



Delaware
Mortgage Relief Program

Seminario web de asociación

Jueves, 9 de Junio de 2022

2:00 p.m. – 3:00 p.m.

Programa piloto lanzado!

- Postulaciones abiertas semana del 16 de mayo
- Disponible para clientes hipotecarios actuales de DSHA (aprox. 600)
- El programa piloto permitirá a la agencia:
 - Políticas y procedimientos de prueba
 - Afinar el portal en línea
 - Desarrollar la capacidad del personal del programa



Cronología: primavera/principios del verano

■ Terminado

■ En Marcha



Lecciones iniciales aprendidas del programa piloto

- **Asesoramiento para administradores de préstamos**
 - Completar el proceso de incorporación temprano

- **Consejos para propietarios**
 - Verifique dos veces la elegibilidad de ingresos
 - Organizar y preparar toda la documentación requerida.

Documentación de identidad requerida

- Licencia de conducir
- Identificación emitida por el estado



**La dirección de la propiedad debe incluirse en los elementos enumerados anteriormente.*

Documentación de ingresos requerida



- Declaraciones de impuestos
- Talones de pago
- Ingresos de trabajo por cuenta propia
- Pensión o Anualidad
- Seguridad Social
- del trabajador
- Compensación
- Ingresos por alquiler o pensión
- Pensión alimenticia o manutención de los hijos
- Beneficios de desempleado
- Beneficios del VA
- Otros beneficios basados en ingresos

Documentación de verificación de propiedad

- Estados de cuenta de préstamos
- Correspondencia del prestamista/administrador
- Documentación de ejecución hipotecaria
- Documentación de servicios públicos
- Declaraciones HOA/Condo
- Impuesto a la propiedad o declaración de seguro
- Formulario de atestación
- Formulario de autorización de terceros



¿PREGUNTAS?

¡Gracias por atender!



What's Next?

- **Next Monthly Partner Call:**
 - Wednesday, July 14 at 3:00 p.m. via WebEx
- **Partner Levels:**
 - Outreach: Encourage homeowners to download the checklist
 - Homeowner Representative: Attend a training hosted by YARDI. Calls occur every Wednesday at 1:00 p.m. - 2:00 p.m. via zoom
 - Housing Counselors: RFP coming soon!



APPENDIX

About The Delaware Mortgage Relief Program

- **\$50 million** available to assist eligible households who experienced a COVID-19 related financial hardship that resulted in mortgage delinquency or forbearance
- Funded by the American Rescue Plan Act and Homeowners Assistance Fund
- Assistance will consist of two elements: **Emergency Displacement Diversion Grant** and **Fresh Start Grant**



Element #1: Fresh Start Grant

- Designed to offer a one-time payment on behalf of a qualified homeowner to pay delinquent mortgage arrears and/or to facilitate mortgage modification (such as a principal curtailment or rate reduction) to right-size future mortgage payments to levels affordable to the homeowner.
- The following parameters will be utilized to determine the assistance provided:
 - Applicant with a 31% DTI or less will be a straight reinstatement
 - Applicant between 32% - 45% DTI can opt into a modification agreement, otherwise straight reinstatement will be pursued
 - Applicant in excess of 45% DTI will pursue a modification agreement
 - Applicant in excess of 80% DTI or with no income will be referred to a HUD approved Housing Counseling Agency to determine the best course of action to assist the applicant.
- Each homeowner will be eligible for **up to \$30,000**



Element #2: Emergency Displacement Diversion Grant

- Designed to avoid imminent displacement due to property charges including, but not limited to:
 - Tax delinquency, chattel loan, or land lease delinquency
 - Water and sewer delinquency
 - Homeowner's association fee/condominium association fee delinquency
 - Homeowner's Insurance delinquency
- Each Homeowner will be eligible for **up to \$10,000**



Eligibility Requirements

- For both grants, homeowners must meet the following requirements:
 - ✓ Delaware resident who owns and occupies their home in Delaware as their primary residence
 - ✓ Income at or below 150 % AMI or 100% of the median income for the United States, whichever is greater
 - ✓ Financial hardship after January 21, 2020, such as reduced income or increased expenses
 - ✓ Delinquent by at least 30 days, including any payments during a forbearance period



Application Process



Partnership Opportunities

- Promote program through its own channels
- Access to program marketing materials and resource page

Outreach Partner



- Submit applications on behalf of others
- Promote program through its own channels
- Access to program marketing materials and resource page

Homeowner Representative



- Receives and intakes program referrals
- Advises on homeowner applications
- Receives compensation through an RFP process

Homeowner Counselor

