note may from time to time designate. The Forgivable Assistance shall be subject to repayment and recapture for a term of three (3) years from the date of this Note (the "Term"). Absent the occurrence of an Event of Default (as defined herein), which has not been cured or waived by Payee, or an event that but for the passage of time or giving of notice would be an Event of Default:

- (i) no payments of principal shall be due and payable by Maker to Payee, and
- (ii) at the expiration of the Term, Payee shall forgive the entire principal balance of the Forgivable Assistance and cancel this Note.

3. SMARTBUY DOCUMENTS

The Forgivable Assistance is also evidenced, and governed by, among other things:

- (a) that certain Deed Restriction (SmartBuy Program) executed by Maker (the "Deed Restriction"); and

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- (b) all other documents that evidence, or govern the Forgivable Assistance including, but not limited to the required supporting documentation submitted therewith (collectively, the "Ancillary Documents").

This Note, the Deed Restriction, the Student Loan Attestation, and the Ancillary Documents are collectively referred to herein as the "SmartBuy Documents". Terms not otherwise defined herein shall have the meaning ascribed thereto in the other SmartBuy Documents.

4. MONTHLY PAYMENTS

No payments of principal and interest shall be due unless there is an Event of Default (as defined herein) which is not cured during any applicable notice and cure period. Upon the occurrence of an Event of Default (as defined herein), Maker shall pay the entire outstanding balance of the Forgivable Assistance and Default Interest (as defined herein), to the Payee.

Payments to be made under this Note or under any of the other SmartBuy Documents are to be made at such place as the legal holder of this Note may from time to time in writing appoint, and, in the absence of such appointment, then at the following address:

Illinois Housing Development Authority
21412 Network Place
Chicago, Illinois 60673-1412

5. EVENT OF DEFAULT

A breach by the Maker of any of its representations, certifications, warranties or covenants contained in any of the SmartBuy Documents or in the performance of any of its obligations under the SmartBuy Documents shall constitute an "Event of Default" under this Note. Upon the occurrence of an Event of Default and until such Event of Default is cured, interest shall accrue on the Forgivable Assistance at the rate of five percent (5%) per annum (the "Default Interest").

6. REMEDIES

The Payee shall have the right to exercise any one or more of the following remedies upon an Event of Default:

- (a) terminate the SmartBuy Documents;
- (b) declare the then outstanding balance of the Forgivable Assistance, together with any Default Interest, immediately due and payable at the place of payment;
- (c) the Payee may proceed to exercise any rights and remedies available to the Payee under the SmartBuy Documents; or
- (d) exercise any other rights and remedies that may be available at law, in equity or otherwise.

The Payee's remedies are cumulative, and the exercise of one remedy shall not be deemed an election of remedies, nor foreclose the exercise of any other remedy by the Payee. No waiver of any breach of this Note by the Payee shall be deemed to be a waiver of any other breach or a subsequent breach. If the Payee fails

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to exercise, or delays in exercising, any right under this Note, such failure or delay shall not be deemed a waiver of such right or any other right. If suit is brought to collect the sums due under this Note, the Payee shall be entitled to collect all reasonable costs and expenses of suit, including, but not limited to, reasonable attorneys' fees.

7. PREPAYMENT

Maker may prepay the Forgivable Balance outstanding in whole or in part at any time without penalty.

8. JOINT AND SEVERAL LIABILITY.

Presentment, notice of dishonor, and protest, are waived by all makers, sureties, guarantors and endorser of this Note. If more than one party is executing this Note as Maker, then all such parties executing this Note agree to be jointly and severally bound by it.

9. NOTICES

Any notice, demand, request or other communication which any party may desire or may be required to give to any other party under this Note shall be given in writing, at the addresses set forth below, by any of the following means:

- (a) personal service;
- (b) overnight courier, or
- (c) registered or certified United States mail, postage prepaid, return receipt requested.

If to Maker: _____

At the address of the Property: _____, Illinois _____

If to Payee: Illinois Housing Development Authority
111 E. Wacker Drive STE 1000
Chicago, Illinois 60601
Attention: Legal Department

Maker's addresses may be changed by notice to Payee given in the same manner as provided in this Note, and the Payee's address may be changed by notice to Maker via email at the email address provided in the Maker's Ancillary Documents. Any notice, demand, request or other communication sent pursuant to subsection

- (a) shall be served and effective upon such personal service. Any notice, demand, request or other communication sent pursuant to subsection
- (b) shall be served and effective upon one (1) business day after deposit with the overnight courier. Any notice, demand, request or other communication sent pursuant to subsection
- (c) shall be served and effective three (3) business days after deposit with the United States Postal Service.

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10. GOVERNING LAW

Maker agrees that this instrument and the rights and obligations of the parties under this Note shall be governed by the laws of the State of Illinois, without reference to its conflict of law principles.

- ACKNOWLEDGEMENT -

IN WITNESS WHEREOF, Maker has executed and delivered this Note as of the day and year first written above.

MAKER

Printed Name

Date

MAKER

Printed Name

Date

MAKER

Printed Name

Date

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What is a Deed Restriction?

How to explain to your borrowers

▶ A deed restriction

- ▶ restriction placed on a piece of land or property and recorded with the county,
- ▶ limits what the owner of the property can do.

▶ SmartBuy deed restriction

- ▶ relevant if the borrower chooses to sell before the end 3-year forgiveness period of the Student Loan Assistance.

▶ Borrowers who choose to sell before the 3 years

- ▶ required to find a buyer that meets the IHDA income limits and purchase price limits in effect the year they purchase the home. (They would not be required to use an IHDA program.)



Closing Doc

Deed Restriction

Requirements:

- Is prepared and sent to the lender AFTER pre-close approval
- Contains the PIN, address, legal description, and closing date
- MUST BE RECORDED and sent to IHDA after recordation
- Signed at closing by all borrowers, like other IHDA closing docs, it cannot be e-signed



THIS INSTRUMENT WAS PREPARED BY:

AFTER RECORDING RETURN TO:
 Illinois Housing Development Authority
 111 E. Wacker Dr., Suite 1000
 Chicago, Illinois 60601
 Attn: Homeownership Department

PIN: _____

_____, Illinois

SmartBuy Program IHDA Loan Number: _____

**THIS DOCUMENT MUST BE RECORDED
 DEED RESTRICTION**

THIS DEED RESTRICTION, made and entered into as of this _____ day of _____, 20____
 (the "Effective Date"), by _____

(the "Owner"). The Owner is the owner of the property commonly described as _____,
 _____, Illinois _____ and more particularly described as:

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(the "Property").

The Owner does hereby impress all of the Property with the following deed restrictions (the "Restrictions"):

OWNER MAY NOT SELL, TRANSFER OR ASSIGN HIS/HER/THEIR INTEREST IN THE PROPERTY, OR ANY PART THEREOF, UNLESS AND EXCEPT (A) SUCH SALE, TRANSFER OR ASSIGNMENT MEETS THE INCOME AND PURCHASE PRICE LIMITS OF THE ILLINOIS HOUSING DEVELOPMENT AUTHORITY IN EFFECT AT THE TIME OF THE PROPOSED SALE, TRANSFER OR ASSIGNMENT (BUT ONLY TO THE EXTENT NECESSARY TO ENSURE THE PROPERTY IS MAINTAINED AND PRESERVED FOR LOW-TO-MODERATE-INCOME HOUSING) AND (B) THE ILLINOIS HOUSING DEVELOPMENT AUTHORITY PROVIDES WRITTEN CONSENT TO ANY SUCH SALE, TRANSFER, OR ASSIGNMENT PROVIDED, HOWEVER, SUCH CONSENT WILL NOT BE ENFORCED IF ITS EXERCISE IS PROHIBITED BY FEDERAL LAW AS OF THE EFFECTIVE DATE.

The Restrictions shall continue in full force in effect from the Effective Date for a period of three (3) years, unless sooner terminated by the Illinois Housing Development Authority, a body politic and corporate (the "Authority"), at its sole discretion, whichever shall occur first. Upon expiration of the three (3) year term, this document shall automatically terminate, and no additional release shall be required to effectuate such termination. Notwithstanding anything to the contrary contained herein, the Restrictions shall automatically terminate if title to the Property is transferred pursuant to foreclosure or a deed-in-lieu of foreclosure, or if the mortgage is assigned to the Secretary of the U.S. Department of Housing and Urban Development.

The Owner agrees that these Restrictions inure to the benefit of the Authority. The Owner hereby grants the Authority the right to enforce this document by any lawful means, including, but not limited to, applying to any court for specific performance or for an injunction against any violations of this document. If the Authority prevails in a legal proceeding to enforce this document, the Owner agrees that the Authority shall be entitled to recover damages, attorney's fees and court costs. The right of the Authority to enforce this document shall not be waived, expressly or otherwise.

The provisions of this document are hereby declared covenants running with the land and, except as otherwise provided herein, are binding on all successors, heirs, and assigns of the Owner who acquire any right, title, or interest in or to the Property, or any part thereof. Except as otherwise provided herein, any person who acquires any right, title, or interest in or to the Property, or any part thereof, thereby agrees and covenants to abide by and fully perform the provisions of this document.

IN WITNESS WHEREOF, the undersigned have caused this Deed Restriction to be executed as of the Effective Date.

OWNER:

Printed Name: _____ Printed Name: _____

Printed Name: _____

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STATE OF _____)
 COUNTY OF _____)

I, the undersigned, a Notary Public in and for the County and State aforesaid, certify that _____

_____ personally known to me to be the same person whose name is subscribed to the foregoing instrument, appeared before me this day in person and acknowledged that he/she signed and delivered the said instrument as his/her free and voluntary act and deed, for the uses and purposes therein set forth.

Given under my hand and official seal this _____ day of _____, 20____.

 Notary Public

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Closing Doc

Letter Of Guaranty

- Is prepared and sent to the lender **AFTER** pre-close approval
- Guarantees reimbursement to the lender for the educational assistance (up to, but not exceeding \$40k)
- This amount should mirror the total of student loans on the Submission Cover
- Valid **ONLY** if reviewed and e-signed by IHDA



Illinois Housing Development Authority LETTER OF GUARANTY

Date	Borrower Name
IHDA Loan No.	Coborrower Name
Subject Property Street Address	Coborrower Name
Subject Property Zip	IHDA Lender Name
Subject Property State	Assistance Amount

The Illinois Housing Development Authority (the "Authority") is a body politic and corporate of the State of Illinois, created by and existing pursuant to the Illinois Housing Development Act, 20 ILCS 3805/1 et seq., (the "Act"). The Authority administers the SmartBuy Program pursuant to the Act and the administrative rules.

This letter provides guaranty of reimbursement in the Assistance Amount to the aforementioned participating IHDA lender for the specified loan number. The reimbursement amount shall not exceed \$40,000. The Authority will review all loan documentation for compliance with the Act and certify eligibility of specified borrower under the SmartBuy Program prior to closing. Reimbursement will occur after loan closing, at the time of loan purchase by the Authority via its agent U.S. Bank HFA division, or subsequent agent as may apply. In the event the first mortgage should become unsalable to IHDA via its agent, Lender will receive reimbursement for the Assistance Amount. Lender agrees to make every attempt to achieve loan salability.

A Promissory Note and Deed Restriction are attached and must be executed by borrower at time of closing and subsequently included in the assistance documentation provided to the Authority. The Deed Restriction is to be recorded with the appropriate recorder's office immediately after recording of the deed and the original Promissory Note is to be sent to the Authority via its agent at the time of purchase.

Any questions regarding this letter should be addressed to the Authority's Homeownership Department by telephone at 877.456.2656 or by email to Mortgage@ihda.org.

Important Note: This Letter of Guaranty supersedes and replaces in its entirety any previously executed Letter of Guaranty with respect to the same IHDA Loan Number.

Sincerely,

Lender Signature Date

A handwritten signature in blue ink, appearing to read "Tara Pavlik".

REVIEWED BY (for IHDA use only)

Tara Pavlik
Managing Director
Homeownership Programs

SB-019



SMARTBUY

Post-Close Review



SMARTBUY Process Recap

1

Borrower applies for SmartBuy with a SmartBuy Lender

2

Lender checks eligibility against IHDA Mortgage income limits and SmartBuy submission cover

3

Lender uploads pre-close loan package documents for pre-close review approval

4

IHDA reviews and issues pre-close approval

6

IHDA reviews package and issues approved for purchase

5

Lender closes loan and uploads post-close loan package

Final Steps



Readying your documents for Closing

- ▶ Once your loan is closed, IHDA will issue an approval or conditions
- ▶ Just like other IHDA programs, there are two final post close reviews:
 - ▶ The IHDA review
 - ▶ The U.S. Bank review (follow the normal steps to upload to USB portal)
- ▶ Upon approval by both U.S. Bank and IHDA, lenders will be reimbursed for the DPA and student loan assistance



We need your help!

Let's get the word out!



Tell friends and family!

People are 90% more likely to utilize a product or program if it's endorsed by a friend or family member.



Share on your social channels!

SmartBuy will have a dedicated link for interested homebuyers, and we'll be sending along information to everyone that participated in this webinar soon!



Go old-school with flyers!

We will have flyers available to anyone that is interested in promoting these programs soon. Also, if you need something different that is co-branded, let us know! We'll work with you!



Tell us how we're doing!

We love feedback. If you have comments, suggestions, or criticism, we're all ears!



How to offer SmartBuy

1. Talk to someone at your company who holds a leadership role, or someone authorized by leadership (CEO, CFO, SVP)
2. They must indicate participation via <https://www.ihdamortgage.org/sbrequest>

A separate list of lenders and resources will be available on www.ihdamortgage.org/smartbuy



SMARTBUY



Q & A

Get your questions ready!

1. Please keep your mic muted!
2. Put your questions in the chat and we'll answer them in order.

You can also email Mortgage@ihda.org with any questions we didn't cover!



Account Managers



David Gillon



DGillon@ihda.org
(773) 636-4329

Racheal Falzone



RFalzone@ihda.org
(312) 914-5023

John Maksim



JMaksim@ihda.org
(312) 802-1894

Rosie Verdin



RVerdin@ihda.org
(312) 438-3538

Fabiola Candlish



FCandlish@ihda.org
(773) 859-0331



877-456-2656



mortgage@ihda.org



Thank You!

We Appreciate Your Partnership!

IHDA Mortgage



877-456-2656



mortgage@ihda.org



IHDA
MORTGAGE