



Delaware
Mortgage Relief Program

Partnership Webinar
Thursday, June 9, 2022
2:00 p.m. – 3:00 p.m.

Pilot Program Launched!

- Applications opened week of May 16th
- Available to current DSHA mortgage clients (approx. 600)
- Pilot program will allow the agency to:
 - Test policies & procedures
 - Fine tune the online portal
 - Build program staff capacity



Timeline – Spring/Early Summer

■ Completed ■ Underway



Initial Lessons Learned From Pilot Program

- **Advice for Loan Servicers**
 - Complete onboarding process early

- **Advice for Homeowners**
 - Double check income eligibility
 - Organize and prepare all required documentation

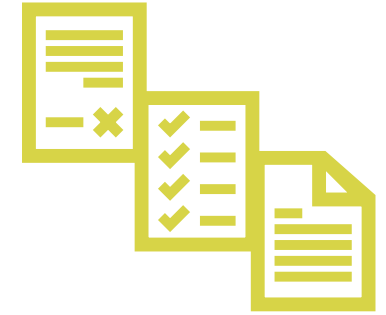
Required Identity Documentation

- Driver's License
- State-Issued ID

**The property address must be included on the items listed above.*



Required Income Documentation



- Tax Returns
- Paystubs
- Self Employment Income
- Pension or Annuity
- Social Security
- Worker's Compensation
- Rental or Boarder Income
- Alimony or Child Support
- Unemployment Benefits
- VA Benefits
- Other Income Based Benefits

Property Verification Documentation

- Loans Statements
- Correspondence From Lender/Service
- Foreclosure Documentation
- Utility Documentation
- HOA/Condo Statements
- Property Tax Or Insurance Statement
- Attestation Form
- Third Party Authorization Form



QUESTIONS?

Thank You For Attending!



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

