

Lender Update

April 18, 2018

Subject: Newfoundland and Labrador First-time Homebuyers Program

On March 26, 2018, the Government of Newfoundland and Labrador announced a new initiative to assist eligible first-time homebuyers. Beginning April 1, 2018, the First-time Homebuyers Program ("FHP") will provide borrowers the down payment on a home with a repayable loan of up to a maximum 5% of the purchase price. The loans will be secured by a second mortgage up to a maximum \$10,500 by the province. The FHP eligibility criteria and application process can be found on the Newfoundland and Labrador Housing Corporation website: <http://www.nlhc.nl.ca/programs/programsFhp.html>

Genworth Canada will provide mortgage insurance for borrower(s) eligible under the First-time Homebuyers Program, applications for mortgage insurance are to be submitted as follows:

- Mortgages must be submitted as "Borrowed Down Payment" product. Product specific underwriting criteria can be found on the Genworth website: <http://genworth.ca/en/products/borrowed-down-payment-program.aspx>
- The "Borrowed Down Payment" mortgage insurance premium rates are as follows:

LTV	Premium Rate
90.01-95%	4.50%
85.01-90%*	4.00%
80.01-85%*	2.80%

* for 80.01-90% LTV, borrowed down payment must not exceed 5% of the property value.

- For all applications received where a portion of the down payment is from the First-time Homebuyers Program, repayment of the loan must be included in the total debt service ratio by including the loan payment in the 'other obligations'. The Bank of Canada benchmark rate for the interest rate of the loan and a 15-year amortization period must be applied to determine the monthly loan payment.
- The Lender will be required to ensure the appropriate documentation is retained on file to confirm that the borrower(s) were approved under the First-time Homebuyers Program.

If you have any questions or concerns related to this update, please feel free to contact your appropriate Genworth representative below.

Name	Title	Phone	E-mail
Catherine Adams	V.P. Business Development	(905) 287-5375	catherine.adams@genworth.com
Scott Galbraith	V.P. Business Development	(905) 287-5367	scott.galbraith@genworth.com
Mark Stamm	V.P. Business Development	(514) 347-5759	mark.stamm@genworth.com
Lisa Trudell	V.P. National Sales	(905) 287-5369	lisa.trudell@genworth.com
Marc Shendale	V.P. Business Development	(905) 287- 5392	marc.shendale@genworth.com
Kiki Sauriol-Roode	V.P. Business Development	(905) 287-5379	kiki.sauriol-roode@genworth.com

Regards,



Debbie McPherson
Genworth Canada
Senior Vice President, Sales and Marketing
Phone 905.287.5465
Email: debbie.mcpherson@genworth.com