



MAYOR'S OFFICE OF
HOUSING & COMMUNITY DEVELOPMENT

Downpayment Assistance Loan Program (DALP)
Information Session May 11, 2023

Webinar Instructions



Sit as close to your Wi-Fi router as possible for the best quality connection.



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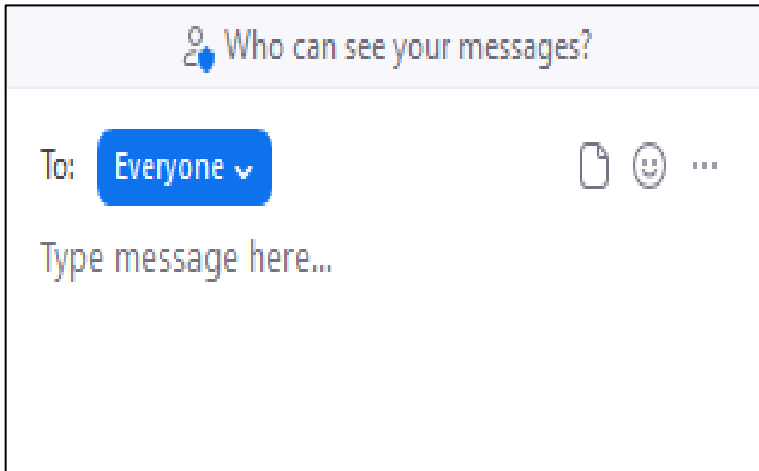


Your audio & video has been enabled to reduce background noise and distractions.



This session is being recorded for learning and training purposes, and subject to the Public Information Act.

Live Event Q&A

A screenshot of a Q&A message box interface. At the top, there is a header bar with a person icon and the text "Who can see your messages?". Below this, the "To:" field is set to "Everyone" with a dropdown arrow. To the right of the "To:" field are icons for attachments (a document icon), emojis (a smiley face icon), and a menu (three dots). Below these elements is a large text input area with the placeholder text "Type message here...".

Who can see your messages?

To: Everyone ▾

Type message here...

- ❑ **Type in your questions you have into the Q&A box and click send.** At the end of presentation, we will answer your questions.
- ❑ **To protect your privacy, we ask that you please keep your questions general and do not share any information about your personal situation.**
- ❑ You can post your questions with your name or anonymously. The question will be seen by other attendees once approved by MOHCD.

Presenters for this Info Session



Cissy Yin
Director of
Homeownership
Programs



John Lucero
Homeownership
Program
Specialist



Kimberly Gomez
Lottery and Application
Specialist



Tammie Little
Homeownership
Program
Project Manager

Agenda

DALP Program Overview

- What is DALP
- What is Share of Appreciation
- Who are Eligible Buyers
- AMI Table
- 2023 DALP Funds Balance

How to Apply

Application Process

DALP Application & Lottery Timeline

How does the Lottery Work

Questions

What is DALP?

- ❑ A down payment loan to low-middle income first-time homebuyers earning up to 200% of Area Median Income (AMI) for the purchase of a market-rate primary residence in San Francisco.
 - ❑ General public households
 - ❑ Educators employed with the San Francisco Unified School District
 - ❑ First responders (active, uniformed members of the Fire, Police, or Sheriff's Departments)
- ❑ No monthly payment, and due upon sale or title transfer.
- ❑ Maximum loan amount: \$500,000
- ❑ Minimum Buyer Contribution: 1% (the entire 1% may come from gifts)
- ❑ Repayment includes (i) the principal amount plus (ii) an equity share of appreciation.

More information can be found at <https://sfmohcd.org/dalp>

- ❑ Reservations will be allocated through a lottery process and are subject to the availability of DALP funds.

What is Share of Appreciation?

The City gains equity in direct proportion to the dollars it loaned at the time of purchase.

For example...

If the borrower receives a DALP loan of \$500,000 for the purchase of a property at \$1,250,000. The share of appreciation would be 40%.



Who are Eligible Buyers?

Households that:

- Are first-time homebuyers*
- Complete homebuyer education
- Qualify for a first mortgage loan
- Meet income limits
- The size of a household must be no greater than the total number of bedrooms in the Property, PLUS one
- Have savings for 1% of the sales price as your contribution and reserves
- Occupy home as primary residence (renting is NOT allowed)

**First Responders and Educators DALP: no property ownership in San Francisco in the past 3 years. Household size compatibility does not apply.*

San Francisco Unadjusted Area Median Income

As of May 11, 2022, household income limits are:

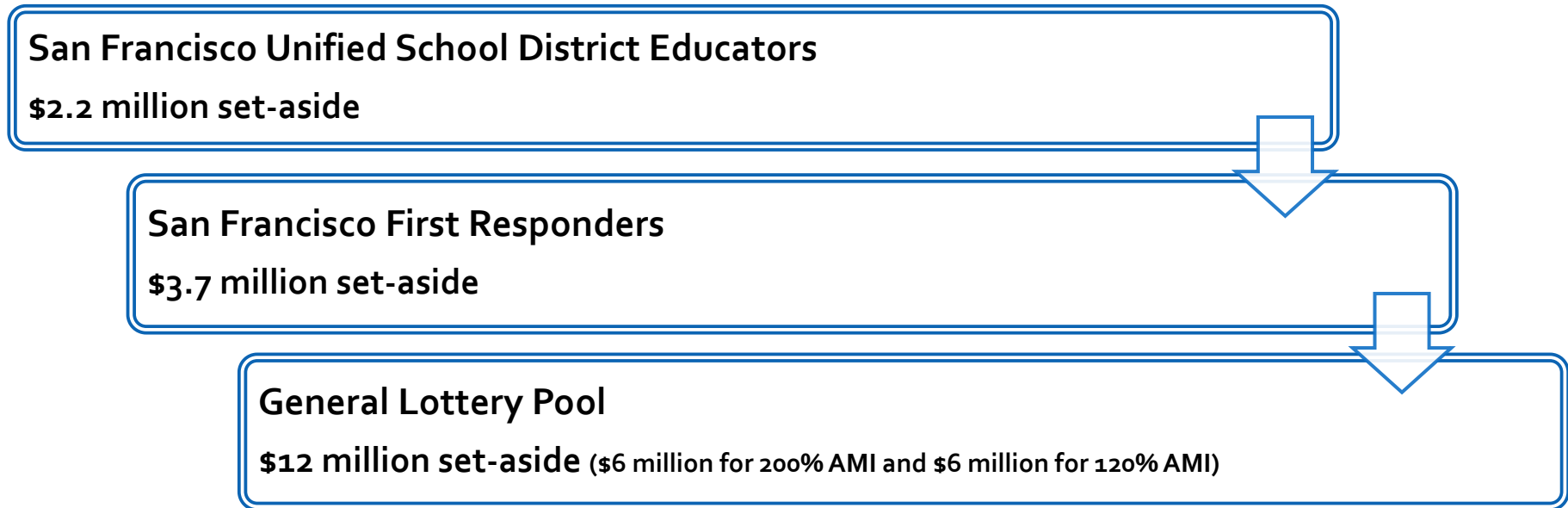
Persons per Household	One	Two	Three	Four
120%	\$116,400	\$133,000	\$149,650	\$166,250
200%	\$194,000	\$221,700	\$249,400	\$277,100

Area Median Income (AMI) Chart is available at:

<https://sfmohcd.org/sites/default/files/Documents/MOH/BMR%20Ownership/2022%20AMI-IncomeLimits.pdf>

2023 AMI COMING SOON!

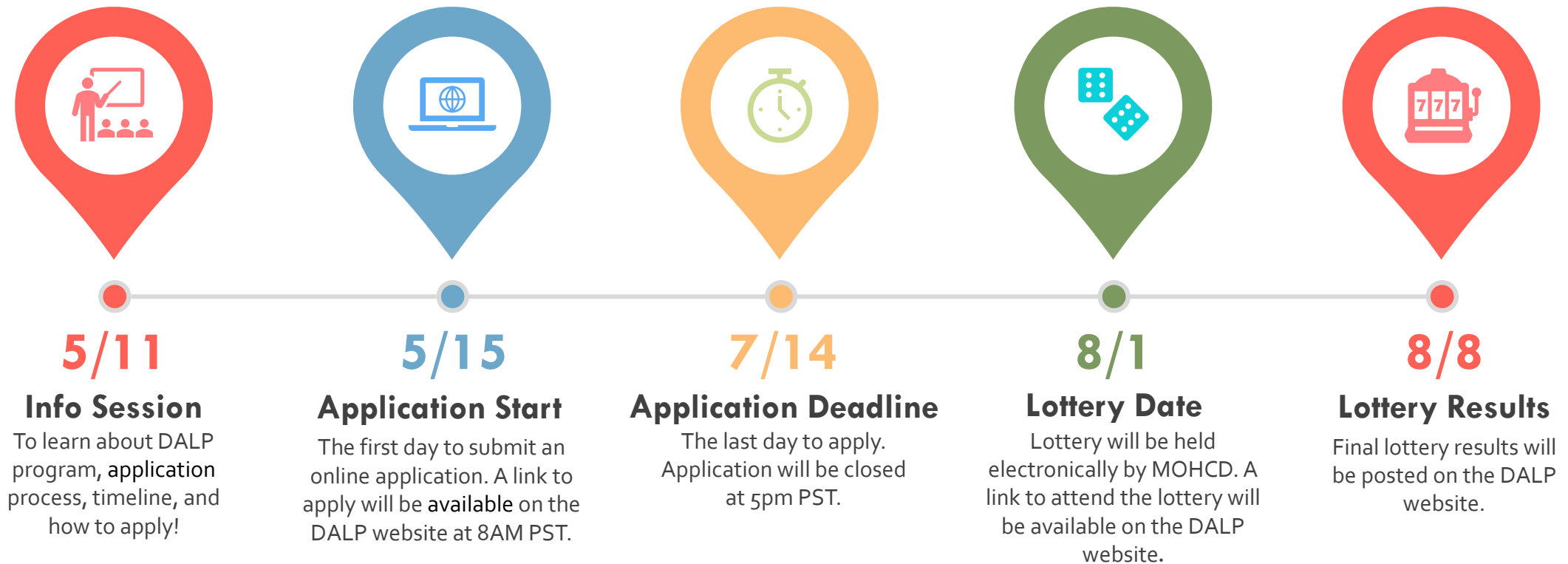
DALP Lottery Pools



- Applications from the general public, first responders, and educators will go into the same lottery.
- No lottery preferences are applied to the DALP program.
- Applications are reviewed in order of lottery rank by the following: Educators DALP, FRDALP, and General DALP
- First Responder and Educator applicants who are not selected in the lottery under the FRDALP and Educators-DALP pools can still be considered in the general DALP lottery pool under the DALP funds if they meet the DALP requirements including the income limits of the funding sources.
- Each household can only reserve funds under one program (General Public, First Responders, or Educators) if selected.
- **Only ONE** application can be submitted per applicant. Duplicate applications will cause both applications to be removed.

Application & Lottery Timeline

To sign up for the MOHCD Email Housing Alert to get instant updates on the 2023 DALP!



How to Apply?



Apply at <https://sfmohcd.org/dalp>
or at <https://housing.sfgov.org>

Step 1: Complete a 10-hour first-time homebuyer education through a MOHCD-approved housing counseling agency (Register at Homeownershipsf.org).

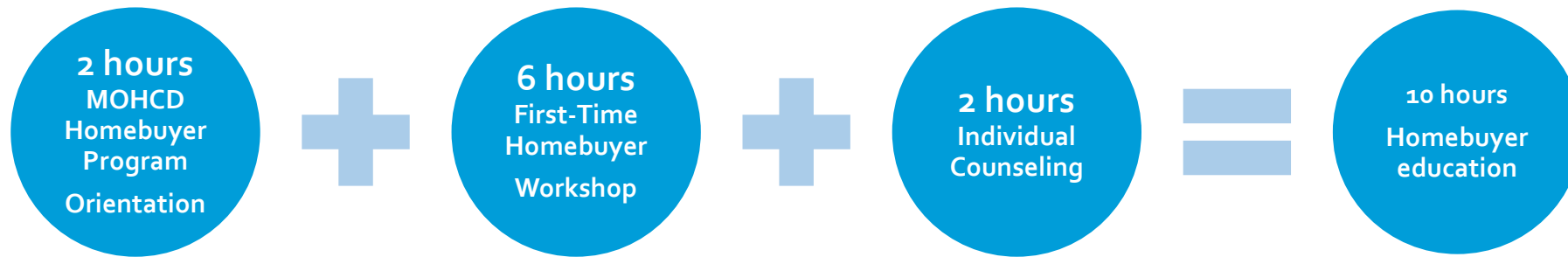
Step 2: Get a Pre-Approval on the 1st mortgage from a MOHCD-approved lender.

Your pre-approval letter must contain the sales price of a market-rate property, the maximum first loan amount, and the DALP loan amount. A pre-approval letter for a below-market-rate (BMR) property will not be accepted.

Step 3: Submit an online application before the application deadline.

Complete first-time homebuyer education (Program Orientation + Workshops + Individual Counseling)

First-time homebuyer education:



1. **MOHCD Homebuyer Program Orientation:** Detailed information about MOHCD-sponsored programs and assistance for first-time homebuyers
2. **First-Time Homebuyer Workshop:** Preparation for homeownership and mortgage readiness.
3. **Individual Counseling:** Focusing on buyer's own financial situation and homeownership goals and barrier removal.

Homebuyer Education must be completed through one of five approved housing counseling agencies

Register at: www.homeownershipsf.org/homebuyers/

ASIAN, inc.



**THE SF LGBT
CENTER**





MOHCD Approved Lender List

Your pre-approval letter must be dated within 120 days from the date of your lottery application.

A pre-approval letter for a below-market-rate (BMR) property will not be accepted for applying to DALP.

DALP Lender List: click [here](#)
or visit <https://sfmohcd.org/dalp>

Find a lender for downpayment and mortgage assistance programs

April 12, 2023

The first step to purchasing a MOHCD sponsored home is to [complete homebuyer education](#).

Please be advised that our lender partners are working at full capacity. Please allow lenders several weeks to review and process your requests.

List of approved Lenders for the Downpayment and Mortgage Assistance programs who can provide a pre-approval letter for the purchase of market rate housing:

To get a pre-approval letter for the purchase of Below Market Rate units, view the [list of lenders](#) who are approved for the Mixed-Income Below Market Rate Program.

Absolute Home Loans

Scott Keller, NMLS 963841

415-794-7841

smsinsf@pacbell.net

BMR, DALP, DK-DALP, MCC, Accepting new MOHCD clients

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DALP APPLICATION SUBMISSION

Do not submit multiple
applications for DALP

Apply at <https://sfmohcd.org/dalp>
or at <https://housing.sfgov.org>



SAN FRANCISCO MAYOR'S OFFICE OF HOUSING AND COMMUNITY DEVELOPMENT

2023 Downpayment Assistance Loan Program (DALP) Pre-Approval Application

BEFORE APPLYING

Make sure you:

1. Meet our first-time homebuyer requirements
Haven't owned residential property anywhere in the past 3 years. If you're a first responder or SFUSD educator, you can't have owned residential property in San Francisco in the past 3 years.
2. Meet our [income requirements](#)
3. Complete [homebuyer education](#)
4. Get pre-approved for a mortgage loan by a [lender on our list](#)
Your pre-approval letter must contain the sales price of a market-rate property, the maximum first loan amount, and the DALP loan amount. A pre-approval letter for a below-market-rate (BMR) property will not be accepted.
5. Have enough in savings to make a 1% minimum contribution and have 2 months of housing costs in reserves.

Read our [full list of requirements](#) for more details.

Start



[View a previous submission or resume a draft](#)

CONTACT EMAIL

sfhousinginfo@sfgov.org

DEADLINE

Jul 14 at 5:00pm

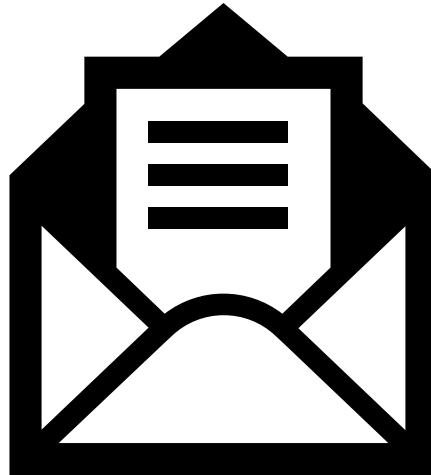
In your local timezone (GMT -7)

HAVING TROUBLE SUBMITTING YOUR APPLICATION?

If you're having trouble submitting your application or need to update information on your application, contact MOHCD at sfhousinginfo@sfgov.org.

NEED HELP?

If you need more information or assistance with your application, contact HomeownershipSF: (415) 202-5464 or info@homeownershipsf.org.

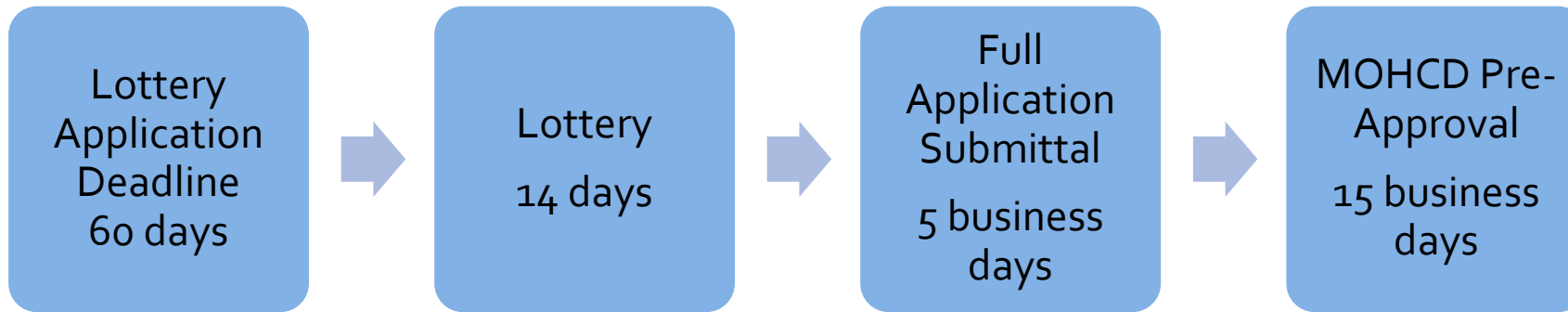


What To Expect Next

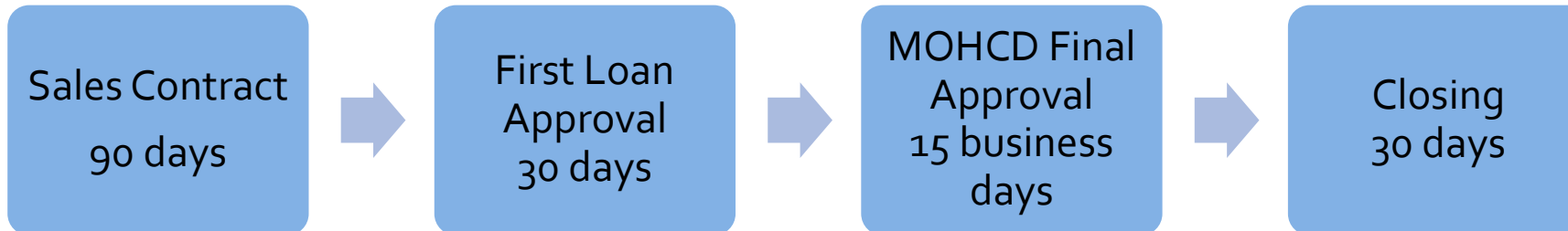
- We will send the lottery ticket number to the email address you provided in the application in 5-7 business days. Please check your spam or junk email folder.
- The lottery is scheduled for **August 1, 2023**, and will be held virtually (not in person). On the day of the lottery, we will post a link to the virtual event at <https://sfmohcd.org/dalp>.
- The lottery results will be available on **August 8, 2023**, at <https://sfmohcd.org/dalp>.

Application Process

Phase I (DALP Pre-Approval):



Phase II (DALP Final Approval):



Get Ready, Stay Ready!

After the lottery, MOHCD will contact applicants in the order determined by the lottery rank. If you are contacted, you will be invited to fill out a more detailed application and provide supporting documents within 5 business days of being contacted.

MOHCD will contact applicants and process applications in the following rank order: Educators DALP, First Responders DALP, and General DALP.

Depending on your lottery rank, it may be several months to a year before MOHCD contacts you.

Let your counselor know if you are going out of town and the best way to reach you.

Need Help?

If you need more information or assistance with your DALP application, contact HomeownershipSF: (415) 202-5464 or info@homeownershipsf.org.

If you're having trouble submitting your application or need to update information on your application, contact MOHCD at sfhousinginfo@sfgov.org.



QUESTIONS

sfhousinginfo@sfgov.org