



# Homeownership Assistance Program

## MDEAT HAP RFQ SCORING MODEL

MDEAT HAP MORTGAGE LOAN ORIGINATORS (MLO) AND MDEAT HAP CLOSING AGENTS SCORING CRITERIA, ORGANIZATIONAL CAPACITY, AND SOUNDNESS OF APPROACH.

120 - Total Possible Points (including bonus points).

70 - Minimum Points needed to receive final HAP participation consideration.

1. How many years of experience of “active participation” in a DPA program do you have?

*NOTE: “active participation” requires at least one or more loans closed using DPA funds in a given calendar year. Must provide evidence or documented proof to receive points.*

>1 (0 points) | 1-4 years (4 points) | 5-7 years (6 points) | 8 or more years (10 points)

2. How many DPA programs do you or have you participated in? *Must provide evidence or documented proof to receive points.*

None (0 points) | 1 or 2 (5 points) | 3 or more (10 points)

3. How many DPA funded loans have you closed in the past ten (10) years? *Must provide evidence or documented proof to receive points.*

None (0 points) | 1 to 5 (3 points) | 6 to 20 (6 points) | More than 20 (10 points)

4. How many housing related organizations with affordable housing as part of their agenda do you belong to or participate in? *Must include reference letter or other documented organizational membership proof.*

None (0 points) | 1 to 5 (2 points) | 6 to 10 (5 points) | More than 10 (10 points)

5. Sections a) and b) pertain to MLOs - Sections c) and d) pertain to closing agents

a) Does your company have special or specific mortgage programs to assist low to moderate-income (LMI) or first-time homebuyers (e.g., interest rate - fee reduction/ fee waiver - loan terms)?

b) Does your company provide monetary and/or other incentives to assist low to moderate-income homebuyers purchasing in a “target area”? *NOTE: “target area” refers to LMI census tract or other underserved government designated geographical area designation (e.g., MDC Targeted Urban Area (TUAs)).*

c) Does your company provide discounts, have preferred rate plans, and/or provide any monetary incentives to low to moderate-income (LMI) or first-time homebuyers?

d) Does your company provide free advice or discounted fees or charges to assist low to moderate-income (LMI) or first-time homebuyers that are referred to you or are solicited by you?

*Must provide specific program guideline, evidence, or documented proof of incentive terms to receive points for items a); b); c); and d).*

No (0 points) | Yes - At least 1 incentive (5 points) | Yes - More than 1 incentive (10 points)

5 Bonus points for more than 2 incentives with monetary benefits

6. Provide a comprehensive “Marketing and Outreach” strategy promoting and identifying your involvement in MDEAT HAP and/or other affordable housing (AH) programs and/or AH documented initiatives. *NOTE: Must provide specific activities and strategies based on below categories or other identified categories to receive points, including but not limited to reference and referral letters.*
- A. Identify previous and current involvement (up to 10 points based on length of time and extent of involvement)
  - B. Monetary contributions or participation/ sponsorship (10 points + up to 5 bonus points for multi-year contributions)
  - C. Identify strategies going forward (still important in value)
    - ✓ Covering all income categories (from extremely low to moderate)
    - ✓ Covers all home price levels with NO restriction in first mortgage amount and NO pricing or fee add-ons based on first mortgage amount
    - ✓ First-Time Homebuyer education (NOTE: Formal education program with written curriculum)
    - ✓ CBO (Community Based Organization) and non-profit organization participation
    - ✓ Affordable Housing (AH) initiatives and/or programs

No Documentation (0 points) | Minimal Plan - 1 or 2 activities from category C. (3 points) |  
Modest Plan - At least 3 activities from category C + multiple CBO relations (8 points) |  
Comprehensive Plan - All 5 category C activities + multiple CBO and AH relations (20 points)

[MDEAT HAP Administration to determine plan level category for preliminary reviews and RFQ selection committee to determine plan level category for final selections. MDEAT HAP reserves the right to clarify or render a final determination in cases of conflict or dispute.]

7. Do you or your company have the capability and expertise to provide detailed training on affordable (LMI) mortgage programs and DPA programs to low to moderate-income and first-time homebuyers? This may include a formal internal program OR accredited HBE program. Provide credentials, referral letter or document supporting proof to receive points.

*If not you, who is this person in what capacity does this person serve?* \_\_\_\_\_

No (0 points) | Yes (up to 7 points)

8. Have you or your company provided funding to organizations (outside of your company) for financial literacy or financial counseling services and/or first-time homebuyer education in the past five (5) years? *Must include evidence or documented proof to receive points.*

No (0 points) | Yes (up to 8 points)

9. List the number of borrowers you assisted that successfully achieved homeownership in past 3 years prior to the date of this application by:
- a) Calendar year
  - b) Purchase price above \$275,000
  - c) Purchase price below \$275,000
  - d) Income above 140% AMI (Adjusted Median Income) - use chart on website
  - e) Income at or below 140% AMI (Adjusted Median Income) - use chart on website

Up to 5 points

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