

# 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!



**TECH100** 2017





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

# What does DPR cost?

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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

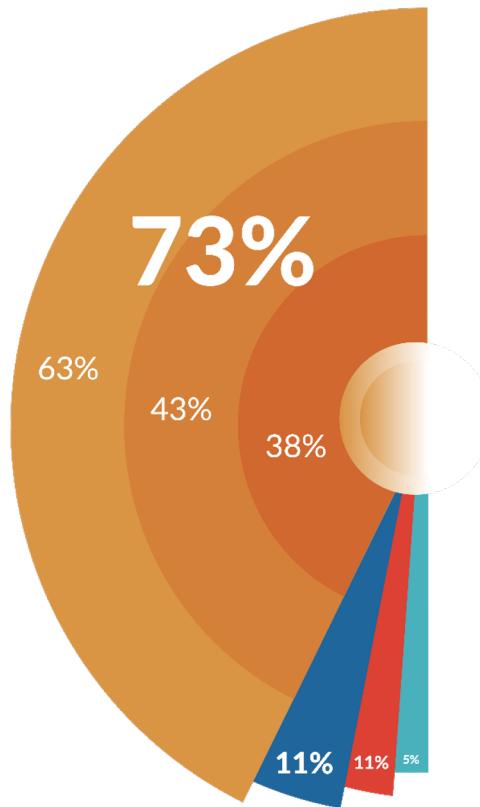
# What are we talking about?

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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

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- 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

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- 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

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- 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 X

Criteria Map Search MLS Defined Spreadsheets

Checked All Email Share Save

**TOTAL** LISTING COUNT: 24 DAYS ON MARKET: 116

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

**Actions (2022111802)**

X

**SYSTEM ACTIONS**

- Associated Docs
- Map
- History
- Quick View

**INTEGRATED TOOLS**

- Cloud C: A: Flyer
- Cloud C: A: 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 X

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 G D E A

S  
✓

◀ 1 of 45 ▶

**List Price \$465,000** **List # [202212061](#)**  
**List Date 3/5/2022** **Status **New****  
**Zone** **Dupl Lstg **No**** **Bump Clause Y/N**  
**#Blks N/S **S 5**** **#Blk E/W **E 54****

Begin Showing  
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** Acres MOL **0.14**  
Schools: Elem **Sheridan** Jr **Chase** Sr **Ferris** Sch District **Spokane Dist 81** Yr Built **2021**

# Paragon Client/Collab Center



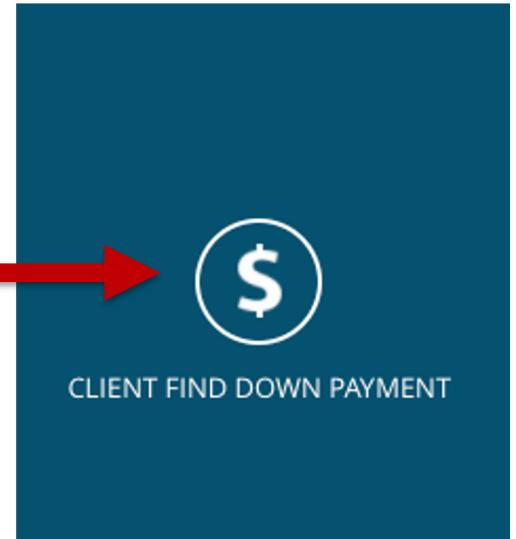
14607 E Sanson Ave Active - New  
Spokane Valley, WA 99216 - \$430,000

PHOTOS & MAP PROPERTY INFO MORTGAGE CENTER COMMUNITY REPORTS

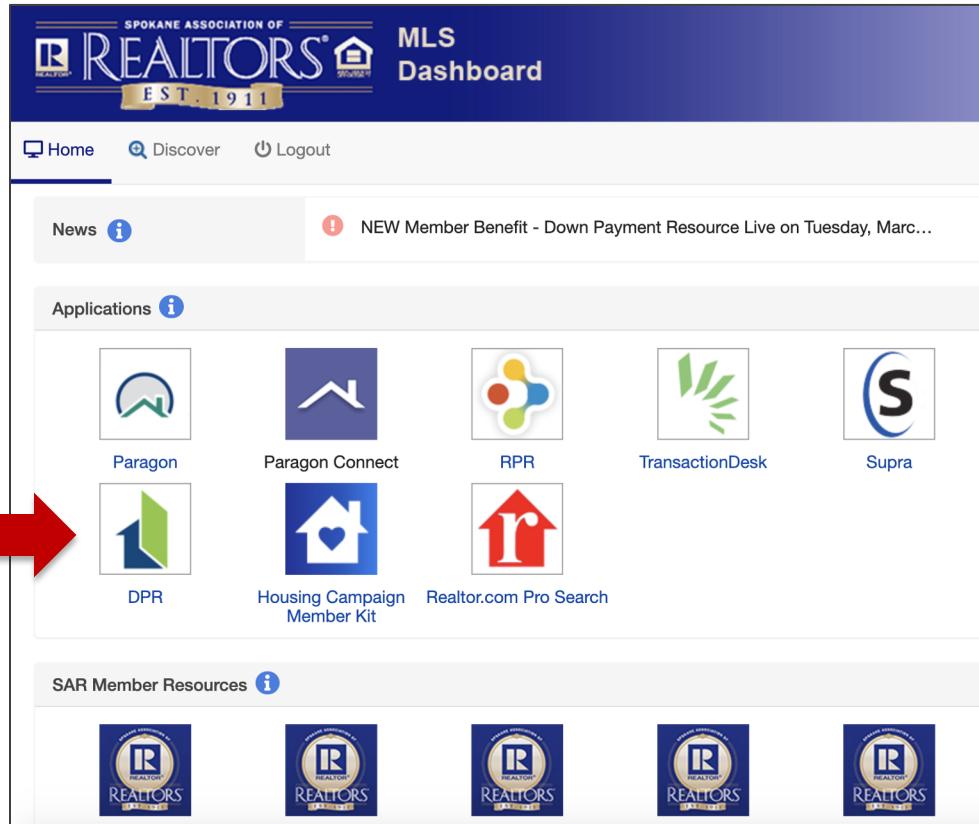
Photos Map View Street View



BEDS: 3 BATHS: 2 1 Days on Market

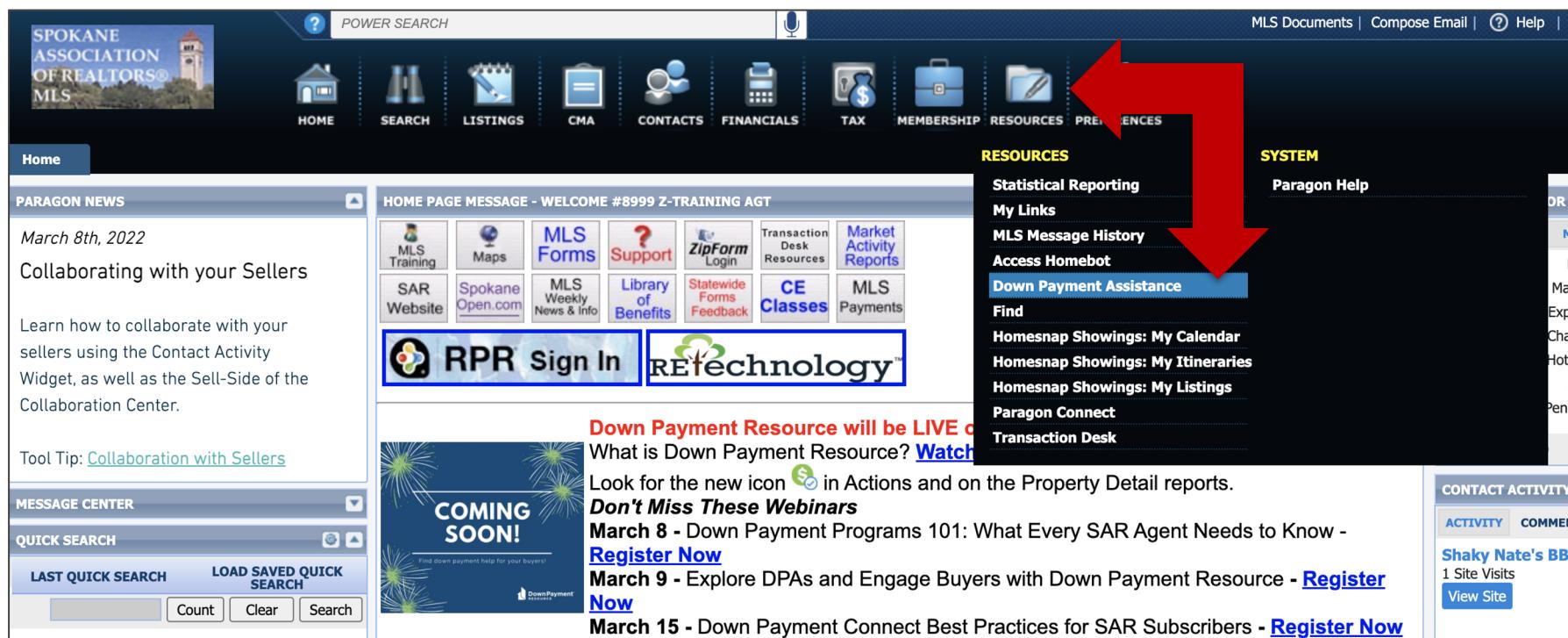


# Access Your Down Payment Resource Dashboard



The screenshot shows the MLS Dashboard interface. At the top, the Spokane Association of Realtors logo and "MLS Dashboard" are displayed. Below the header, there are navigation links for "Home", "Discover", and "Logout". A news banner indicates a "NEW Member Benefit - Down Payment Resource Live on Tuesday, Marc...". The "Applications" section contains icons for various tools: Paragon, Paragon Connect, RPR, TransactionDesk, Supra, DPR, Housing Campaign Member Kit, and Realtor.com Pro Search. A red arrow points to the DPR icon, which features a stylized '1' and 'DPR' text. The "SAR Member Resources" section at the bottom shows five identical icons for the Spokane Association of Realtors.

# Access Your Down Payment Resource Dashboard



The screenshot shows the Spokane Association of Realtors MLS website interface. A large red arrow points from the top right towards the 'Down Payment Assistance' link in the 'Resources' menu.

**Spokane Association of Realtors MLS**

**POWER SEARCH**

**HOME** **SEARCH** **LISTINGS** **CMA** **CONTACTS** **FINANCIALS** **TAX** **MEMBERSHIP** **RESOURCES** **PREFERENCES**

**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** (highlighted)
- Find
- Homesnap Showings: My Calendar
- Homesnap Showings: My Itineraries
- Homesnap Showings: My Listings
- Paragon Connect
- Transaction Desk

**SYSTEM**

Paragon Help

**CONTACT ACTIVITY**

ACTIVITY COMMERCIAL  
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](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 @dwnpmresource i

DownPaymentResource  
@dwnpmresource

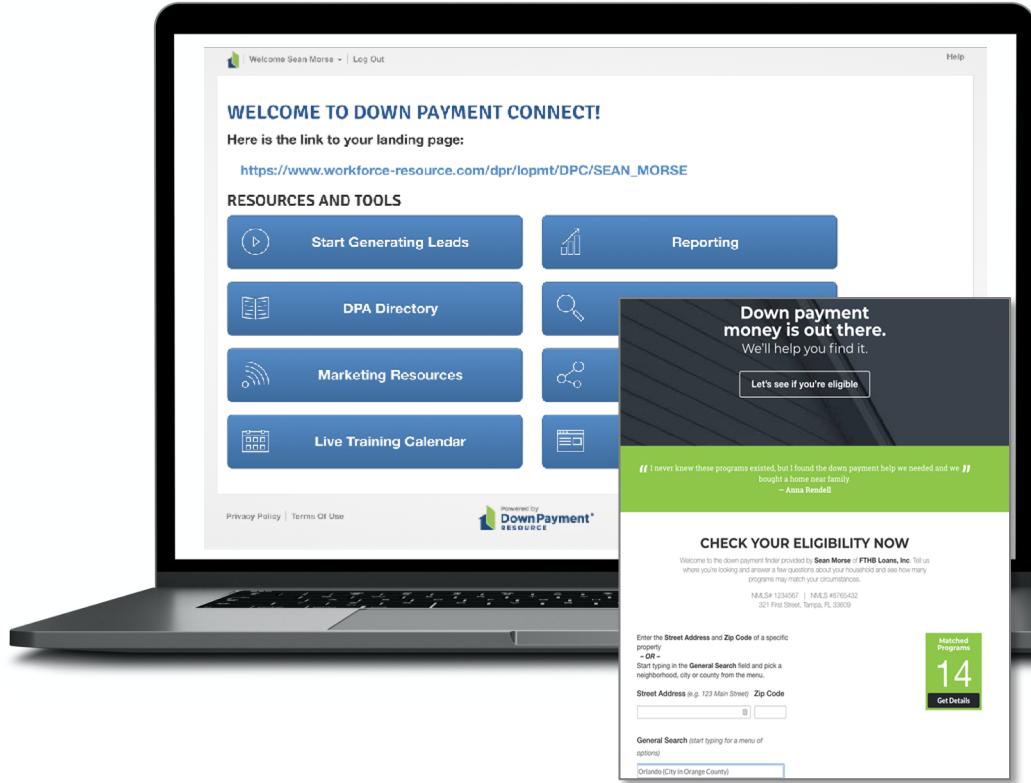
Inflated home prices and a lack of inventory are just two challenges [#homebuyers](#) are facing in today's market. The more prepared you are, the better. Here are 7 key facts every [#homebuyer](#) should know. [#homeownership](#) [#mortgage](#) [#downpaymentassistance](#) [bit.ly/3Ke6RjW](https://bit.ly/3Ke6RjW)





- 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!**



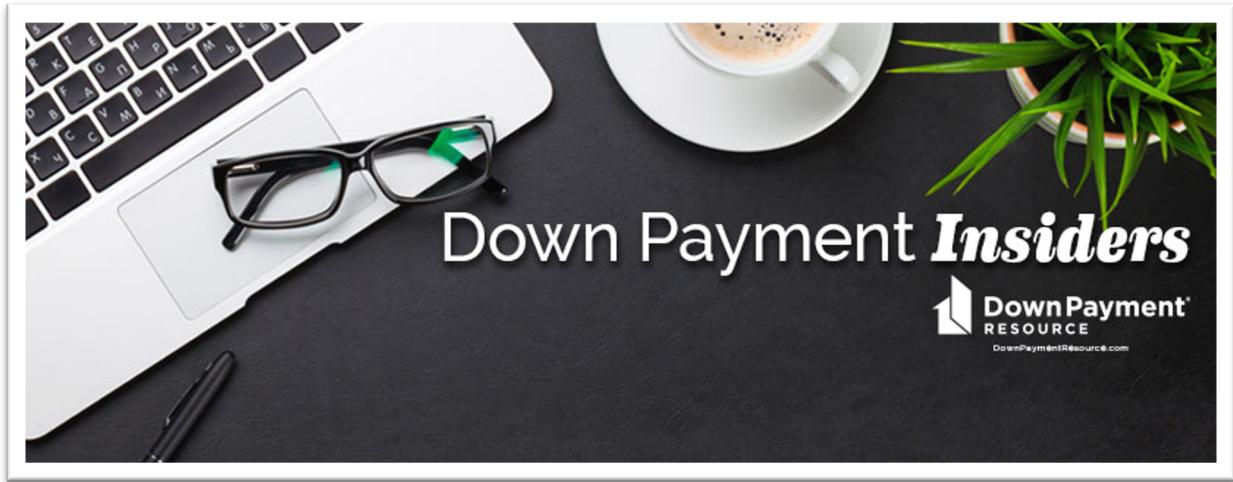
# Let's take a live look at Down Payment Resource!

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# Join 9,000 Down Payment Insiders!

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

# Leverage the Experts!

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- Participating lenders
- Program providers
- Peers with experience



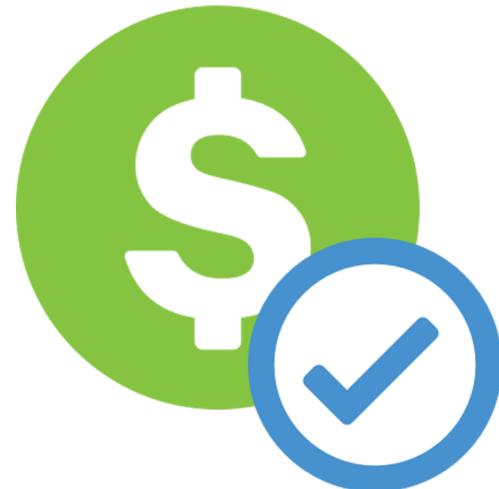
# Save the Date!

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Upcoming LIVE Training Session:

**Down Payment Connect Best Practices**

*Tuesday, March 15th at 11am PT*





DPA customers  
become customers  
for life!

# Contact Us!

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[info@DownPaymentResource.com](mailto:info@DownPaymentResource.com)

