

DOWNPAYMENT ASSISTANCE PROGRAMS



PROFESSIONAL PROFILE



Mike Nichols
Exp Realty



Born and raised in the Sacramento area, Mike has a deep knowledge of our unique areas and the best neighborhoods, ensuring him as your trusted resource for home selling, buying, and investing needs. In his market center, Mike has been in the top 5 realtors with properties sold and overall sales volume. He has received the prestigious 2015 and 2016 Masters Club Award and is a leader in our area with marketing and technology. Mike Nichols utilizes innovative marketing strategies no one else in our area is using. By staying ahead of the game with unique systems and technologies, combined with his determined work ethic, he will ensure a quality experience that delivers results for each client.

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Bre No. 01951587



FEATURED PROGRAMS



- ▶ National, State, County, and City programs are available.
- ▶ Credit programs for low credit scores.
- ▶ Millions of dollars of assistance available.

Contact our lenders for direct assistance and get on the path to home ownership!





CAL-EEM GRANT PROGRAM



**Make your mortgage and your home energy efficient.
Energy costs are going up. We can help you bring them down again.**

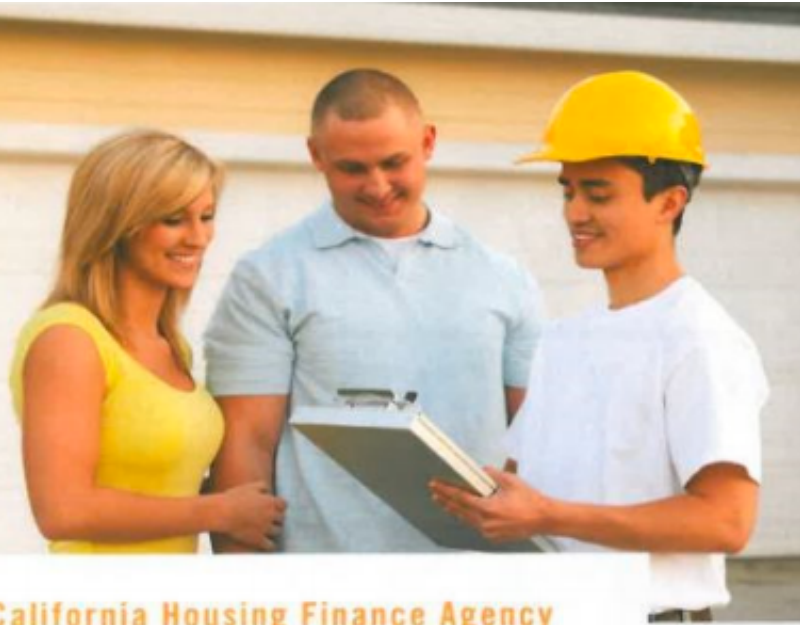
Additional Benefits:

Cal-EEM + Grant may be combined with:

- MyHome Assistance Program — Deferred payment junior loan for down payment and/or closing costs.
- Mortgage Credit Certificate Program (MCC) — federal income tax credit that may lower your taxes and increase disposable income.
- Extra Credit Teacher Program (ECTP) — up to \$15,000 in a deferred payment loan for teachers and staff serving California's public schools.

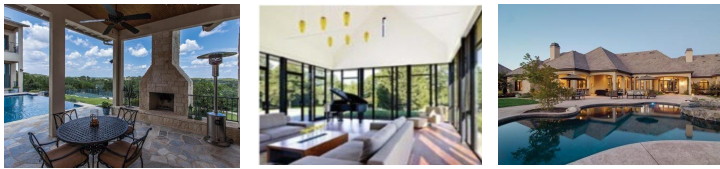
EEM + GRANT FEATURES:

- FHA Energy-Efficient Mortgage, including a 5% grant to make energy-efficient improvements to your home.
- Additional 4% CalHFA grant to maximize your energy savings.



California Housing Finance Agency





CALPLUS WITH ZIP



Affordable:

CalPlus comes with built-in down payment that can:

- Reduce your out-of-pocket due at closing or
- Reduce your monthly payment by covering your mortgage insurance with a one-time-payment.

Dependable:

Our fixed rates mean you'll know your payments for the life of the loan.

Possible:

Our lending heroes are qualified loan officers who specialize in our programs with the answers first-time homebuyers need.

Are you a homebuyer looking for a fixed rate mortgage with down payment assistance combined into one perfect package? CalPLUS and ZIP are for you.

CalPLUS Features:

- A 97% LTV Conventional or 96.5% LTV FHA first mortgage loan.
- 30-year term, fixed interest Rate
- Also available to non-first time homebuyers.

ZIP Down Payment Assistance:

- Zero interest junior loan.
- Deferred payment.

First-time homebuyers can also add these CalPLUS with ZIP:

- MyHome Assistance Program — deferred payment junior loan for down payment and/or closing costs.
- Extra Credit Teacher Program (ECTP) — up to \$15,000 in a deferred payment loan for teachers and staff serving California's public schools.
- Mortgage Credit Certificate Program (MCCP) — federal income tax credit that may lower your taxes and increase disposable income.





MORTGAGE CERTIFICATE PROGRAM



To help you lower taxes and increase your disposable annual income, here's a federal tax credit program for you.

MCC Features:

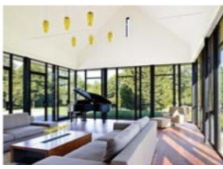
- Convert up to 20% of your mortgage interest into dollar-for-dollar tax credit.
- The unused portion of credit can be rolled forward for up to three years.
- Can be used every year for the life of the first mortgage.
- Any non-CalHFA first mortgage.

Additional Benefits:

MCC can be combined with:

- CalPLUS — First mortgage loans with exclusive, zero interest down payment assistance.
- MyHome Assistance Program — Deferred payment junior loan for down payment and/or closing costs.





MyHome ASSISTANCE PROGRAM



Are you a first-time homebuyer
needing a little
help with your down payment
or closing costs?
We have a program just for
you, to meet those
needs.

MyHome Features:

- Down payment or closing cost assistance.
- Deferred payment junior loan.
- Low interest rate

Additional Benefits:

MyHome can be combined with:

- All CalHFA first mortgages including CalPLUS with ZIP
- Mortgage Credit Certificate Program (MCCP) — federal income tax credit that may lower your taxes and increase your disposable income.





EXTRA CREDIT TEACHER PROGRAM



Are you a teacher or staff member serving in one of California's public schools? CalHFA would like to say "thank you" with the Extra Credit Teacher Program.

ECTP Features:

- Rewards teachers and staff who serve in California's public schools.
- Downpayment assistance
 - \$7,500 for non-high cost areas
 - \$15,000 for high cost areas
- Deferred payments.

Addition Benefits

ECTP can be combined with:

- CalPLUS — First mortgage loans with exclusive, zero interest down payment assistance.





CITY OF WEST SAC FIRST TIME HOMEBUYER



The City of West Sacramento is pleased to announce their First Time Homebuyer Program!

Program Benefits:

- Receive up to \$50,000 or 35% of purchase price, whichever is less.
- No monthly payments required for up to 30 years or until sale/rent out.

Program Requirements:

- Household income is under Yolo County's median (see table).
- Must not have owned a home in the last 3 years.
- Consistent payment history and stable income.
- Minimum down payment of 3% of the sale's price.
- Applicants must take an in person Homebuyers Education course at Neighborworks® Sacramento.
- Sale's price cannot Exceed \$332,000.
- Home must meet minimum housing quality standards and must be located within the limits of the City of West Sacramento.

Household Size	1	2	3	4	5	6	7	8
Annual Income	\$41,550	\$47,450	\$53,400	\$59,300	\$64,050	\$68,800	\$73,550	\$78,300



CITY OF WEST SAC FIRST TIME HOMEBUYER



The City of West Sacramento is pleased to announce their First Time Homebuyer Program!

Overcrowding:

The following are the standards that will be used to determine overcrowding:

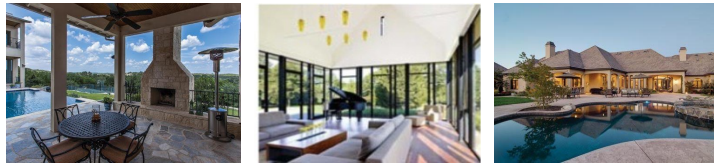
Dwelling Size	Maximum # of persons in the household
1 BR	2
2 BR	4
3 BR	6
4 BR	8
5 BR	10
6 BR	12

- Opposite sex children under 6 years of age will be allotted one bedroom.
- Opposite sex children 6 years of age and older will be allotted separate bedrooms.
- Children shall be permitted a separate bedroom from their parents.
- Same sex children of any age will be allotted one bedroom.

Application Steps:

1. Attend in person 8 hour homebuyer education class with NeighborWorks® Sacramento
2. Submit pre-application
3. Review with NeighborWorks® Sacramento
4. Receive Reservation Letter
5. Get qualified for a first mortgage and get into contract for a qualified home.





City of Roseville Homebuyer Assistance Program



Thank you for your interest in the City of Roseville's Down Payment Assistance Program. The Program is designed to promote home ownership for low income, first time home buyers. Down Payment Assistance is in the form of a deferred loan (second mortgage), not due and payable until sale or transfer of property or 30 years, whichever occurs first. The amount of assistance will not exceed \$60,000.



Applicant Eligibility:

- Eligible participants must have gross annual incomes at or below 80% of the median income for the Sacramento area adjusted for family size.
- Eligible participants (both applicant and co-applicant) must meet one of the definitions of first time homebuyer.

Applicant Priority:

Eligible participants who have lived or worked in the City of Roseville for a minimum of one year prior to applying for assistance under this program will receive first priority for assistance.

Additional Requirements:

Eligible participants will be required to:

- Provide a minimum of a 1% down payment, the source of which cannot be a loan.
- Prior to being accepted as a program participant, the applicant must complete a total of 8 hours of homebuyers education classes.





City of Roseville Homebuyer Assistance Program



Selection of a Home:

The home selected must be located within the City limits of Roseville. The home must be owner-occupied or a vacant unit. For sale rental property occupied by a current tenant is not eligible for the Down Payment Assistance program, unless the current tenant will also be the home purchaser. In addition, homes located in a flood plain, are not eligible for assistance with this program.

Type and Condition of Home:

Single-family dwellings, condominiums, half-plexes, and manufactured homes are eligible for purchase under the Program. Any dwelling purchased with assistance under this Program must be on a permanent foundation and must be of appropriate size and number of bedrooms for the number of persons in the purchaser's household. The City will inspect the dwelling for compliance with Housing Quality Standards (basic health and safety requirements). Any violation of these standards must be corrected prior to City's final approval of down payment assistance for the unit.





City of Roseville Homebuyer Assistance Program



Purchase Price:

The Current Maximum Purchase Price cannot exceed \$344,000 for existing units and \$385,000 for new construction. The individual participant's maximum purchase price will be calculated based on the maximum first mortgage amount and City assistance (City assistance will be based on purchaser's need and available housing stock for sale). The City's note becomes due and payable when the home owner sells the property, rents the property, any change in title, changes the use from single family residential, or 30 years, whichever occurs first. The note becomes due and payable upon refinance, if the refinance is not approved by the City's Housing Division or the refinance exceeds the homeowner's equity at the time of refinance.





City of Elk Grove Homebuyer Assistance Program



The City of Elk Grove is offering assistance for first-time home buyers to purchase homes in Elk Grove. Low interest, deferred payment loans of up to \$59,650 for down payment and closing costs are available to home buyers meeting certain income and eligibility requirements.

Loan Highlights:

- 30-year, silent second mortgage
- 3.00% interest
- No monthly payments
- Loan amount based on income and need, up to 20% of purchase price or \$59,650 (whichever is less)

Eligible Home Buyers:

- First-time home buyer (no ownership in the previous 3 years)
- Will occupy property as principle residence
- Household annual gross income must be at or below low-income limit.

Eligible Properties:

- Within the City of Elk Grove
- Must be vacant at close of escrow
- Maximum price does not exceed Sacramento County median (\$308,000 as of July 2016)
- Home inspection required.

Maximum Income Limit

Household Size	1	2	3	4	5	6	7	8
Annual Income	\$42,650	\$48,750	\$54,850	\$60,900	\$65,800	\$70,650	\$75,550	\$80,400



GSFA Mortgage Credit Certificate

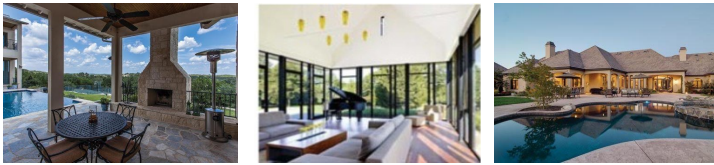


If you are buying your first home, a Mortgage Credit Certificate (MCC) from Golden State Finance Authority could save you thousands of dollars each year. An MCC is a dollar-for-dollar credit against your federal income tax liability.

Apply for an MCC at the same time you buy a home. It can mean thousands of dollars back each year!

- The credit equals 20% of the annual mortgage interest paid. Example: On a \$200,000 mortgage loan with a 4.5% interest rate, the annual interest from January through December would be \$9,000, which means the GSFA MMC Tax Credit Equals \$1,800.
- The remaining 80% of the mortgage interest continues to qualify as a tax deduction.
- The tax credit amount also helps increase a homebuyer's disposable income and, in turn, assist them when qualifying for the initial mortgage loan.
- The tax credit can be taken year after year as long as the person lives in the home and pays mortgage interest.
- Unused credit can be carried forward up to three years.





GSFA Mortgage Credit Certificate



Do you qualify?

To be eligible for an MCC, the homebuyer and their household must meet certain eligibility criteria.

- Be a first time homebuyer. Defined as “someone who has not owned a primary residence in the past three years.” (Waived if a qualified veteran or the home is in a “target area.”)
- Use the home as a primary residence.
- Have a household income at or below the program limits.
- The sales price of the home does not exceed the program limits.
- Apply through a participating lender.

Homebuyer must receive an MCC Commitment from GSFA prior to closing the mortgage loan.





GSFA Platinum® Down Payment Assistance



Get a grant with the purchase or refinance of your primary home.

- Grant can be used towards down payment and/or closing costs.
- Grant is truly a gift and never has to be repaid.
- Program is NOT limited to first-time homebuyers.
- Grant is available on purchase or refinance of a primary residence.
- Variety of mortgage types available.
- Grant up to 5% of the loan amount.

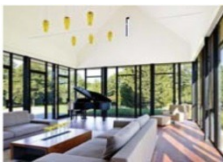
We want to bring you one step closer to owning your own home!

Thousands of people each year dream of becoming homeowners. Let us help that dream become reality.

The GSFA Platinum homebuyer assistance program provides eligible borrowers with a grant, up to 5% of their total loan amount to use toward down payment and closing costs. Many times, assistance will help a homebuyer to purchase a home with little to no money out of pocket and maybe much sooner than was thought possible.

The program is very flexible. Eligible mortgage loans include FHA, VA, USDA, and Conventional mortgages. The income limits are higher than one might expect (low to moderate income.)





Energy Efficient Mortgage Program

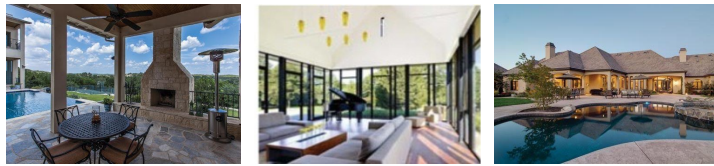


No *additional liens* layered
FHA first loan.
Automatically qualify
buyers with *no added*
cash. On average,
homeowners spend about
\$2,500 a year on home
energy costs. That adds
up to more than \$70,000
over the life of a 30-year
mortgage in many cases,
more than tax and
insurance.

Appraisal Compliance Covered with Simple Documentation*:

- *Documentation during escrow, repairs are made after close to escrow
- *Central Heat and Air: Vandalized - Old and antiquated*
 - *Windows: Broken, ugly, single pane*
 - *Solar: On any home, regardless of age.*
 - *Roof: Cool roof - Replace with reflective materials*
 - *Pool Pump: Saves mega electricity*
 - *Exterior Doors: Missing, broken, not to code*
 - *Other: Hot water heater, attic insulation*





Testimonials



Please also see my other views on Zillow.com and Truila.com

★★★★★ Highly likely to recommend



04/23/2016 - [kayalon](#)

Sold a Single Family home in 2015 for approximately \$325K in Birdcage Heights, Citrus Heights, CA.

- Local knowledge: ★★★★★
- Process expertise: ★★★★★
- Responsiveness: ★★★★★
- Negotiation skills: ★★★★★

Mike is an attentive and aggressive agent, always on time, always keeping me updated on the progress or lack of on the sale of my home and the purchase of another one. Yes i used mike for both, market and sell my house, and act as my agent to purchase another one. it was pretty tough for him balancing all the balls, he had to jump through a few hoops, however he handled them immediately, and everything worked out in the end. I will be using Mike again in about a year and half, once again to sell my home and find me another one to purchase. [Less ^](#)

★★★★★ Highly likely to recommend



05/07/2016 - [Natalie Grand](#)

Bought a home in 2015 in Hidden Valley, Granite Bay, CA 95746.

- Local knowledge: ★★★★★
- Process expertise: ☆☆☆☆☆
- Responsiveness: ★★★★★
- Negotiation skills: ★★★★★

I found Mike off the internet originally, I was interviewing a few other agents at the time. Mike was the quickest, kindest and most logical agent out of the batch. So I gave him a try and our first real estate transaction and it was so smooth and he was very diligent with searches and opening homes, that later I used him to find me two more homes within a year. He was helpful with letting me show homes to prospective tenants or letting contractors in during escrow. A highly recommend! [Less ^](#)

