

REAL ESTATE AGENT CHEAT SHEET

Understanding Purchase Loan Options

	PRIMARY HOME	SECOND HOME	RENTAL HOME
CONVENTIONAL LOAN			
MIN. DOWN PAYMENT / LOAN-TO-VALUE (LTV)	3% (97% LTV)	10% (90% LTV)	15% (85% LTV)
CREDIT SCORE	620 w/ 5% down	620	720 w/ 15% down
MAX SELLER CONCESSIONS	3% w/ < 10% down 6% w/ 10-15% down	6%	2%
GIFT MONEY	Yes	Yes (at least 5% from personal funds)	Not Available
JUMBO LOAN			
MIN. DOWN PAYMENT / LOAN-TO-VALUE (LTV)	10% (90% LTV)	20% (80% LTV)	25% (75% LTV)
CREDIT SCORE	680	680	680
MAX SELLER CONCESSIONS	6%	0% to 3%	Not Available
GIFT MONEY	Yes, (20% can be all gift, If less than 20% down, 5% from personal funds)	Yes (at least 5% from personal funds)	Not Available
FHA LOAN			
MIN. DOWN PAYMENT / LOAN-TO-VALUE (LTV)	3.5% (95% LTV)	Not Available	Not Available
CREDIT SCORE	580 to 96.5%	Not Available	Not Available
MAX SELLER CONCESSIONS	6%	Not Available	Not Available
GIFT MONEY	Yes (limitation apply)	Not Available	Not Available
VA LOAN			
MIN. DOWN PAYMENT / LOAN-TO-VALUE (LTV)	0% (100% LTV)	Not Available	Not Available
CREDIT SCORE	580 to 90% 620 to 96.5%	Not Available	Not Available
MAX SELLER CONCESSIONS	4%	Not Available	Not Available
GIFT MONEY	Yes (limitation apply)	Not Available	Not Available

This information is provided for real estate professionals only, as a general guide. Not intended for consumers.

CONTACT ME TO LEARN MORE!



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