

VISTA MONTANA ESTATES FAQ

The following are some of the most asked questions about the Vista Montana Estates (VME) Homeownership Program. The lender you choose to work with can provide further detail and more clarity on your specific situation.

Q: How do you qualify to purchase a home from SALT in Vista Montana Estates?

A: 1. Buyer(s) can make up to 120% of the Area Median Income, based on household size.

Household Size	1	2	3	4	5	6	7	8
Area Median Income	\$42,500	\$48,500	\$54,600	\$60,600	\$65,500	\$70,300	\$75,200	\$80,000
120% AMI	\$51,000	\$58,200	\$65,520	\$72,720	\$78,600	\$84,360	\$90,240	\$96,000

Income must include all adult (over 18) members of the household.

2. Monthly housing costs cannot exceed 30% of the buyer's gross monthly income.

3. Have a minimum credit score of 600.

4. Be able to qualify for a 30-year mortgage through preferred lender or other.

Q: Where can I check my credit score to see if I qualify?

A: Free credit reports are available online. Try this link to check on the current status.
<https://www.annualcreditreport.com/index.action>

Q: My credit score is below the program minimum, what can I do?

A: If your credit score falls below the minimum program requirements you are not currently eligible for the VME Homeownership program. Many pre-purchase homebuyer counseling agencies provide credit repair service. You might want to reach out to them if you cannot currently qualify for the new underlying first mortgage. Another good resource on how to improve your credit score is located here <http://www.freddiemac.com/creditsmart/>

Q: How much do these houses cost?

A: All homes in the SALT VME homeownership Program are sold at cost. The costs of building these homes will vary slightly due to changes in the market for materials, labor, and other items that are sensitive to how much time it takes SALT to build out the community. SALT will update home prices quarterly.

Q: Is down payment assistance available?

A: SALT provides substantial down payment assistance at VME. Not only does SALT provide 3% in cash down payment assistance, but each purchaser receives additional assistance equal to the cost of the lot which is approximately \$21,000. The total

amount of assistance provided will be recorded as a second lien on the property, held by Pima County, requiring a one time affordability restriction for 10 years from date of closing.

Q: What is the affordability restriction?

A: Because each purchaser of a SALT home in VME will benefit tremendously from these forms of assistance by making the 1st Mortgage affordable, SALT is required to record a lien for these amount(s) assuring continued affordability for ten years.

Q: How does the affordability restriction lien work?

A: The total amount of assistance provided by SALT will be recorded as a second lien. If the property is sold within the ten-year restriction period, the buyer must either sell the home to another qualifying purchaser or repay the lien amount. The new buyer will assume the affordability restriction lien at full face value, and the liens are not prorated.

Q: How do I apply for VME Homeownership?

A: Submitting an application requires a \$50 fee for each adult listed on the application. We do not want you to submit an application until you have determined that your income falls within the guidelines, and that your credit score is above the minimum amount required.

Q: Is there mortgage insurance required?

A: SALT's preferred lender is providing 1st mortgages without mortgage insurance. This can save over \$100 per month. If you are already working with a lender or are pre-approved, you will have to evaluate determine what the Mortgage Insurance requirements are from your lender and determine if it is the best mortgage for your purchase.

Q: How much down payment do I need to have?

A: To enter into a contract to purchase a home at VME, the buyer must put \$1,000 down toward the purchase of the home. The contract requires a total down payment by the purchaser of 1% of the Total Purchase Price, and the additional down payment funds necessary will be due prior to or at closing.

Q: Are Cash purchases allowed?

A: Yes. All cash purchases are allowed provided the income restrictions are met. Cash purchasers will have to provide an additional earnest money deposit prior to the start of construction in the amount of \$20,000.

Q: Do I need a REALTOR?

A: No. The VME Homeownership program does not have or require the homebuyer to work with a Realtor. If buyer wants to hire a realtor, the realtor's commission will be added to the cost of the home.

Q: What if I own another house?

A: You do not have to be a current renter or first-time homebuyers to qualify for the VME Homeownership program. The VME home purchased must be used as your primary residence.

Q: If I have money available for the down payment and closing costs can I still use the program?

A: Yes. The homebuyer can use the VME Homeownership assistance and either (1) keep their current funds in savings or (2) combine their current funds with the VME Homeownership assistance. We promote SUSTAINABLE home ownership and providing the options of retaining money in the bank or lowering the mortgage balance further improves affordability.

Q: Are the program income limits based on after tax take home pay?

A: The VME Homeownership income limit is based on the borrower's pre-tax, gross income calculated by SALT and the lenders and used for the approval of the new underlying first mortgage. If your income is close to the program limit OR you want to determine your qualifying income for the mortgage, you'll need to meet with SALT to determine what your final income figures will be.

Q: My elderly parent lives with us and collects social security. Is this income counted against the program income limit?

A: VME Homeownership income limit is based on "household" income. Gross income from all Adult (over 18) members of the household must be included when certifying income.

Q: Can you recommend a mortgage lender to use?

A: Unfortunately, we are not able to steer or direct you to a specific mortgage lender. SALT does have a preferred lender that will provide a below market rate 1st Mortgage, with no mortgage insurance. Applicants that use a lender of their choice must understand (and their lender must understand) that the houses are sold at cost, which includes all closing costs. If using a lender of their choice, the purchase contract will include any added costs of using that lender. This will be reflected in the estimated purchase price and the monthly housing costs.