



HOMEOWNERSHIP EQUITY PROGRAM (HEP)

GUIDELINES AND PROGRAM MANUAL

July 2026

9200 Basil Court, Suite 306, Largo, Maryland 20774
Office – (301) 883-5456
TDD – (301) 883-5428 for Hearing Impaired Only
Fax – (301) 883-5291 Telephone Transmitted Only
Information Line – (301) 883-5456

<https://www.princegeorgescountymd.gov/departments-offices/housing-community-development>

TABLE OF CONTENTS

TOPIC	PAGE
1. Eligible Properties	3
2. Eligible Zip Codes	3
3. Applicant Eligibility	3
4. Credit and Mortgage Standards	4
5. Debt Ratio Standards	4
6. Loan Amounts	5
7. Repayment Requirements & Affordability Period	5
8. Interest Rate	5
9. Primary Residency Requirement	5
10. Household Income & Income Determination	5
11. Home Inspection Compliance	9
12. Purchaser's Minimum Cash Contribution	9
13. Money Returned to Borrower	9
14. Seller Contribution	10
15. Application Process	10
16. Getting Started	11
17. Participating Lenders & Certification Requirements	12
18. Lender Fees	12
19. Realtor Training	12
20. Home Buying Counseling	12
21. Title Company Requirements	12
22. Title Company Fees	12
23. HEP short sale policy	13
24. HEP Subordination policy	14
25. HEP Payoff Request	14

INTRODUCTION

Fostering and promoting affordable homeownership is a key housing policy strategy for Prince George's County. The **PRINCE GEORGE'S COUNTY HOMEOWNERSHIP EQUITY PROGRAM (HEP)** supports this strategy by providing home purchase assistance to eligible **County residents who are first-time buyers** to purchase residential properties located within designated Prince George's County ZIP codes or neighborhoods inside I-495 (the Capital Beltway). The Homeownership Equity Program, subject to funding, shall provide zero percent (0%) interest, forgivable down payment assistance loans. The Program is funded by the **Housing Investment Trust Fund**. The Prince George's County Department of Housing and Community Development (DHCD) administers the Program in partnership with participating lenders, realtors, and housing counseling agencies that are approved by the U. S. Department of Housing and Urban Development (HUD).

1. ELIGIBLE PROPERTIES

Single family dwelling units, townhouses and condominiums are eligible for assistance. Eligible properties include re-sales, short sales, new construction, and foreclosures.

The Seller must certify in an Affidavit provided by the Program, that the property is owner occupied, vacant or not lawfully occupied by a tenant at the time of initial contract; and, that the Seller has not unlawfully evicted a tenant or refused to renew a lease in anticipation of an initial contract offer where the purchase is to be funded in part by Program funds.

2. ELIGIBLE ZIP CODES

Refer to Exhibit A of these guidelines.

3. APPLICANT ELIGIBILITY

Applications will be accepted with no discrimination as to race, color, religion, creed, national origin, sex, marital status, physical or mental disability or sexual orientation.

Applicants must be a first-time homebuyer and may meet one or more of the following criteria:

- A. County residents that are public sector workers;
- B. County residents that are former renters in the designated ZIP codes or neighborhoods inside the I-495 Capital Beltway; or
- C. County residents with multigenerational caregivers.

Applicants must agree to live in the home being purchased as their principal residence and may not own any additional property.

Co-Borrower will need to meet all other eligibility requirements.

Applicants must be 18 years of age or older.

Applicant's household annual income must not exceed **120%** of the area median income (AMI) for the Washington-Arlington-Alexandria, DC-VA-MD-WV Metropolitan Statistical Area. See chart on page 6.

Applicants must contribute a minimum amount of \$1,000.00 towards the purchase of the home. This includes: earnest money deposits, appraisal fee, inspection fees, homeowner's insurance premium, credit reports, termite inspection, and housing counseling fee.

Applicants must complete an 8-hour counseling class provided by a HUD Certified housing counseling agency and receive a Certificate of Completion. A list of HUD approved counseling agencies is provided on the website, <https://www.princegeorgescountymd.gov/departments-offices/housing-community-development>.

Applicants must be **Creditworthy** and able to qualify for a first mortgage through a **Certified Participating Lender**. A list of lenders is provided on the website referenced above.

Applicants must have an eligible ratified Contract of Sale on a residential property located in Prince George's County inside the Capital Beltway I-495.

4. CREDIT AND MORTGAGE STANDARDS

a. Credit Score

The Program does not require a specific credit score. However, applicants must be able to meet all credit requirements or credit score benchmarks required by a Certified Participating Lender to obtain a first mortgage. Individuals that have been unable to obtain approval for a mortgage by a Certified Participating Lender or have credit issues, are advised to contact a housing counseling agency to obtain credit counseling. A list of HUD approved counseling agencies is provided on the website. <https://www.princegeorgescountymd.gov/departments-offices/housing-community-development>.

b. First Mortgage

Adjustable rate or balloon payment mortgages are ineligible under the Program. Applicants may use FHA or Conventional first mortgage loan products. Applicants may also combine **HEP** homeownership assistance with other non-county-funded homeownership programs. Applicants may only qualify for one Prince George's County homeownership program. If applicable applicant must provide approval letter from 3rd party homeownership program with additional loan amount. This information is needed to determine the **HEP** loan amount.

There is absolutely **NO MONEY BACK** to purchasers at settlement.

5. DEBT RATIO STANDARDS

To minimize the risk of defaults or foreclosures on properties financed through the Program, housing cost Debt to Income Ratio or front end (DTI) of **35%** and the back-end ratio or total DTI of **47%** or lower is required for all applicants. **DTI of 35.01 or 47.01% or higher will not be accepted. No Exceptions on front or back ratio.**

6. LOAN CONDITIONS & AMOUNT

Assistance under the Program shall consist of zero percent (0%) interest rate loan secured by a second mortgage on the property.

The loan term shall be deferred for 5 years and shall be forgiven at a rate of 20% per year (fully forgiven after 5 years if the property is owner-occupied).

Loans may be paid off with no penalty assuming applicants are not defaulted. .

The approved loan amount is based on need and may be up to **\$30,000.00**, per qualifying buyer.

7. REPAYMENT REQUIREMENTS AND AFFORDABILITY PERIOD

There will be no monthly payment on the **HEP** loan. The **HEP** loan will be a 5-year deferred forgivable payment loan, secured by the property, as a second trust. The remaining balance of the loan, if not fully forgiven, is due upon sale, transfer of the property, if the property ceases to be the primary residence of the borrower, or the property doesn't meet **HEP** guidelines when applying for a streamline refinance (see subordination policy on website). <https://www.princegeorgescountymd.gov/departments-offices/housing-community-development>.

Applicants must agree to maintain the house as their primary residence.

8. INTEREST RATE

The interest rate on the **HEP** approved loan will be 0%. However, in the event of a default, the outstanding balance will become due & payable at an annual interest rate of 5.75%, beginning the date of default.

9. PRIMARY RESIDENCY RESTRICTIONS

The **HEP** does not provide assistance to investors or for the purchase of rental properties or second homes. Therefore, the prospective property must be the applicant's primary residence for the entire length of the loan term. At the closing of the loan, the borrower will be required to sign a Regulatory Agreement and Declaration of Covenants document that will be recorded in the land records of Prince George's County, agreeing to comply with the primary residency requirements. In addition, loan recipients will be required to provide annual written certification of compliance with the primary residency requirement.

10. HOUSEHOLD INCOME LIMITS AND INCOME DETERMINTION

Household income for qualification of assistance under the **HEP** will be determined by calculating the income of all members of the household 18 years and above, regardless of whether the household member is an applicant on the first mortgage loan. For example, in the case of a husband and wife where the wife is the loan applicant because of more favorable credit, and the husband is not an applicant, the **HEP** will count the income of both the husband and the wife in the eligibility decision. If a household member is 18 years or older and not working, proof must be provided from the Social Security Administration that there has been NO reportable income under that person's social security number. Applicants for the **HEP** must have a gross annual household income within **80% and 120%** of the area median income, adjusted for family size:

Table I: Income Limits - Effective: June 1, 2026

**INCOME CHART
120% AMI**

1 Person	2 Person	3 Person	4 Person	5 Person	6 Person	7 Person	8 Person
\$139,500	\$159,450	\$179,400	\$199,300	\$215,250	\$231,200	\$247,150	\$263,100

In calculating household income, **HEP** follows HUD’s Part 5 annual income definition at 24 CFR 5.609. The Part 5 definition of annual income is the gross amount of income of all adult household members that is anticipated to be received during the coming 12-month period, and income earned from assets (In general, an asset is a cash or a non-cash item that can be converted to cash. It is the income earned from the asset - not the value of the asset - that is counted.)

WHAT SHOULD I INCLUDE WHEN DETERMINING HOUSEHOLD INCOME?

General Category	Explanation
1. Income from wages, salaries, tips, etc.	The full amount, before any payroll deductions, of wages and salaries, overtime pay, commissions, fees, tips and bonuses, and other compensation for personal services.
2. Business Income	The net income from the operation of a business or profession. Expenditures for business expansion or amortization of capital indebtedness shall not be used as deductions in determining net income. An allowance for depreciation of assets used in a business or profession may be deducted, based on straight-line depreciation, as provided in Internal Revenue Service regulations. Any withdrawal of cash or assets from the operation of a business or profession will be included in income, except to the extent the withdrawal is reimbursement of cash or assets invested in the operation by the family.
3. Interest & Dividend Income	Interest, dividends, and other net income of any kind from real or personal property. Expenditures for amortization of capital indebtedness shall not be used as deductions in determining net income. An allowance for depreciation is permitted only as authorized in number 2 (above). Any withdrawal of cash or assets from an investment will be included in income, except to the extent the withdrawal is reimbursement of cash or assets invested by the family. Where the family has net family assets in excess of \$5,000, annual income shall include the greater of the actual income derived from all net family assets or a percentage of the value of such assets based on the current passbook savings rate, as determined by HUD.
4. Retirement & Insurance Income	The full amount of periodic amounts received from Social Security, annuities, insurance policies, retirement funds, pensions, disability or death benefits, and other similar types of periodic receipts, including a lump-sum amount or prospective monthly amounts for the delayed start of a periodic amount (except as provided in number 14 of Income Exclusions).
5. Unemployment & Disability Income	Payments in lieu of earnings, such as unemployment and disability compensation, worker's compensation, and severance pay (except as provided in number 3 of Income Exclusions).
6. Welfare Assistance	Welfare Assistance. Welfare assistance payments made under the Temporary Assistance for Needy Families (TANF) program are included in annual income: <ul style="list-style-type: none"> ▶ Qualify as assistance under the TANF program definition at 45 CFR 260.31; and ▶ Are otherwise excluded from the calculation of annual income per 24 CFR 5.609(c).

	<p>If the welfare assistance payment includes an amount specifically designated for shelter and utilities that is subject to adjustment by the welfare assistance agency in accordance with the actual cost of shelter and utilities, the amount of welfare assistance income to be included as income shall consist of:</p> <ul style="list-style-type: none"> ▶ the amount of the allowance or grant exclusive of the amount specifically designated for shelter or utilities; plus ▶ The maximum amount that the welfare assistance agency could in fact allow the family for shelter and utilities. If the family's welfare assistance is reduced from the standard of need by applying a percentage, the amount calculated fewer than 24 CFR 5.609 shall be the amount resulting from one application of the percentage.
7. Alimony, Child Support, & Gift Income	Periodic and determinable allowances, such as alimony and child support payments, and regular contributions or gifts received from organizations or from persons not residing in the dwelling.
8. Armed Forces Income	All regular pay, special day and allowances of a member of the Armed Forces (except as provided in number 7 of Income Exclusions).

WHAT IS EXCLUDED WHEN DETERMINING HOUSEHOLD INCOME

General Category	Explanation
1. Income of Children	Income from employment of children (including foster children) under the age of 18 years.
2. Foster Care Payments	Payments received for the care of foster children or foster adults (usually persons with disabilities, unrelated to the tenant family, who are unable to live alone).
3. Inheritance and Insurance Income	Lump-sum additions to family assets, such as inheritances, insurance payments (including payments under health and accident insurance and worker's compensation), capital gains and settlement for personal or property losses (except as provided in number 5 of Income Inclusions).
4. Medical Expense Reimbursements	Amounts received by the family that are specifically for, or in reimbursement of, the cost of medical expenses for any family member.
5. Income of Live-in Aides	Income of a live-in aide (as defined in 24 CFR 5.403).
6. Disabled Persons	Certain increases in income of a disabled member of qualified families residing in HOME-assisted housing or receiving HOME tenant-based rental assistance (24 CFR 5.671(a)).
7. Student Financial Aid	The full amount of student financial assistance paid directly to the student or to the educational institution.
8. Armed Forces Hostile Fire Pay	The special pay to a family member serving in the Armed Forces who is exposed to hostile fire.
9. Self-Sufficiency Program Income	<ul style="list-style-type: none"> a. Amounts received under training programs funded by HUD. b. Amounts received by a person with a disability that are disregarded for a limited time for purposes of Supplemental Security Income eligibility and benefits because they are set aside for use under a Plan to Attain Self-Sufficiency (PASS). c. Amounts received by a participant in other publicly assisted programs that are specifically for, or in reimbursement of, out-of-pocket expenses incurred (special equipment, clothing, transportation, childcare, etc.) and which are made solely to allow participation in a specific program. d. Amounts received under a resident service stipend. A resident service stipend is a modest amount (not to exceed \$200 per month) received by a resident for performing a service for the PHA or owner, on a part-time basis, that enhances the quality of life in the development. Such services may include, but are not limited to, fire patrol, hall monitoring, lawn maintenance, resident initiatives coordination, and serving as a member of the PHA's governing board. No resident may receive more than one such stipend during the same period of time. e. Incremental earnings and benefits resulting to any family member from participation in qualifying state or local employment training programs (including training not affiliated with a local government) and training of a family member

	as resident management staff. Amounts excluded by this provision must be received under employment training programs with clearly defined goals and objectives, and are excluded only for the period during which the family member participates in the employment training program.
10. Gifts	Temporary, nonrecurring, or sporadic income (including gifts).
11. Reparations	Reparation payments paid by a foreign government pursuant to claims filed under the laws of that government by persons who were persecuted during the Nazi era.
12. Income from Full-time Students	Earnings in excess of \$480 for each full-time student 18 years old or older (excluding the head of household or spouse).
13. Adoption Assistance Payments	Adoption assistance payments in excess of \$480 per adopted child.
14. Social Security & SSI Income	Deferred periodic amounts from SSI and Social Security benefits that are received in a lump sum amount or in prospective monthly amounts.
15. Property Tax Refunds	Amounts received by the family in the form of refunds or rebates under state or local law for property taxes paid on the dwelling unit.
16. Home Care Assistance	Amounts paid by a state agency to a family with a member who has a developmental disability and is living at home to offset the cost of services and equipment needed to keep this developmentally disabled family member at home.
17. Other Federal Exclusions	<p>Amounts specifically excluded by any other federal statute from consideration as income for purposes of determining eligibility or benefits under a category of assistance programs that includes assistance under any program to which the exclusions of 24 CFR 5.609(c) apply, including:</p> <ul style="list-style-type: none"> ▶ The value of the allotment made under the Food Stamp Act of 1977; ▶ Payments received under the Domestic Volunteer Service Act of 1973 (employment through VISTA, Retired Senior Volunteer Program, Foster Grandparents Program, youthful offender incarceration alternatives, senior companions); ▶ Payments received under the Alaskan Native Claims Settlement Act; ▶ Income derived from the disposition of funds to the Grand River Band of Ottawa Indians; ▶ Income derived from certain sub marginal land of the United States that is held in trust for certain Indian tribes; ▶ Payments or allowances made under the Department of Health and Human Services' Low-Income Home Energy Assistance Program; ▶ Payments received under the Maine Indian Claims Settlement Act of 1980 (25 U.S.C. 1721); ▶ The first \$2,000 of per capita shares received from judgment funds awarded by the Indian Claims Commission or the U.S. Claims Court and the interests of individual Indians in trust or restricted lands, including the first \$2,000 per year of income received by individual Indians from funds derived from interests held in such trust or restricted lands; ▶ Amounts of scholarships funded under Title IV of the Higher Education Act of 1965, including awards under the Federal work-study program or under the Bureau of Indian Affairs student assistance programs; ▶ Payments received from programs funded under Title V of the Older Americans Act of 1985 (Green Thumb, Senior Aides, Older American Community Service Employment Program); ▶ Payments received on or after January 1, 1989, from the Agent Orange Settlement Fund or any other fund established pursuant to the settlement in the in Re Agent Orange product liability litigation, M.D.L. No. 381 (E.D.N.Y.); ▶ Earned income tax credit refund payments received on or after January 1, 1991, including advanced earned income credit payments; ▶ The value of any child care provided or arranged (or any amount received as payment for such care or reimbursement for costs incurred for such care) under the Child Care and Development Block Grant Act of 1990;

- ▶ Payments received under programs funded in whole or in part under the Job Training Partnership Act (employment and training programs for Native Americans and migrant and seasonal farm workers, Job Corps, state job training programs and career intern programs, AmeriCorps);
- ▶ Payments by the Indian Claims Commission to the Confederated Tribes and Bands of Yakima Indian Nation or the Apache Tribe of Mescalero Reservation;
- ▶ Allowances, earnings, and payments to AmeriCorps participants under the National and Community Service Act of 1990;
- ▶ Any allowance paid under the provisions of 38 U.S.C. 1805 to a child suffering from spina bifida who is the child of a Vietnam veteran;
- ▶ Any amount of crime victim compensation (under the Victims of Crime Act) received through crime victim assistance (or payment or reimbursement of the cost of such assistance) as determined under the Victims of Crime Act because of the commission of a crime against the applicant under the Victims of Crime Act; and
- ▶ Allowances, earnings, and payments to individuals participating in programs under the Workforce Investment Act of 1998.

BUYERS ARE WARNED NOT TO SPEND MONEY FOR REPAIRS ON A SELLER OWNED PROPERTY PRIOR TO CLOSING DUE TO THE RISK THAT THE LOAN MAY NOT CLOSE, ALSO DUE TO THE HEP REQUIREMENT THAT NO CASH BE DISBURSED OR “REIMBURSED” TO THE BUYER AT SETTLEMENT.

11. HOME INSPECTION COMPLIANCE

The HEP requires buyers to obtain their own home inspection by a licensed Inspector. The Program requires a copy of the invoice and the Inspector’s license, as proof that the home Inspection has been completed. The inspection report is not required.

12. PURCHASER’S MINIMUM CASH CONTRIBUTION

Applicants must contribute **\$1,000.00** to the purchase of the property. Payments of any upfront costs by the purchaser including Earnest Money Deposit (EMD), lender application fees, appraisals, inspections and housing counseling fees may be credited to this requirement. In some cases, the purchaser’s contribution when considering EMDs and upfront costs may exceed the required cash contribution, which is only a **MINIMUM CASH REQUIREMENT, NOT A MAXIMUM REQUIREMENT.**

13. MONEY RETURNED TO BORROWER

BORROWER IS PROHIBITED FROM RECEIVING MONEY BACK AT SETTLEMENT. BUYERS ARE WARNED NOT TO PAY FOR REPAIRS ON PROPERTY THEY DO NOT OWN. ANY BUYER- FUNDED REPAIRS MADE PRIOR TO CLOSING OR AT CLOSING WILL NOT COUNT TOWARDS PURCHASER’S MINIMUM CASH CONTRIBUTION OR WILL THERE BE ANY REIMBURSEMENT TO THE BUYER AT CLOSING.

14. SELLER CONTRIBUTION

Sellers are encouraged to contribute at least **3%** of the purchase price toward borrower's closing costs. Borrowers are advised to consult with their lender before writing an offer to ensure that the seller contributions negotiated can be utilized.

15. APPLICATION PROCESS

Applications to the Program can only be submitted by a **Certified Participating Lender**. All required application intake documents on the **HEP** submission check list must be submitted with an application. **ONLY COMPLETE APPLICATIONS WILL BE ACCEPTED. ALL INCOMPLETE PACKAGES WILL BE RETURNED IMMEDIATELY TO THE LENDER.**

The Program **requires 21-business days (Not including Federal Holidays) to process and close an application after all documents on the Application Checklist are received. HEP operates on the Federal Government Closing schedule. Files submitted to HEP with no activity for 30 days will be returned to Lender.**

Failure to submit items on the conditional approval, particularly the Certified Participating Lender's Clear to Close will cause significant delays and add to the **21-business day** timeline.

In addition, please note that the **21- business days processing time does not include the number of days an application has been in the underwriting pipeline of a Certified Participating Lender. THEREFORE, NO APPLICATION WILL BE ACCEPTED FROM A CERTIFIED PARTICIPATING LENDER UNLESS THERE IS AT LEAST 21-BUSINESS DAYS REMAINING ON THE FINAL SALES CONTRACT OR AN EXECUTED AMENDMENT TO THE SALES CONTRACT IS PROVIDED, EXTENDING THE CONTRACT FOR AT LEAST 21 BUSINESS DAYS. NOT INCLUDING FEDERAL HOLIDAYS. ON, SHORT SALES THE ADDENDUM MUST BE SIGNED BY THE SHORT SALE BANK, NOT THE SELLER.**

DO NOT ATTEMPT TO SUBMIT AN APPLICATION WITH LESS THAN THE REQUIRED ALLOCATED TIME, AS IT WILL NOT BE ACCEPTED.

FILES SUBMITTED THAT HAVE NOT HAD ANY ACTIVITY FOR THIRTY DAYS WILL BE RETURNED.

The submittal of an application by a Certified Participating Lender does not guarantee that the application will be funded as applications are approved and funded on a first come, first ready basis. For example, if approval of an application is conditioned upon obtaining clearance to close from the first lender, or clearing a title condition, it is quite possible that funds could be depleted while an application is in the pipeline, by other loans that are cleared and ready to go. Therefore, it is strongly advised that Certified Participating Lenders and their team work to ensure that the application is submitted as complete and "clean" as possible.

Due to internal County Agency requirements, **HEP** closing department requires **7 business days (not including Federal Holidays)**, from the time file is placed in the closing department with receipt of final documents from 1st trust lender, i.e., signed clear to close from the underwriter, to close your loan, **not including Federal Holidays.**

16. GETTING STARTED

Applications must be submitted through a **Certified Participating Lender** listed on DHCD website. <https://www.princegeorgescountymd.gov/departments-offices/housing-community-development>.

You must have an executed sales contract to purchase an eligible residential property, before you can complete a **HEP** loan application with a **Certified Participating Lender**. You must also complete a minimum 8-hour housing counseling course provided by a HUD certified housing counseling agency.

Do not contact the Prince George's County Department of Housing and Community Development for an application.

Follow these steps if you are interested in the Program:

1. Contact a **HEP** Certified Participating Lender to get pre-approved for a first mortgage only. This pre-approval comes after a review of your credit and income. This generally provides a benchmark amount of what the bank will lend you to purchase a house and is subject to final underwriting and approval. **PLEASE NOTE THAT A CERTIFIED PARTICIPATING LENDER CANNOT APPROVE YOU FOR HEP. ALSO, A PRE-APPROVAL FOR A FIRST MORTGAGE BY A CERTIFIED PARTICIPATING LENDER DOES NOT GUARANTEE APPROVAL OF YOUR APPLICATION FOR A HEPHEP LOAN.**
2. Contact your real estate agent to identify properties in Prince George's County.
3. Complete an 8-hour housing counseling course provided by a HUD Certified Housing Counseling Agency. Download a list of HUD approved counseling agencies from <https://www.princegeorgescountymd.gov/departments-offices/housing-community-development>.
4. When you have successfully negotiated, and ratified a contract to purchase a residential property, contact a Certified Participating Lender to apply for the first mortgage. The Certified Participating Lender will submit your application to the **HEP** after obtaining a conditional approval for your 1st trust loan.
5. Monitor the processing time of your application by the **Certified Participating Lender**. The **HEP** will not accept an application from a Certified Participating Lender unless there are at least 21 business days (not including Federal Holidays) remaining on the contract term or an amendment is in place extending the contract by at least 21 business days.
6. Work with your lender and real estate agent to complete the loan package, underwriting and address any issues necessary to receive approval for the first mortgage and submittal of your **HEP Application**.
7. **PROVIDE ALL REQUESTED INFORMATION TO THE CERTIFIED PARTICIPATING LENDER, REALTOR, TITLE COMPANY AND HEP STAFF IN A TIMELY MANNER.**
8. Settle on your Home!!!!

17. CERTIFIED PARTICIPATING LENDERS & CERTIFICATION REQUIREMENTS

In order to submit an application to the **HEP**, a lender must be approved. Each loan officer participating in the **HEP** must have attended a training class and be certified to submit applications.

Upon completion of training, the **HEP** issues a Loan Officer Certification Number. The **LOAN OFFICER CERTIFICATION NUMBER MUST APPEAR ON ALL APPLICATIONS SUBMITTED TO THE HEP. CERTIFIED PARTICIPATING LENDERS WILL BE DROPPED FROM THE PROGRAM IF THE LOAN OFFICER CERTIFICATION NUMBER IS ABUSED.**

18. LENDER FEES

Lenders are allowed to charge up to **3 points (3%) max (including Loan Origination, Underwriting, and Application / Processing fee)**. If additional points/fees are charged to buy the rate down, a rate lock confirmation will be required when the application is submitted.

19. REALTOR TRAINING

Although realtor training is not required, Realtor training will be provided by **HEP** staff upon request.

20. HOME BUYER COUNSELING

Applicants to the Program must complete a minimum 8-hour housing counseling class. A list of HUD approved housing counseling agencies is provided on our DHCD website, <https://www.princegeorgescountymd.gov/departments-offices/housing-community-development>. The Housing Counseling requirement must be met prior to the **HEP** loan submission. However, it is suggested that applicants complete the housing counseling class prior to placing a contract on a home.

Housing counseling courses are generally not free and range in cost from \$25 - \$125. The cost of a housing counseling course may be included in applicant's minimum cash contribution requirement.

21. TITLE COMPANY REQUIREMENTS

Approved Title Companies who have successfully and efficiently participated in previous Prince George's County Down Payment and Closing Cost Assistance programs will be allowed continued participation in the **HEP**.

All Closers must be licensed by the Maryland Insurance Administration (MIA).

22. TITLE COMPANY CERTIFICATION OF FEES

MAXIMUM ALLOWABLE FEES

- Settlement Fee	\$ 250.00
- Title Abstract/Search	\$ 275.00
- Title Examination	\$ 300.00
- Title Binder 1 st & 2 nd	\$ 100.00

- Recording Services \$ 50.00
- Courier Fee \$ 50.00
- Document Archive \$ 45.00
- ICL Fee \$ 30.00
- Total Fees \$1,100.00 + Lender coverage of Title Insurance

Title Insurance must be issued for the first mortgage loan, the **HEP** loan and Owner's policy, according to published Maryland Insurance rates.

FEES THAT *MAY NOT* BE PAID FROM *HEP* FUNDS:

- Realtor Admin Fee (Up to \$350.00, anything over \$350.00 must be paid by buyer)
- Realtor/Broker Fee or Consultant Fee
- Realtor Commission
- Homeowner Warranty
- Creditor Collections
- Mobile, Notary or Witness Closer Fee
- Radon/Mold Testing
- Termite Repair

BUYER(S) ITEMS PAID OUTSIDE OF CLOSING (POC'S) MAY BE CREDITED TOWARDS THE \$1,000.00 MINIMUM BUYER CONTRIBUTION.

- EARNEST MONEY DEPOSIT
- APPRAISAL
- CREDIT REPORT
- HAZARD INSURANCE POLICY PREMIUM
- HOME INSPECTION
- TERMITE REPORT
- 8 HOUR HOUSING COUNSELING CLASS

BUYER(S) CAN NEVER RECEIVE ANY CASH BACK AT CLOSING.

ALL CLOSINGS MUST BE CONDUCTED BY AN APPROVED HEP TITLE COMPANY. A LIST OF APPROVED TITLE COMPANIES MAY BE FOUND AT

<https://www.princegeorgescountymd.gov/departments-offices/housing-community-development>.

23. HEP SHORT SALE POLICY

Each request for reduction in the principal amount due under the Deed of Trust and Promissory Note for a **HEP** loan as a result of a short sale shall be determined on a case-by-case basis.

24. HEP SUBORDINATION POLICY.

PLEASE NOTE: WHEN THE CURRENT APPRAISED VALUE OF THE SUBJECT PROPERTY IS SUFFICIENT TO SUPPORT A COMBINED 1ST AND 2ND TRUST LOAN TO VALUE, AND THE BORROWER CAN OBTAIN A LOAN APPROVAL FROM A FIRST TRUST LENDER SUPPORTING THAT AMOUNT, THE BORROWER WILL BE REQUIRED TO PAY OFF THE BALANCE OF THE HEP LOAN AND A SUBORDINATION AGREEMENT WILL NOT BE APPROVED BY HEP.

The **HEP** loan will subordinate a new first mortgage to allow interest rate reductions or streamlining. For submission requirements, please contact Loan Servicing by way of email at LoanServicingTeam@co.pg.md.us. Subordination of the original **HEP** loan will be permitted as long as the home continues to be the borrower's primary residence.

25. HEP PAYOFF REQUEST

Please send payoff request along with a copy of borrower's written authorization to the Loan Servicing Department at the following address:

Loan Servicing UDC
9200 Basil Court
Suite 306
Largo, Maryland 20774
LoanServicingTeam@co.pg.md.us

Exhibit A – Homeownership Equity Program Guidelines

ZIP Codes Within the I-495 Beltway Prince George’s County, Maryland

ZIP Code	Primary Community Area	Beltway Status
20710	Bladensburg	Predominantly Within
20712	Mount Rainier	Predominantly Within
20722	Brentwood	Predominantly Within
20737	Riverdale	Predominantly Within
20740	College Park	Predominantly Within
20742	University of Maryland	Predominantly Within
20770	Greenbelt	Predominantly Within
20781	Hyattsville	Predominantly Within
20782	Hyattsville / Adelphi	Predominantly Within
20783	Adelphi / Chillum	Predominantly Within
20743	Capitol Heights	Predominantly Within
20745	Oxon Hill	Predominantly Within
20746	Suitland	Predominantly Within
20747	District Heights	Predominantly Within
20748	Temple Hills	Partially Within
20784	Landover / New Carrollton	Partially Within
20785	Landover / Cheverly / Glenarden	Partially Within

