



News from NeighborWorks Montana's Lending Department

Our New Website is Live!



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Creating Housing Opportunities Across Montana

Lending: For Lenders

[FOR CLIENTS](#) [FOR LENDERS](#) [CURRENT CLIENTS](#)

CREATING SUCCESSFUL HOMEOWNERS

We know you want to be able to help every client that walks through your door. Some clients are ready to go with a conventional mortgage, while others need more options to achieve their goal of homeownership. NeighborWorks Montana loan products can help more of your clients become successful homeowners, with the financing that best meets their needs.



We are happy to announce that our new website is now live. Our hope was to present a site that is easy to navigate, full of helpful information, and representative of our lenders across the state.

nwmt.org/lending/for-lenders

How to get to your information:

- From the homepage, you can click the 'Lending' link along the top, then click the 'For Lenders' link
- Click 'Lending' from the "What We Do" section
- Click the links found under the "Lenders" section in the black bar at the very bottom of each page

OUR PRODUCTS

Our loan products are designed to help clients cover down payment and closing costs, and make a home purchase affordable. For many products and areas clients do not have to be first time homebuyers, can have incomes up to 125% AMI and can contribute as little as 1% cash down. [See income matrix here.](#)

20+ Community Second

- Amortizing second loan
- Incomes up to 120% AMI
- Statewide with participating lenders
- \$10,000 to \$50,000
- [See overview and client success here](#)
- [See matrix of terms here](#)

State HOME Deferred

- 0% deferred loan
- Incomes up to 80% AMI
- Must be a first time homebuyer
- In qualified areas – see map here
- \$2,500 to \$40,000
- [See overview and client success here](#)
- [See matrix of terms here](#)

Statewide Low-Mod

- Amortizing second loan
- Incomes up to 125% AMI
- Statewide with lower interest rates for participating lenders
- \$1,500 to \$10,000
- [See overview and client success here](#)
- [See matrix of terms here](#)

Once you reach the 'For Lenders' page, you will find information and links that cover our lending products, as well as forms and resources.



FORMS AND RESOURCES

If you have a borrower who you think might benefit from a NeighborWorks Montana loan, give one of our lending staff a call. They will talk through the options with you and make the loan process easy. They will work through the income qualifications, and other requirements such as debt to income and asset restrictions. The income guidelines can give you a sense of whether your client will qualify for particular programs, and the reservation checklist is what you'll need to complete so our lending team has a full loan package for our underwriting. We can turn packages around quickly as long as they are complete.

[Income Guidelines \(PDF\)](#)

[Reservation Checklist \(DOC\)](#)

[Program Matrix \(PDF\)](#)

ABOUT HOMEBUYER EDUCATION



FIND AN UPCOMING CLASS NEAR YOU

Homebuyer education is one of the many services offered by NeighborWorks Montana's network partner organizations. For aspiring homeowners, many organizations also offer one-on-one homebuyer counseling both in person and via phone. Find an organization near you to learn more about the services they offer, register for a class and schedule a counseling session.

Search by County

[Search by County](#)

Search by Category

[Search by Category](#)

Education can be a vital tool in helping clients understand the journey that they are embarking on when it comes to purchasing a home. Please encourage your clients to consider our Homebuyer Education (HBE) course early in their process, so that they may reap the full benefit of the information provided. This HUD certified class is a great resource, even for those who may not need to utilize our loan products or programs, and is a requirement for those who do need our assistance.

Through NeighborWorks Montana's state-wide partners, we try to have clients attend the in-person class in their area as much as possible. You can direct them to the <https://www.nwmt.org/homeownership/> page on our website to find a partner in their area. While the benefits of attending class

in person are many, we do recognize that our partner network is unable to reach every area within the State. If they are unable to take the in-person class, please have them call us at 1-866-587-2244 to speak with us about the option of the eHome online course.

As always, we are here if you have questions or need more information. Please feel free to contact us at (406) 761-5861 to speak with our Loan Specialists, Lori Yurko or Kandice Ehler.

You can also reach them by email:

**Lori Yurko: lyurko@nwmt.org
Kandice Ehler: kehler@nwmt.org**

