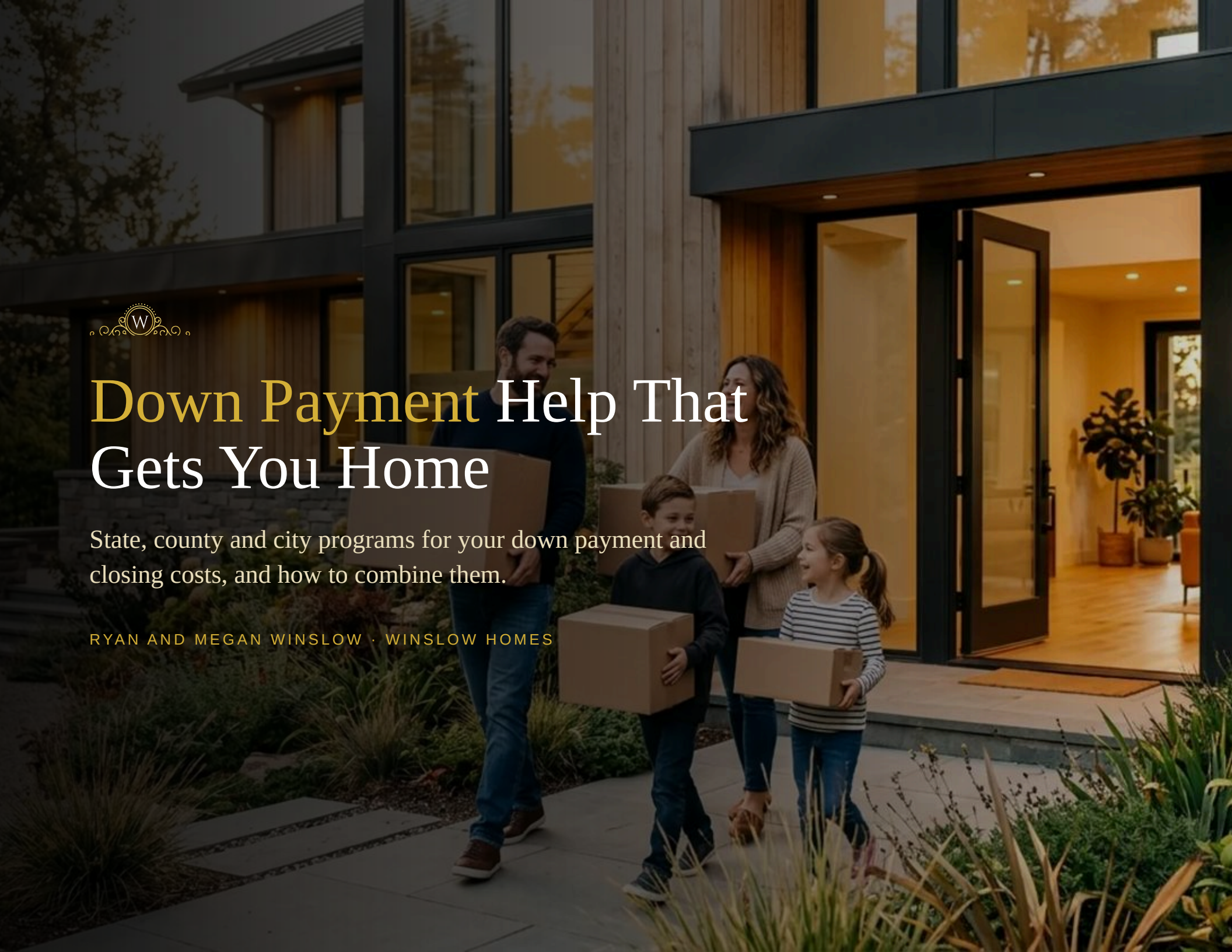




Down Payment Help That Gets You Home

State, county and city programs for your down payment and closing costs, and how to combine them.

RYAN AND MEGAN WINSLOW · WINSLOW HOMES



THE REAL HURDLE

Cash to Close Is the Hurdle

- ◇ For most first-time buyers, the down payment and closing costs are harder than the monthly payment
- ◇ Assistance programs close that gap, usually as a second loan behind your first mortgage
- ◇ Some are deferred, some are forgivable and some are repaid monthly
- ◇ Most buyers never hear about these programs





YOUR TEAM

Ryan and Megan Find Your Money

- ◇ Mortgage Bankers with The Federal Savings Bank
- ◇ Licensed brokers in Florida, Massachusetts, Rhode Island and Connecticut
- ◇ 17 years and 3,000+ homes sold
- ◇ They match the right program to the right loan and the right house
- ◇ Ryan C Winslow NMLS 2426605. Megan Winslow NMLS 2692933



HOW IT WORKS

The Pattern Most Programs Share

- ◇ Each state we serve has a housing finance agency with below market first mortgages plus closing cost help
- ◇ Many cities and counties add their own help on top
- ◇ You use an approved lender and meet income and price limits
- ◇ You complete a homebuyer education course
- ◇ You live in the home

Where the Help Comes From

HOMETOWN HEROES, FLORIDA ASSIST, COUNTY SHIP
Florida

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MASSHOUSING, ONE MORTGAGE, BOSTON, WORCESTER
Massachusetts

RIHOUSING FIRST-TIME PROGRAMS
Rhode Island

CHFA ASSISTANCE AND MORTGAGES
Connecticut

BEFORE YOU APPLY

What to Check First

- ◇ Income limits for your county and household size
- ◇ Purchase price limits
- ◇ Minimum credit score and homebuyer education requirements
- ◇ Whether the help is forgiven, deferred or repaid, and when
- ◇ Which first mortgages it works with: FHA, conventional, VA or USDA
- ◇ Funding opens and closes during the year; Ryan and Megan confirm what is open for your town



FLAGSHIP STATE PROGRAMS, 2026

Top Amounts by State

\$35,000

Florida Hometown Heroes
maximum

\$30,000

MassHousing 0% deferred

\$15,000

RIHousing 15kDPA

\$25,000

CHFA Time To Own
maximum



FLORIDA HOUSING FINANCE
CORPORATION

Florida Housing Ground Rules

- ◇ Programs run through approved lenders statewide
- ◇ Minimum 640 credit score
- ◇ Approved homebuyer education
- ◇ County price and income limits
- ◇ No owned and occupied primary residence in the last three years

FLORIDA

Hometown Heroes

- ◇ The largest state program, for full-time employees of Florida based employers in eligible jobs, plus active military and veterans
- ◇ Health care, education and school staff, first responders, public safety, court employees and child care workers
- ◇ Up to 5% of the first mortgage, \$10,000 minimum, \$35,000 maximum
- ◇ 0% deferred second mortgage for 30 years, due on sale, refinance, transfer or move out
- ◇ Pairs with FHA, VA, USDA and conventional first mortgages through Florida Housing





FLORIDA

Hometown Heroes Funding

- ◆ Lawmakers aligned on \$50 million in new funding in the 2026 budget
- ◆ Reservations reopened in July 2026, first come, first served
- ◆ Prior rounds ran out quickly, so get pre-approved before funds open
- ◆ There is no fee to apply; avoid anyone charging one
- ◆ Salute Our Soldiers is not among current Florida Housing programs; veterans and active military use Hometown Heroes

FLORIDA

More Florida Housing Options

Florida Assist

Up to \$10,000, 0% non-amortizing deferred. Repaid on sale, transfer, refinance or move out. Works with FHA, VA, USDA and conventional Florida Housing loans.

FL HLP Second

Up to \$12,500 at 3% fixed, fully amortizing over 30 years. The monthly payment counts in your qualifying ratios.

HFA Preferred and Advantage PLUS

3%, 4% or 5% of the loan, forgiven 20% per year over 5 years. Conventional only, with reduced mortgage insurance.

FLORIDA COUNTIES

County SHIP Programs

- ◇ The State Housing Initiatives Partnership sends state housing dollars to counties and larger cities
- ◇ Each runs its own purchase assistance
- ◇ Amounts, income tiers and open dates vary by county and often by fiscal year
- ◇ Ryan and Megan check current status for your county before you write an offer
- ◇ Search homes in New Smyrna Beach, Orlando or Kissimmee



FLORIDA COUNTIES

Miami-Dade, Volusia, Brevard

Miami-Dade

Interest free deferred loan up to \$35,000 for first-time buyers who finish HUD certified counseling and put in at least 1% of the price. Surtax and Homeownership Assistance Program funds also exist.

Volusia

Homebuyer Assistance Program: 0% deferred loan up to 15 years, funded by CDBG, HOME and SHIP. Apply through Affordable Housing Partners, 386-736-5955.

Brevard

Housing and Human Services runs a Purchase Assistance Program for income eligible buyers, funded through SHIP and federal sources.

FLORIDA COUNTIES

Orange, Osceola, Seminole

Orange

Up to \$70,000 for the lowest income tier, \$40,000 low and \$10,000 moderate income. Closed to new applications as of September 2026; reopening expected around November 16, 2026.

Osceola

SHIP Purchase Assistance and Down Payment Assistance open in funding rounds announced by public notice. Homebuyer education comes before you apply.

Seminole

Community Development offers purchase help under its published manual and annual flyer, generally for income eligible first-time buyers with a participating lender.



MASSACHUSETTS

MassHousing Assistance

- ◇ Works in every city and town, for single family, condos and 2 to 4 family homes you live in
- ◇ Option 1: up to \$30,000 at 0%, deferred until sale or refinance
- ◇ Option 2: up to \$25,000 at 2% APR over 15 years
- ◇ Option 3: up to \$25,000 at 3% APR over 15 years
- ◇ For income eligible first-time buyers with homebuyer education and a MassHousing first mortgage

MASSACHUSETTS

ONE Mortgage and Worcester

MHP ONE Mortgage

As little as 3% down (5% for 3 family) and no PMI through participating lenders. ONE+ adds deeper rate help in some communities.

Worcester

The city has run help through Worcester Community Housing Resources, including up to \$25,000 toward up to 3.5% down plus closing costs, launched with ARPA funds.

Central Massachusetts

Funding rounds are limited, so call for availability. Many nearby towns offer local help or partner with MassHousing.

MASSACHUSETTS

Boston Home Center

- ◇ Under 100% of area median income: up to 3% of price plus closing costs, maximum \$50,000
- ◇ 101% to 135% of area median income: up to 2%, maximum \$35,000
- ◇ A grant for Boston residents; a 0% deferred loan for non-residents as of September 15, 2026
- ◇ A CHAPA approved Homebuying 101 course is required
- ◇ Household assets must be under \$100,000





RHODE ISLAND

RIHousing 15kDPA

- ◆ RIHousing and CHFA run below market first mortgages through participating lenders, with help behind the first mortgage
- ◆ 15kDPA: \$15,000 toward down payment and closing costs
- ◆ 0% interest, deferred until sale, transfer or you stop living in the home
- ◆ First-time buyers of a 1 to 4 family home or condo
- ◆ 660 minimum credit, homebuyer education, price and income limits, and a RIHousing funded first mortgage

RHODE ISLAND

More RI Housing Options

- ◇ First-Time Homebuyer Loan with 100% financing available
- ◇ Extra Assistance of up to \$20,000 for down payment and closing costs
- ◇ FirstGenHomeRI: \$25,000 for first generation buyers in the pilot area
- ◇ Homebuyer 203(k) renovation loans bundle repairs into one mortgage
- ◇ The RI REALTORS Homebuyer Grant is closed; all funds were reserved





CONNECTICUT

CHFA Time To Own

- ◇ \$3,000 to \$25,000, covering up to 20% down and up to 5% closing costs
- ◇ 0% interest, no monthly payment, 10% forgiven each year until fully forgiven at year 10
- ◇ Connecticut resident for the prior three years, with a CHFA first mortgage
- ◇ First-time buyers, or others buying in targeted areas who own no other property
- ◇ CHFA reported \$16,636,511 available for reservations as of September 28, 2026

CONNECTICUT

CHFA DAP and Discounts

- ◇ DAP second mortgage from \$3,000, generally up to the minimum down payment, capped at \$15,000
- ◇ Rate equals the lesser of the first mortgage rate or 5.00%
- ◇ Free homebuyer education class required before closing
- ◇ 0.125% rate reductions for military, police, teachers and persons with disabilities
- ◇ Next Move with Deferred DPA for incomes up to 120% of area median income



YOUR FIRST MORTGAGE CHANGES YOUR TOTAL COST

Pairing With Your First Loan

FHA, 3.5% Down

Assistance covers the 3.5% and closing costs. Watch upfront and monthly FHA mortgage insurance.

VA, 0% Down

Assistance covers closing costs, prepaids and funding fee gaps. Watch the funding fee unless exempt, and condo approval.

USDA, 0% Down

Assistance covers closing costs in eligible rural areas. Watch USDA income and location rules.

Conventional, 3% Down

HFA Preferred or Advantage brings forgivable help and reduced mortgage insurance. Credit score drives the insurance cost.



STEP BY STEP

Getting Help: Steps 1 to 3

1. Check eligibility

Ryan and Megan review income, household size, credit and your target county or town against each program's limits.

2. Homebuyer education

Finish the approved course early. Certificates are required before closing and sometimes before reservation.

3. Pre-approval

Apply at winslowloan.com. The pre-approval names the program, so sellers see a real plan.

STEP BY STEP

Getting Help: Steps 4 to 6

-
- | | |
|-----------------------------|---|
| 4. Shop within limits | Stay under the program price limit and confirm the property type qualifies. |
| 5. Reserve funds | Once under contract, the lender reserves the help. With Hometown Heroes and county funds, timing matters. |
| 6. Close and keep the rules | Live in the home. Selling, refinancing or renting it out makes a deferred loan due. |
-



AVOID THESE

Common Mistakes

Waiting for Funds to Open

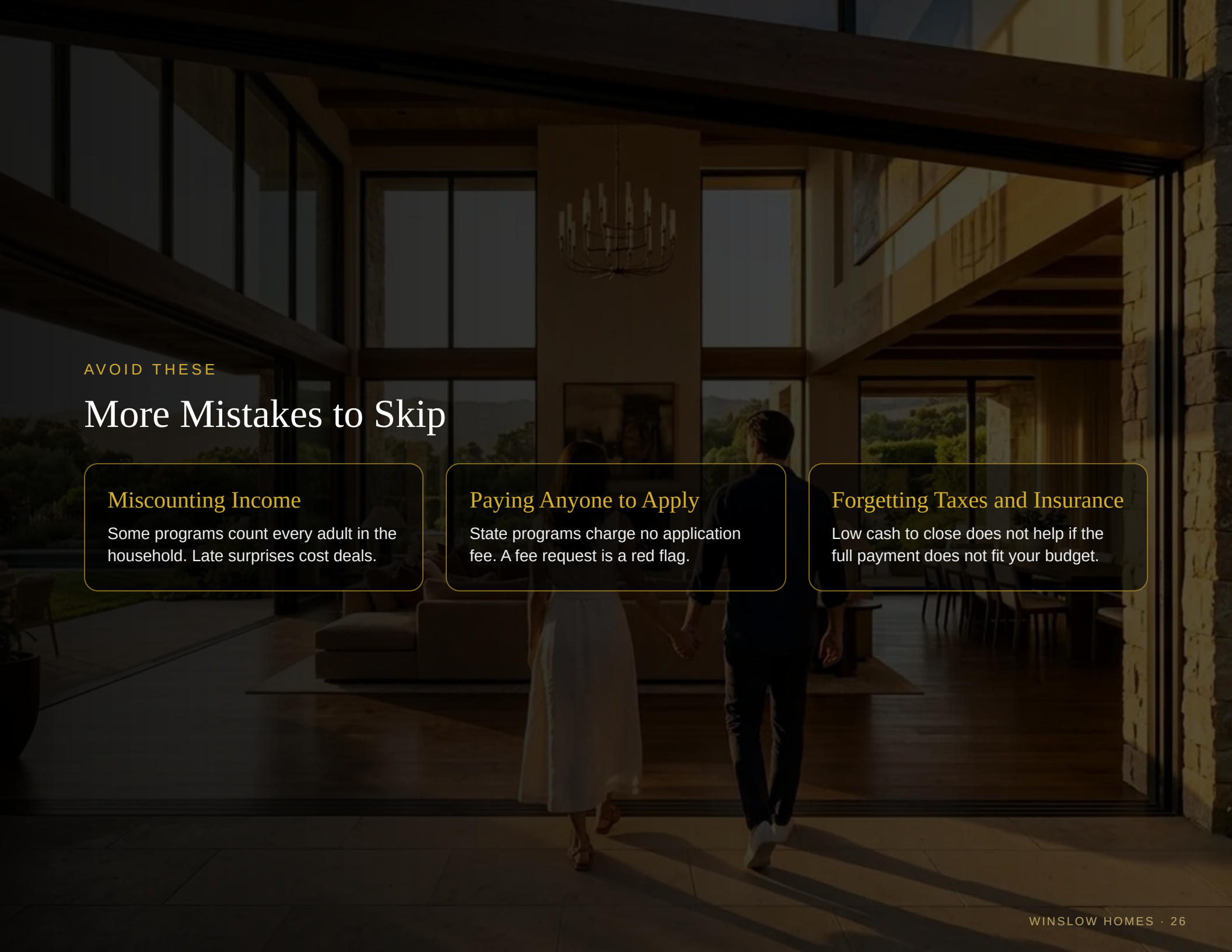
Popular programs run out in weeks. Be pre-approved and educated before the window opens.

Non-Participating Lenders

State programs only work through approved lenders. Ask before you apply anywhere.

Ignoring Repayment Terms

Deferred is not free. Know what triggers repayment, especially if you plan to refinance soon.



AVOID THESE

More Mistakes to Skip

Miscounting Income

Some programs count every adult in the household. Late surprises cost deals.

Paying Anyone to Apply

State programs charge no application fee. A fee request is a red flag.

Forgetting Taxes and Insurance

Low cash to close does not help if the full payment does not fit your budget.



QUESTIONS, ANSWERED

Where and Whether

- ◇ Help where you buy? Yes. All four states run statewide programs, and many counties and cities add more
- ◇ Is Hometown Heroes open? New funding opened July 2026, first come, first served; call for real time status
- ◇ First-time buyer only? Usually, often meaning no ownership in three years; CHFA Time To Own has targeted area exceptions
- ◇ With a VA loan? Yes. Florida Housing, CHFA and other agencies pair help with VA first mortgages

QUESTIONS, ANSWERED

Stacking, Repayment, Limits

- ◇ Do programs stack? Often, yes. Ryan and Megan check the rules for your exact address
- ◇ Pay it back? Some are forgiven over time, some are due when you sell or refinance, some are repaid monthly
- ◇ A grant? Most are second mortgages; Boston grants for residents are a notable exception
- ◇ 2 to 4 family? MassHousing and ONE Mortgage allow them in Massachusetts; rules vary elsewhere
- ◇ Income limits vary by county or town, household size and program



UPDATED OCTOBER 2026. RULES CHANGE; CONFIRM BEFORE YOU ACT

Find Out What You Qualify For

Short Call

Learn which programs fit your income, your job and the homes you want.

Call or Text

386-690-5858

Email or Apply

Broker@WinslowHomesLLC.com or winslowloan.com

Where We Serve

Miami, Fort Lauderdale, New Smyrna Beach, Orlando, the Florida Keys and nearby towns; Worcester County, Boston and Suffolk County; Rhode Island; Connecticut



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