

Buyer Financing Cheat Sheet

A plain-English, one-page overview of common loan types to keep in your listing binder or share at a buyer consult.

Common loan types

Eligibility, down payment and terms vary by program and borrower. No rates or terms are quoted here.

☐ **Conventional**

A broad option for many buyers. Condos must meet the program's project guidelines.

☐ **FHA**

Government-insured, with flexible credit guidelines. Condos generally need FHA approval or single-unit approval.

☐ **VA**

For eligible veterans, servicemembers and some surviving spouses.

☐ **Jumbo**

For loan amounts above conforming limits.

☐ **DSCR / business-purpose**

For investment properties, qualifying mainly on rental income. Can close in an LLC.

☐ **Down payment assistance**

State, county and city programs with income, price and funding limits. See the DPA Lookup.

What makes a financed offer stronger

☐ **A current, specific pre-approval letter**

☐ **A quick call between agent and lender before the offer**

☐ **Realistic appraisal and financing timelines in the contract**

Talk with me before the offer about realistic timing for the loan.

☐ **Insurance quotes started early**

Especially for older homes and coastal areas.

Milestones I'll update you on

- ☐ Application and disclosures
- ☐ Appraisal ordered and received
- ☐ Conditional approval
- ☐ Clear to close
- ☐ Closing Disclosure delivered

Need a letter for a specific offer? Use the pre-approval letter request form. Updated letters are delivered within 24 hours.

For real estate professionals. General information only, not a commitment to lend. Loan approval depends on the borrower, the property and lender guidelines. Questions? Brittany Ferguson, NMLS #2232650 • 954-990-3163.

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