

2026 realtor reference guide

Loan Product Information

| Conventional | | | |
|---------------------------------------------------------------------------------------------------------------------------------------------------|------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Property Types | Down Payment | Max Seller Contribution | Additional Details |
| Primary & Secondary Home | Less than 10% (3% min) | 3% | <ul style="list-style-type: none">• No income restrictions• Minimum 620 credit score• Max loan amount: \$806,500 |
| | 10-25% | 6% | |
| | >25% | 9% | |
| Investment | >15% | 2% | |
| FHA | | | |
| <ul style="list-style-type: none">• 3.5% min down payment• 6% max seller contributions | | <ul style="list-style-type: none">• Max loan amount: depends on county• Primary residence only• Minimum 580 credit score | <ul style="list-style-type: none">• Mortgage insurance required• Allows higher debt-to-income ratios than conventional |
| VA | | | |
| <ul style="list-style-type: none">• No down payment required*• Maximum 4% seller contributions/concessions | | <ul style="list-style-type: none">• No max loan amount• Minimum 580 credit score | <p>Funding Fee:</p> <ul style="list-style-type: none">• 1st time use & no down payment - 2.3%• Can be reduced with down payment |
| USDA | | | |
| <ul style="list-style-type: none">• No down payment required• 6% max seller contributions• Primary residence only | | <ul style="list-style-type: none">• No max loan amount, but income limits apply• Income & location restrictions apply | <ul style="list-style-type: none">• Upfront Guarantee fee: 1%• Annual fee: .35% of remaining balance• Minimum 600 credit Score |

Seller contributions can be used towards closing costs, prepaids, & discount points.

Estimated closing costs

Closing costs are typically 5% to 7% of the loan amount. They vary depending on the value of the home, loan terms and property location, and include costs such as mortgage insurance, property taxes, title fees and other property-related fees.

Unique Mortgage Solutions

We offer many unique mortgage solutions tailored to diverse needs.

- Rental income qualification
- Self-employed borrowers
- Bank Statement loans
- Construction-to-Perm
- Condo financing

©All information contained herein is for informational purposes only and, while every effort has been made to ensure accuracy, no guarantee is expressed or implied. Any programs shown do not demonstrate all options or pricing structures. Rates, terms, programs and underwriting policies subject to change without notice. This is not an offer to extend credit or a commitment to lend. All loans subject to underwriting approval. Some products may not be available in all states and restrictions apply. Equal Housing Lender. This is not a consumer advertisement. It is for industry professionals only and not for delivery to consumers for a commercial communication purpose. For licensing information, go to: www.nmlsconsumeraccess.org.



| Foreclosures, Bankruptcies, and Short Sales | | | |
|---------------------------------------------|----------------------------------------------------------|------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Program | Foreclosure | Bankruptcy | Short Sale |
| Conventional | 7 years from completion | Ch. 7:4 years from discharge Ch. 13:2 years from discharge; 4 years from dismissal | 4 years from completion |
| FHA | 3 years from completion; A-iA pays claim & clears CAIVRS | Ch. 7:2 years from discharge (AUS approval) Ch. 13:1 year of satisfactory payments & court permission | 3 years from completion if in default at time of sale. No seasoning if payments on time 12 months prior to short sale and 12 months preceding action date. |
| VA | 2 years from foreclosure date | Ch. 7: 2 years from discharge + (AUS) approval Ch. 13:1 year of satisfactory payments and court permission | 2 years from completion |
| Jumbo Plus | 7 years from completion | Ch. 7:4 years from discharge Ch. 13:2 years from discharge; 4 years from dismissal | 4 years from completion |
| Non-Agency | 12 months from completion | Ch. 13 Settled Other: 12 months from discharge/dismissal | Must be settled |

| Low and No Money Down Options | |
|-------------------------------|------------------------------------|
| Program | % Down |
| USDA | 0% Down |
| VA | 0% Down |
| Doctor | 0% Down |
| Conventional | 3% Down |
| Home Ready | 3% Down |
| Home Possible | 3% Down |
| FHA Homezero | 3.5% Down 0% Down |
| Jumbo | 10% Down |
| Non-QM | 10% Down |

Housing Ratio

$$\text{Housing Payment} \div \text{Borrower's Calculated Income}$$

Housing Payment includes:

- Monthly Mortgage Principal
- Interest
- Taxes
- Homeowners Insurance
- Mortgage Insurance
- HOA Fees (If applicable)

Total Debt Ratio

$$\text{Housing Payment (plus other debts)} \div \text{Borrower's Calculated Income}$$

Debts Include:

- Recurring Car Payments
- Student Loans
- Credit Cards
- Alimony Child Support
- Any Other Monthly Payment Obligations



©All information contained herein is for informational purposes only and, while every effort has been made to ensure accuracy, no guarantee is expressed or implied. Any programs shown do not demonstrate all options or pricing structures. Rates, terms, programs and underwriting policies subject to change without notice. This is not an offer to extend credit or a commitment to lend. All loans subject to underwriting approval. Some products may not be available in all states and restrictions apply. Equal Housing Lender. This is not a consumer advertisement. It is for industry professionals only and not for delivery to consumers for a commercial communication purpose. For licensing information, go to: www.nmlsconsumeraccess.org.