

Introducing SONYMA's Conventional Plus

Providing Low Payment Options and Down Payment Assistance

Program Highlights:

Conventional Plus underwritten per DU and MyCommunity Mortgage® guidelines

- No loan level price adjustments
- Reduced MI coverage requirements
- Competitive pricing & eligible for refinances
- Mortgage Credit Certificates eligible for First-time Homebuyers, Veterans and Downstate flood victims
- Down Payment Assistance up to 3% and can be used to pay for mortgage insurance premium

Comparison of FHA and Conventional Plus Options

Loan Details	FHA ❶	Option #1	Option #2	Option #3	Option #4
		Monthly MI	Upfront MI	Monthly MI	Upfront MI
		Conv Plus w/DPAL	Conv Plus w/DPAL	Conv Plus	Conv Plus
Maximum LTV	96.50%	97%	97%	97%	97%
Sales Price	\$274,000	\$274,000	\$274,000	\$274,000	\$274,000
Note Rate ❷	3.500%	4.625%	4.625%	3.875%	3.875%
Base Mortgage Amount	\$264,410	\$265,780	\$265,780	\$265,780	\$265,780
MI Premium (Upfront %)	1.75%	0%	2.70% ❸	0%	2.70% ❸
MI Premium (Annual %)	1.25%	0.85% ❹	0%	0.85% (2)	0%
Gross Mortgage Amount	\$269,037	\$265,780	\$265,780	\$265,780	\$265,780
Total P&I	\$1,208	\$1,366	\$1,366	\$1,250	\$1,250
Monthly MIP	\$275	\$188	-	\$188	-
Unsecured Loan Payment	-	-	-	-	-
Total Mortgage Payment	\$1,483	\$1,554	\$1,366	\$1,438	\$1,250
Monthly Savings (Compared to FHA)	-	(\$71)	\$117	\$45	\$233
Annual Savings (Compared to FHA)	-	(\$852)	\$1,404	\$540	\$2,796
MCC Calculation					
Estimated First Year's Mortgage Interest	\$9,416	\$12,292	\$12,292	\$10,299	\$10,299
Annual Borrower Income	\$77,900	\$77,900	\$77,900	\$77,900	\$77,900
Deductions					
Mortgage Interest ❺	\$9,416	\$9,834	\$9,834	\$8,239	\$8,239
Annual Real Estate Taxes	\$6,758	\$6,758	\$6,758	\$6,758	\$6,758
Exemptions ❻	<u>\$7,400</u>	<u>\$7,400</u>	<u>\$7,400</u>	<u>\$7,400</u>	<u>\$7,400</u>
Taxable Income	\$54,326	\$53,908	\$53,908	\$55,503	\$55,503
Tax Liability ❻	\$7,299	\$7,239	\$7,239	\$7,479	\$7,479
MCC Credit (20%)	-	<u>\$2,458</u>	<u>\$2,458</u>	<u>\$2,060</u>	<u>\$2,060</u>
Modified Tax Liability	\$7,299	\$4,781	\$4,781	\$5,419	\$5,419
Annual Savings	-	\$2,518	\$2,518	\$1,880	\$1,880
Monthly Savings	-	\$210	\$210	\$157	\$157
MONTHLY SAVINGS	-	\$139	\$327	\$202	\$390
TOTAL ANNUAL SAVINGS	-	\$1,666	\$3,922	\$2,420	\$4,676
Assets Required					
Required Down Payment	\$9,590	\$8,220	\$8,220	\$8,220	\$8,220
Closing Costs/Prepays (8% of Sales Price)	\$21,920	\$21,920	\$21,920	\$21,920	\$21,920
Upfront MIP	-	-	\$7,176	-	\$7,176
MCC Fee	-	<u>\$500</u>	<u>\$500</u>	<u>\$500</u>	<u>\$500</u>
Required Cash to Close	\$31,510	\$30,640	\$37,816	\$30,640	\$37,816
Allowed Seller Concessions	\$8,220	\$8,220	\$8,220	\$8,220	\$8,220
DPAL Amount	-	\$8,220	\$8,220	-	-
Unsecured Loan from M&T	-	-	-	-	-
Net Cash Required	\$23,290	\$14,200	\$21,376	\$22,420	\$29,596
CLTV	98.19%	100.00%	100.00%	97.00%	

❶ HUD guidelines permit higher seller concessions.

❷ Credit Score of 680-719. Higher credit scores have lower rates

❸ Rates as of 10-12-12

❹ For MCC loans, this figure represents 80% of the total mortgage interest

❺ Based on a household of 2 persons

❻ Based on Federal tax tables



All examples based on 30 year term fixed rate amortizations. For use by Correspondent Lenders only, and should not be distributed or used by consumers. © 2012 M&T Bank

