

Explore DPAs and Engage Buyers *With Down Payment Resource*

Presented by:





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VP HFA Relations





About DPR:

- National database and matching engine of ~2,200 homeownership programs.
- Award winning technology helps agents be the down payment hero to buyers.
- Integrated into Spokane Association of REALTORS property listing data.
- Free Down Payment Connect for SAR agents!



TEC100 2017





*We help you connect homebuyers to the
down payment help they need.*

What does DPR cost?

It's all **free** as part of our partnership with Spokane Association of REALTORS®:

- No upsells
- No “freemium”
- It's all ready and live now

What are we talking about?

Loans, grants, tax credits and other programs for eligible homebuyers that can help:

- Achieve the down payment faster
- Cover closing costs
- Get into a home sooner than they would have otherwise.

Current State of Homebuyer Programs:

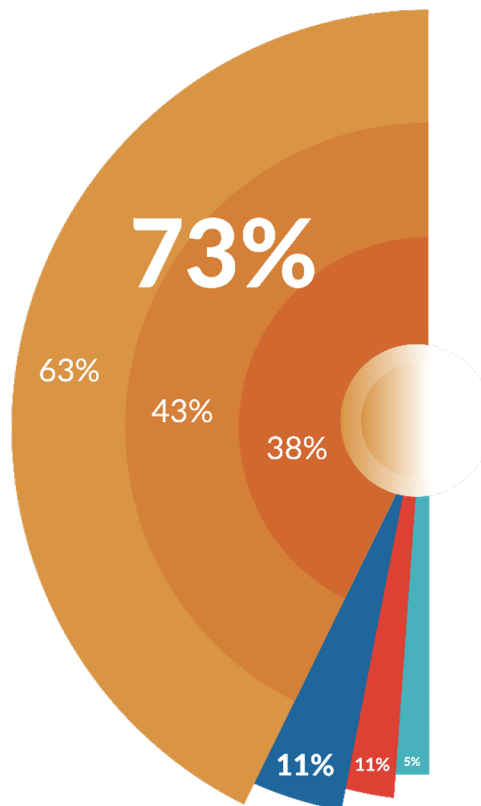
73% DOWN PAYMENT AND CLOSING COST ASSISTANCE

63% of Down Payment or Closing Cost Assistance Programs Have Deferred Payments
43% are Forgivable Loans
38% of all Down Payment or Closing Cost Assistance Programs are Forgivable Loans with Deferred Payments

Grants: Gifts which do not have to be repaid

Second Mortgages: Loans with very low or no interest rate where the payment may be deferred or forgiven incrementally for each year the buyer remains in the home.

Combined First Mortgage & Down Payment Programs



11% ADDITIONAL PROGRAMS

Includes matched savings programs, Housing Choice Vouchers (HCV) and other programs.

11% FIRST MORTGAGE LOANS

Below-market interest rates, lower or no mortgage insurance, or 100% financing.

5% MORTGAGE CREDIT CERTIFICATES (MCCs)

Provide up to \$2,000 in annual tax credits for the life of the loan.

*Data sourced from the Down Payment Resource® database as of January 6, 2022.

DPA is available!

◄ ►

Common Myth: Down payment programs are not available in my area.

Fact: Down payment programs are available in every market across the country. Some are available statewide, while others serve local communities.



Who offers these programs?



WASHINGTON STATE
HOUSING FINANCE
COMMISSION

Housing Authorities

CDFIs

Federal Home Loan Banks

Land Trusts

...and more

Current DPA Trends

- All state housing finance agencies are open and accepting reservations.
- Housing Finance Agencies had record years in 2020 and that continued in 2021 — and that's purchase business.
- Local (city, county, non-profit) programs are still widely available.
- New programs are being added all the time.
- Homebuyer education is still being done online exclusively.
- 84% of all DPAs are funded and available.

Down payment assistance is still available and not going away!

What's Available in Spokane?

- 37 programs, 34 are funded, from 22 agencies.
- Income limits up to \$160k statewide.
- Purchase price limits up to \$548k.
- Down payment help from \$5k to \$70k and an average of \$18,500.

70% of Spokane listings are eligible for DPA!

Common Program Requirements



- Only for owner-occupant buyers
- Minimum buyer investment
- Homebuyer education
- Must qualify for 1st mortgage

Accessing Down Payment Info



Down Payment Resource on Eligible Listings

- On-market listings
- Single family detached
- Condos & Townhomes
- 2-4 Unit properties
- Manufactured homes
- No listing input field...DPR is all automated



Just click the down payment button to view programs!

Paragon Agent List View



Home Residential

Criteria Map Search MLS Defined Spreadsheet

Checked All Email Share Save

TOTAL HIGH
LISTING COUNT: 24 DAYS ON MARKET: 116

?		Photo	PicCol	Sta
1	<input type="checkbox"/>			
2	<input type="checkbox"/>		50	NEW
3	<input type="checkbox"/>		28	ACT
4	<input type="checkbox"/>		19	NEW
5	<input type="checkbox"/>		45	NEW
6	<input type="checkbox"/>		14	ACT
7	<input type="checkbox"/>		28	NEW
8	<input type="checkbox"/>		38	ACT
9	<input type="checkbox"/>		4	ACT

Actions (202211802)

SYSTEM ACTIONS

- Associated Docs
- History
- Map
- Quick View

INTEGRATED TOOLS

- Cloud CMA: Flyer
- Cloud CMA: Property Report
- Community
- Property
- RPR
- Supra Keybox Settings Report
- TransactionDesk
- View in Homesnap
- Walk Score
- Down Payment Resource
- Schedule a Showing

Paragon Agent Detail



[Home](#) [Residential](#)

[Criteria](#) [Map Search](#) [1 Page Detail \(24\)](#) [+ New Search](#)

[✓ Checked](#) [🏠 All](#) [✉ Email](#) [🔗 Share](#) [💾 Save](#) [🖨 Print](#) [📁 Export](#) [⚙ Customize](#) [🔍 Correction](#) [👤 Actions](#) [⋮ More](#)

Coop Brk Comp **3.0%**

Listing Type **Excl Right to Sell**

MLS Entry **No**

Limited Svcs **No**

IDX Include **Y**

Realtor.Com **Yes**

REO/Lndr Own **No**

Relo/Corp Own **No**

Pot. Short Sale **No** Bank App.

1031 Exch

HOA Y/N

Residential 1 Page Detail Report

As of: 03/08/2022 08:51 AM

Warning! Not all available Data may be visible on this report. To view all available information use the All Fields Detail report.

Confidential: Only for distribution to MLS Participants/Subscribers.

Address **522 S Granite Dr**

Addr2/Unit #

H M 🌐 D 📄

🏠

◀ 1 of 45 ▶

Sub-Type **Res/Site Blt**

Town **Spokane Valley** Zip **99212** WA County **Spokane**

Area/Grid No **A210/074** Parcel # **35231.1702** Sec Twp Rng

FIRPTA **is not a foreign person** Add Par #

Subdiv Senior Community: **No**

Schools: Elem **Sheridan** Jr **Chase** Sr **Ferris**

List Price **\$465,000**

List Date **3/5/2022**

Zone Dupl Lstg **No**

#Blks N/S **S 5** #Blk E/W **E 54**

List # **202212061**

Status **New**

Bump Clause Y/N

Acres MOL **0.14**

Sch District **Spokane Dist 81** Yr Built **2021**

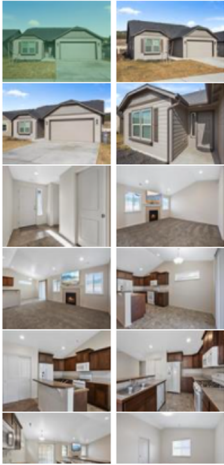

Paragon Client/Collab Center





14607 E Sanson Ave **Active - New**
Spokane Valley, WA 99216 - \$430,000




PHOTOS & MAP PROPERTY INFO MORTGAGE CENTER COMMUNITY REPORTS


Photos Map View Street View





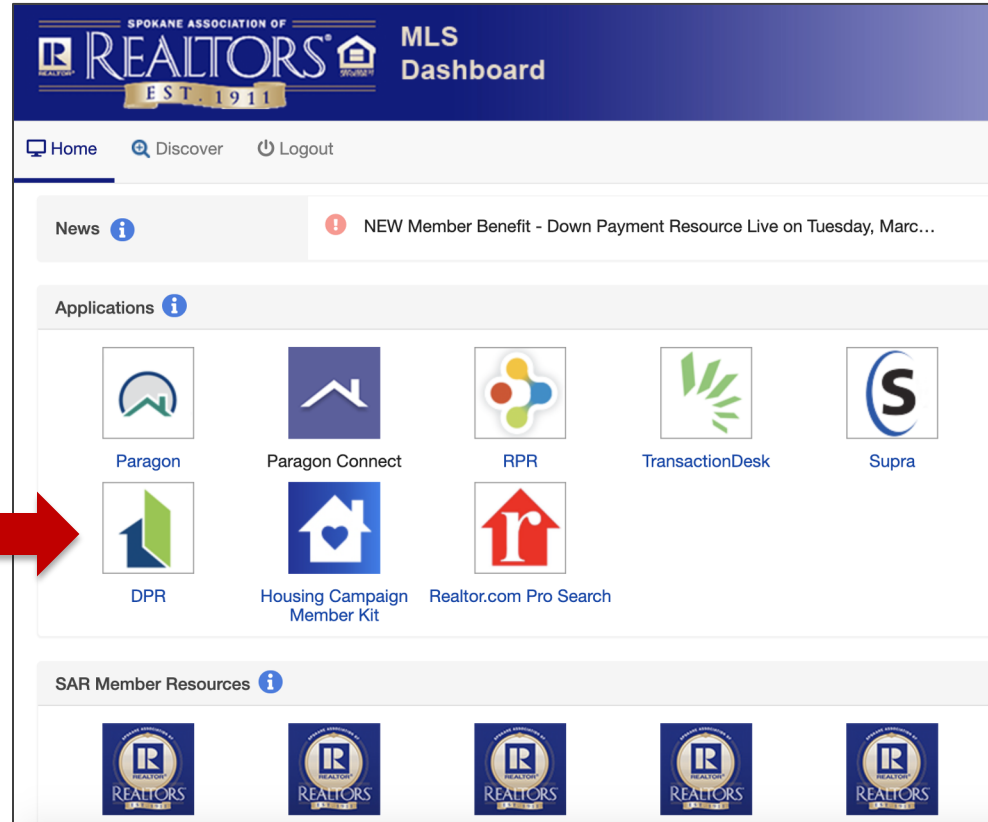


 BEDS: 3  BATHS: 2  1 Days on Market



CLIENT FIND DOWN PAYMENT

Access Your Down Payment Resource Dashboard



The screenshot displays the 'SPokane Association of REALTORS' MLS Dashboard. The header includes the association's logo and the text 'EST. 1911'. Below the header is a navigation bar with links for 'Home', 'Discover', and 'Logout'. The main content area is divided into sections: 'News' with a notification about a 'NEW Member Benefit - Down Payment Resource Live on Tuesday, Marc...', 'Applications' featuring a grid of icons for 'Paragon', 'Paragon Connect', 'RPR', 'TransactionDesk', 'Supra', 'DPR', 'Housing Campaign Member Kit', and 'Realtor.com Pro Search'. A large red arrow points to the 'DPR' icon. The bottom section is titled 'SAR Member Resources' and contains five identical 'REALTORS' logos.

SPokane Association of REALTORS
EST. 1911

MLS Dashboard

Home Discover Logout

News **i** NEW Member Benefit - Down Payment Resource Live on Tuesday, Marc...

Applications **i**

Paragon Paragon Connect RPR TransactionDesk Supra

DPR Housing Campaign Member Kit Realtor.com Pro Search

SAR Member Resources **i**

REALTORS REALTORS REALTORS REALTORS REALTORS

Access Your Down Payment Resource Dashboard

POWER SEARCH

MLS Documents | Compose Email | ? Help

SPOKANE ASSOCIATION OF REALTORS® MLS

HOME SEARCH LISTINGS CMA CONTACTS FINANCIALS TAX MEMBERSHIP RESOURCES PREFERENCES

Home

PARAGON NEWS

March 8th, 2022

Collaborating with your Sellers

Learn how to collaborate with your sellers using the Contact Activity Widget, as well as the Sell-Side of the Collaboration Center.

Tool Tip: [Collaboration with Sellers](#)

MESSAGE CENTER

QUICK SEARCH

LAST QUICK SEARCH LOAD SAVED QUICK SEARCH

Count Clear Search

HOME PAGE MESSAGE - WELCOME #8999 Z-TRAINING AGT

MLS Training Maps MLS Forms Support ZipForm Login Transaction Desk Resources Market Activity Reports SAR Website Spokane Open.com MLS Weekly News & Info Library of Benefits Statewide Forms Feedback CE Classes MLS Payments

RPR Sign In REtechnology™

Down Payment Resource will be LIVE on March 8th! What is Down Payment Resource? [Watch](#)

Look for the new icon in Actions and on the Property Detail reports.

Don't Miss These Webinars

March 8 - Down Payment Programs 101: What Every SAR Agent Needs to Know - [Register Now](#)

March 9 - Explore DPAs and Engage Buyers with Down Payment Resource - [Register Now](#)

March 15 - Down Payment Connect Best Practices for SAR Subscribers - [Register Now](#)

RESOURCES

Statistical Reporting

My Links

MLS Message History

Access Homebot

Down Payment Assistance

Find

Homesnap Showings: My Calendar

Homesnap Showings: My Itineraries

Homesnap Showings: My Listings

Paragon Connect

Transaction Desk

SYSTEM

Paragon Help

CONTACT ACTIVITY

ACTIVITY COMMENT

Shaky Nate's BB

1 Site Visits

[View Site](#)

Find Your Down Payment Connect Page

WELCOME TO DOWN PAYMENT RESOURCE®

Add your free Down Payment Connect lead-gen page to your website, email and social media!

Here is your landing page:

https://www.workforce-resource.com/dpr/pmt/SAR/8999_Z_TRAINING_AGT

Down Payment Connect

Marketing Resources

DPR on Your IDX Site

Client Search

DPR Blog

DPR Pricing Tool

Manage Client Accounts

DPR Reports

Search Programs by
Name

View Saved Searches

DPR Education



Tweets by @dwnpmtresource



DownPaymentResource
@dwnpmtresource

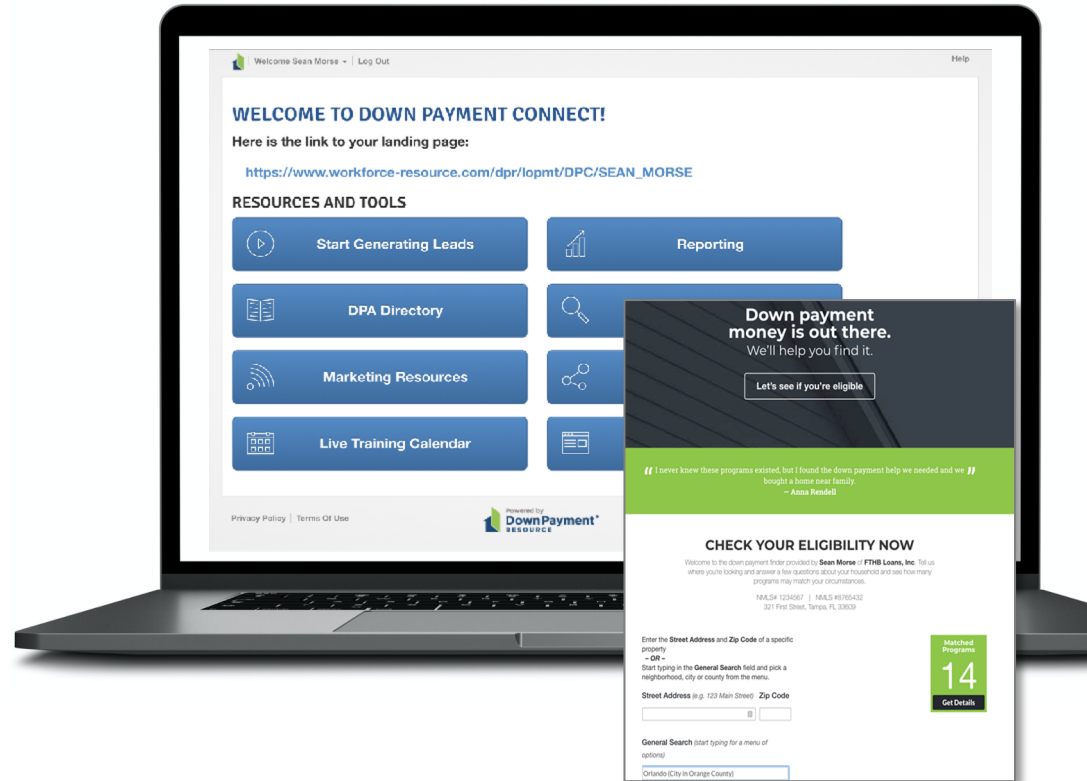


Inflated home prices and a lack of inventory are just two challenges #homebuyers are facing in today's market. The more prepared you are, the better. Here are 7 key facts every #homebuyer should know. #homeownership #mortgage #downpaymentassistance bit.ly/3Ke6RjW



- Engage and educate new buyers
- Buyers complete a program search
- Generate leads
- Tap into growth markets
- Run digital marketing campaigns
- Details of all DPAs in your market.

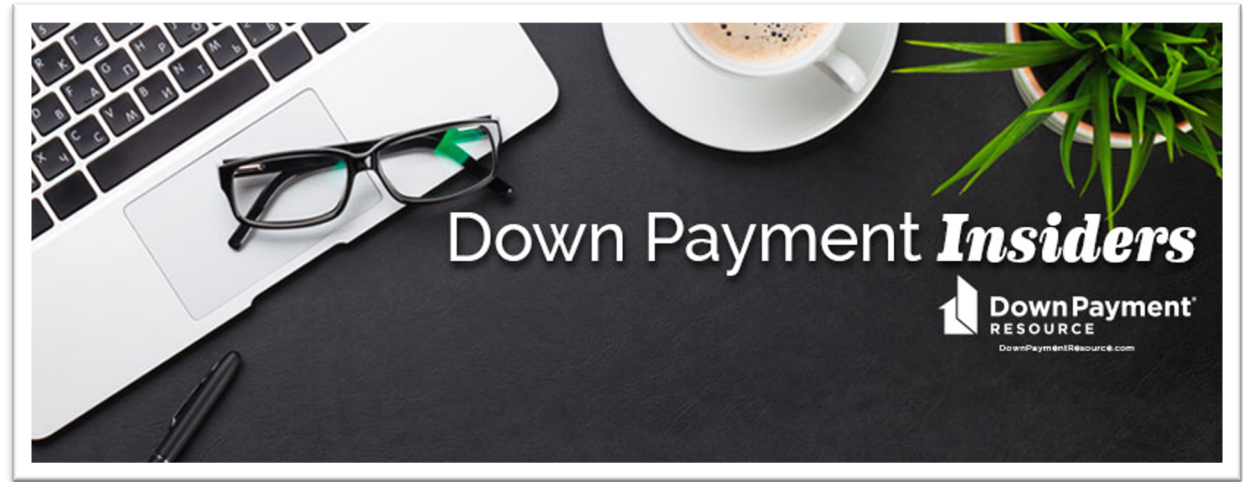
Free for all SAR subscribers!



Let's take a live look at Down Payment Resource!



Join 9,000 Down Payment Insiders!



[*facebook.com/groups/DownPaymentInsiders*](https://facebook.com/groups/DownPaymentInsiders)

Leverage the Experts!

- Participating lenders
- Program providers
- Peers with experience



Save the Date!

Upcoming LIVE Training Session:

Down Payment Connect Best Practices

Tuesday, March 15th at 11am PT





**DPA customers
become customers
for life!**



Contact Us!

info@DownPaymentResource.com

