

Wells Fargo Introduces Closing Cost Credit for Low- and Moderate-Income Homebuyers

Provides up to \$5,000 toward closing costs for homes purchased in select counties in NY and NJ

Jan. 25, 2021 – Wells Fargo today announced a new Dream. Plan. Home.SM closing cost credit that will provide up to \$5,000 to make it easier for low- and moderate-income families in the Greater New York area to purchase a home. The credit will be applied toward nonrecurring closing costs — which can include items such as appraisal fees, processing fees, title-related fees, recording fees, and city/county/state tax stamps — that can be a key barrier to homeownership but often are overlooked by potential buyers.

“Homeownership can help bring about financial security, stable communities, and — most of all — a safe, comfortable place to live, learn, and grow,” said Kristy Fercho, head of Wells Fargo Home Lending. “Families are eager to become homeowners for the first time or to purchase a home that better fits their needs, and the Dream. Plan. Home. closing cost credit adds another key component to Wells Fargo’s efforts to help drive economic growth, sustainable homeownership, and neighborhood stability in low- to moderate-income communities.”

“Wells Fargo has been a part of the New York City Metropolitan area for more than 50 years, and we are proud of our long-standing commitment to expanding affordable and sustainable homeownership opportunities for low- and moderate-income residents,” said Eric Gotsch, Mortgage Retail Market Manager. “The new Dream. Plan. Home. closing cost credit will be a fantastic resource that can help get individuals and families over one of the most stubborn obstacles they face when looking to buy a home.”

Borrowers with combined income of up to 80% of their county’s Median Family Income, as published by the Federal Financial Institutions Examination Council, may be eligible to obtain a Dream. Plan. Home. closing cost credit if they are purchasing a home that will be their primary residence. To qualify for the credit, homebuyers also must be getting a conventional/conforming mortgage, Veterans Affairs fixed- or adjustable-rate mortgage, or a United States Department of Agriculture fixed-rate mortgage from Wells Fargo Home Lending. In Philadelphia, the credit is available to qualified homebuyers purchasing a home in one of the counties below:

Counties

- New York – Bronx, Kings, New York, Putnam, Queens, Richmond, Rockland, Westchester
- New Jersey – Bergen, Hudson, Passaic

The new closing cost credit is one of many steps Wells Fargo is taking to grow sustainable homeownership. The company also is participating in Project REACH, which stands for Roundtable for Economic Access and Change, a group convened by the Office of the Comptroller of the Currency. Project REACH seeks to identify and reduce barriers that prevent full, equal, and fair participation in the nation’s economy, and Wells Fargo is leading the affordable housing working group that includes other financial institutions, civil rights groups, and businesses to help address the policy and structural issues that stand in the way of homeownership at the national and local levels.

Wells Fargo’s long-standing commitment to the people and communities the company serves also is evidenced by a number of ongoing initiatives, including:

- The Wells Fargo Foundation’s plans to invest more than \$1 billion in support of housing affordability solutions across the U.S. by 2025.
- Considerable progress on its diverse lending commitments that have helped 163,500 Hispanic families and 60,500 African American families become homeowners through roughly \$56 billion in mortgage originations since the launches of the commitments in 2015 and 2017.
- Investments of more than \$520 million in down payment assistance and grants for homeownership counseling through NeighborhoodLIFT and other LIFT programs that have helped more than 24,500 low- and moderate-income families and individuals achieve homeownership in over 1,000 communities across the country since 2012. The company recently announced the latest LIFT expansions for Minneapolis and St. Paul, Minn., a \$7 million investment that will assist approximately 425 homebuyers, and for California’s Bay Area, a \$9.5 million investment that will assist approximately 359 homebuyers.