

# Realtor Cheat Sheet

## Down Payment, Loan Amounts & Credit for Top 5 Purchase Loans

| Loan Type                                     | Primary Home                             | Second Home                 | Rental Home   |
|---|--|-----------------------------|---|
| <b>Conventional Loans</b>                     |  |                             |   |
| Down Payment (min) / LTV & Credit Score (min) | 3% / 620<br>5% / 620                     | 10% (90% LTV) / 620         | 15% (85% LTV) / 620 / 1 Unit<br>75% LTV / 2 - 4 Units |
| <b>Jumbo Loans</b>                            |  |                             |   |
| Down Payment (min) / LTV & Credit Score (min) | 10% to \$900K / 710<br>20% to \$5M / 700 | 20% (80% LTV) to \$3M / 700 |   |
| <b>FHA Loans</b>                              |  |                             |   |
| Down Payment (min) / LTV & Credit Score (min) | 3.5% (96.5% LTV) / 580                   |                             | NOT AVAILABLE   |
| <b>VA Loans</b>                               |  |                             |   |
| Down Payment (min) / LTV & Credit Score (min) | 0% (100% LTV) / 580                      |                             | NOT AVAILABLE   |
| <b>USDA Loans</b>                             |  |                             |   |
| Down Payment (min) / LTV & Credit Score (min) | Not Required / 640                       |                             | NOT AVAILABLE   |

## MAX SELLER CONCESSIONS ALLOWED

|                     |                                 |         |    |
|---------------------|---------------------------------|---------|----|
| <b>Conventional</b> | 3%<br>6% with at least 10% down | 6%      | 2% |
| <b>Jumbo</b>        | 6%                              | 0 to 3% |    |
| <b>FHA</b>          | 6%                              |         |    |
| <b>VA</b>           | 4%                              |         |    |
| <b>USDA</b>         | 6%                              |         |    |

## GIFT MONEY FOR DOWN PAYMENT RULES

|                     |  |   |                  |
|---------------------|--|---|------------------|
| <b>Conventional</b> | Yes  | Yes, but at least 5% must come from the borrower's personal funds | GIFT NOT ALLOWED |
| <b>FHA</b>          | Can be 100% gift as long as it's not coming from an interested party | Yes, but at least 5% must come from the borrower's personal funds |                  |
| <b>VA</b>           | Yes, but limitations   |   |                  |
| <b>Jumbo</b>        | Yes, but limitations   |   |                  |
| <b>USDA</b>         | Yes, but limitations   |   |                  |



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| <b>FHA Loans</b>                              |  |                             |   |
| Down Payment (min) / LTV & Credit Score (min) | 3.5% (96.5% LTV) / 580                   |                             | NOT AVAILABLE   |
| <b>VA Loans</b>                               |  |                             |   |
| Down Payment (min) / LTV & Credit Score (min) | 0% (100% LTV) / 580                      |                             | NOT AVAILABLE   |
| <b>USDA Loans</b>                             |  |                             |   |
| Down Payment (min) / LTV & Credit Score (min) | Not Required / 640                       |                             | NOT AVAILABLE   |

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