



# **UHC Board Discussion**

## **Single Family Loan**

## **Product Partnerships**

DECEMBER 2025

# Freddie Mac (FHLMC)

## HFA Product Offerings

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### Active Products/Incentives at UHC

#### HFA Advantage

- Reduced Mortgage Insurance (MI) for <80% AMI borrowers; no Loan Level Pricing Adjustments (LLPA's)
- Lowers overall borrower payments

#### Delivery

- Incentives and flexibility for delivery and securitization

#### Partner on combating resource constraints

- HFA initiative to purchase qualified tax-exempt products with increased pay-ups

#### Additional Pricing Incentives

- Very Low-Income Purchase (VLIP) and Low-Income Purchase (LIP) price incentives to HFAs

#### Special Initiatives

- Waivers related to UHC's Condominium Construction Finance Initiative which facilitate streamlined construction and purchase of condominiums

#### Mandates

- "Duty to Serve" mandate to make financing of manufactured, rural housing, and preservation easier for low and moderate-income households

### Previous Products at UHC

#### HFA Preferred Risk Sharing (No Mortgage Insurance or NOMI)

- No MI required on first mortgage; UHC retain recourse for 5 years

# SF Program Outreach

## Getting the Word Out

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- Ongoing training for 53 approved lenders
- CY 2025 trained over 1,000 individuals at approved lenders
- Training completed in-person, online (lender-specific), and webinar (all lenders-topic of broad importance)
- Community outreach – Juneteenth, UAMP, Utah Housing Matters, AFRO Utah Festival, Women in the Money
- Partnership with RUMOR Advertising for digital marketing via Google Search and Display, Meta (Facebook, Instagram)

# FHA 203(k) Program

## Enhancing UHC's Products

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- Combines purchase and required repairs into one loan
- Limited 203(k) rehab amount increased to \$75k last year; non-structural repairs only
- UHC has purchased FHA 203(k) loans for over 2 decades
- Expanded availability of FHA 203(k) financing discussed in strategic housing plan sessions
- Post-closing escrow/construction management is main challenge for 203(k) loans
- UHC will take on construction management, including inspections and draws
- Utilize existing partnerships w/ inspectors & contractors, review 3<sup>rd</sup> party software
- Beta test program with 3 lenders beginning late January 2026
- Thorough vetting and training of lenders/loan officers eligible to do 203(k) loans; must receive annual certification from UHC
- More affordable homes available to first-time homebuyers, i.e. fixer-uppers