



Homeownership Happening

A Quarterly Publication of the Washington State Housing Finance Commission



Message from the Homeownership Staff

Welcome to the Homeownership Division's newsletter! We at the Commission are very excited by this new project, and hopefully you are too! You can expect to find how-to information about structuring House Key loans, details about new and existing Commission programs, features on our program partners and top lenders, and information regarding reservation trends and cancellations.

The newsletter will be available online at the Commission's website and we hope it develops into a valuable resource for our lending partners. With that goal in mind, we welcome our lending partners to submit ideas for articles. Please email any suggestions to Matt Vickery at matt.vickery@wshfc.org.

Homeownership Staff Bio



Karen has several years of experience in the banking and mortgage lending industry. She administers the down payment assistance and special programs for the Washington State Housing Finance Commission. Karen trains lenders, realtors and non-profit agencies on the Commission's programs and works with agencies statewide on affordable housing issues. Karen has a Bachelor of Science in Business Administration and recently completed the Leadership Series provided by the Housing Development Consortium. She sits on several non-profit boards, including Habitat for Humanity of Kitsap County and the Kitsap Housing Coalition. Karen is also a Silverdale Sunrise Lion and participates in the Parents Advisory Counsel for South Kitsap High School. As the mother of two daughters that are active in dance, she is also the Secretary for the Allegro Performing Dance Troupe. Karen enjoys her work with Habitat for Humanity, not only sitting on the board of directors but working on the Women Build and being a family partner for Dawn Payton. Habitat for Humanity is a family activity for Karen and her daughters, Erika and Melissa. Melissa started the Habitat club at her high school before leaving for College at UNLV and Erika is using her newly learned American Sign Language skills to help communicate with Habitat for Humanity family partner, Dawn, who is hearing impaired. Karen enjoys home improvement projects, playing golf, and is signed up to do her 3rd Danskin Triathlon this summer.

Express Loan Program

On Wednesday, February 18th the Commission launched the Express Loan Program. The Express Loan Program is a daily priced conventional loan program. The rate is posted to the Commission's web page every morning at 9 a.m., and reservations can be made Monday through Friday from 9 a.m. until 4:00 p.m.

The Commission is very excited by this program and the flexibility it offers to our lending partners and first-time homebuyers. For example, the adverse market fee and the loan level pricing adjustments for MyCommunityMortgage and Freddie Mac Home Possible mortgages are priced into the interest rate. In addition, the Express Program allows the Commission to more quickly respond to changing market conditions.

To originate an Express Loan your company must sign an Acknowledgement Agreement. The Acknowledgement Agreement can be found on the Commission's web page.

Did You Know?

How often have you wondered if there was a Community Second in your area, but weren't sure where to look? Well, look no farther than Commission's webpage! In the Mortgage/Real Estate Professional section under 'References' you'll find an up to date list of Community Seconds approved for use with the Commission's House Key 1st Mortgage. You'll find Community Seconds for just about every corner of the state. And if you don't see a program on the Commission's list, we're more than happy to help you get it approved with our Master Servicer. All we need is the program description and copies of the Note and Deed of Trust.

Partner spotlight

Each quarter we will feature one of our Premier Partners. This month the spotlight is on Kim Toskey from Guild Mortgage.



Kim Toskey is a former math teacher and enjoys working closely with first time homebuyers. Kim has mastered a variety of specialty loans for disabled people and rural living. She teaches homebuyer seminars and one-on-one budget training because she understands the value of a good family home and long-term financial planning. Recognized by Fannie Mae for her outstanding achievement, Kim also serves with area non-profit groups as a board member and a volunteer.

How did you hear about the Commission's House Key Program? And why did you start originating House Key loans?

A friend of mine gave me an article about HomeChoice, and I looked up the loan and the Commission on the internet. Then, I called Commission several times to get more information, and I talked to a co-worker who had purchased her first home with a MCC and was a House Key lender. I knew immediately that I wanted to work with House Key borrowers for two reasons: I wanted a niche that was unique, and I wanted to feel like I was giving back to the community. As a teacher, I had been used to hard work and low pay, so the fee structure and small loan sizes were not deterrents. Finally, I did a mock GFE of what my husband and I would have been eligible for when we purchased our first home, and it was almost \$40,000 in increased purchase power. That is a real difference for families!

How does the House Key Program fit in with your overall business?

In terms of actual loans closed, House Key represents about 50% of my closings, but all of my business is structured around working with low-to-moderate income families, especially those with special needs. Nearly 100% of my business comes from House Key related referrals: past clients, non-profits, and the House Key website.

How do you explain the House Key Program to your borrowers? Do you market the House Key Program?

That the State of Washington wants to promote homeownership and provide special products for low- to-moderate income homebuyers.

Yes, I frequently mention it to agents and clients as an important loan option for many 1st time buyers.

What's the typical profile of one of your House Key borrowers?

I work with a lot of immigrant families and a lot of families affected by disabilities, but I also work with young professional and aging boomers who are starting over. That is the beauty of House-Key—the program is inclusive, so there really isn't a typical borrower, once you move off the obvious of moderate income and non-homeowner in the last 3 years.

Do you use any other community seconds or grants with the Commission's House Key Program?

Everything I can find—Home\$tart, IDA, and all of the community-specific programs. I also work extensively with area non-profits, layering Housing Trust Fund monies.

Do you actively teach homebuyer education seminars? What have learned about borrowers by teaching these classes?

I prefer to teach with non-profit partners or for extraordinary circumstances. Sometimes, I teach an ordinary class, but teaching is not a major part of my referral base.

I have learned that the best folks in class are the ones who are not already under contract—they are the ones willing to ask questions. I have also learned that every class is different—and yet, most borrowers have the same questions, concerns, anxieties, issues. Unique and yet also universal

How has the economy affected your business?

I am even busier—but also, I am helping past clients find resources for help

Do you any have tips for loan officers to help them effectively use the House Key Programs?

There are two types of House Key originators: those for whom House Key is an important tool in their tool box and works for some portion of the business, and those for whom the 1st time buyer market represents more than half of their business, and HouseKey is a critical part of their business plan. Figure out which kind of originator you are, and then play to that strength. I know many originators who utilize specialty 1st time homebuyer products, including HouseKey, at least once per month, and do them well, but get most of their business form other sectors. They rarely get bogged down in a complicated file, preferring instead to refer it out. The 1st time buyer market will be hot this year, with plenty of business to go around, be sure that you are basing your business plan on sustainable referral sources.