



NMLS # 249903

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# **My Approach TO FINDING THE PERFECT LOAN!**



**Intelligent marketing**

**NOTE:** Rates are based on program, credit and down payment. Programs are subject to change.



**Every client has different situations that affect their purchasing power and which loan they can qualify for.**

For many, FHA and Conventional loans offer the best rates with full documentation and low-down payments.

**For Investors and self-employed, we offer a variety of options with non-conventional loans like the DSCR loan which is based on rents and the Bank Statement program which calculates incomes based on 12 months deposits.**

We also offer, ITIN loans for non-US citizens and Foreign Nationals.





# TYPES OF LOANS



- **FHA Government Programs**

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- **Conventional Loans**

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- **Veterans – VA Loans**

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- **Renovation Loans**

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- **Non-Conventional Loans**





# FHA GOVERNMENT PROGRAMS



## FHA LOAN

**Owner occupied** 1-4 unit — *Maximum 96.5% LTV up to \$420,800.*

**High balance** up to \$970,800 (*varies by county*)

**Streamline refinances** — *no appraisal, no credit docs!*

**Higher debt-to-income ratios** possible (*no maximum DTI with AUS approval*)

**Gov insurance** requires upfront FHA MIP (mortgage insurance) financed in loan + monthly MI premium in payment.

**Locks up to 12 months** for new construction – *additional restrictions may apply.*

**Minimum credit score 580.** *No credit scored also allowed.*

## FHA 100% CLTV COMBO

**FHA first lien PLUS concurrent second lien for 100% CLTV**

**Minimum 600 FICO**

**Standard 30-year fixed rate FHA first lien**

**No First-Time Home Buyer requirement**

**No Income Limits**

**Easy Underwrite! First lien and second lien have the same guidelines.**

**AUS approval required (no manual underwriting)**





# CONVENTIONAL



**HomeReady** (Fannie Mae) and **HomePossible** (Freddie Mac) as low as **3% down** with reduced MI. Income restrictions apply.

**Owner occupied** 1-4 unit — Maximum LTV 95-97% to \$647,200 (conforming loan limit) and up to \$970,800 in high-cost areas. As low as 3% down for First Time Homebuyers.

**Second home** 1 unit — Maximum LTV 90%

**Investment property** — Maximum LTV 85% (1 unit) / 75% (2-4 units); Maximum number of financed properties is 10.

**Student loan cash-out** allows payoff of student loan debt.

**Minimum credit score** 620.

**Maximum debt-to-income ratio** 45-50% (follow AUS)





# VA LOAN PROGRAM



**Owner occupied** — *Maximum LTV 100%*

**High balance** up to \$1.5m loan amount

**IRRRL refi** — *follow VA / Ginnie Mae guidelines for seasoning)*

**Cashout refi** – *up to 100% LTV (additional restrictions may apply)*

**Higher debt-to-income ratios** possible *(no maximum DTI with AUS approval)*

**Requires an upfront VA Funding Fee** that is financed in the total loan amount. Borrowers with service-related disabilities may be exempt from funding fee.

**Disabled veterans with qualifying state property tax exemption** can be accounted for in the impounds/escrows.

**Locks up to 12 months** for new construction – *additional restrictions may apply.*

**Minimum credit score 580.** No credit scored also allowed



# RENOVATION LOANS



## FREDDIE-MAC CHOICE RENOVATION

**95% LTV** of the “as-completed” value

**97% LTV** (Conforming loan amounts only)

**Purchase:** one borrower must be a first-time homebuyer

**Refi:** existing mortgage must be a Freddie Mac loan

**85% LTV** on 1-unit investment, 90% on a 1-unit second home

**Owner-occupied** 1-4 unit, PUD, condo, manufactured

**Luxury renovations**, like pool or outdoor living area.

Streamlined program available for pool, pool decking, or fencing/netting only

## FHA 203(K) RENOVATION

**620 FICO**, even on High Balance

**Purchase or Refinance**

**SFR, PUD, condo, 2-4 Unit, manufactured.**

**Manual underwriting available**

**Update kitchen/bath, modernize, deferred maintenance.**

**Appraiser required repairs allowed.**

## VA RENOVATION

**Up to 100% LTV purchase. 90% on refi**

**Jumbo amounts up to \$970,800 nationwide.**

**Improvements, including luxury items, that can be completed in 4 months.**

**620 FICO**

**Up to \$50K toward rehabilitation or remodeling**



# Non-Conventional Loans



## DSCR PROGRAM

- *Loan Amounts to \$2,500,000*
- *Cash-Out to \$1,000,000*
- *80% LTV Still Available*
- *640 Minimum Score*
- *No Minimum Tradelines for Borrower with 3 Scores*
- *No Income on 1003*
- *Reserves: 3 Months for Loan Amounts up to \$1 Million*
- *First Time Investor to 75% LTV*
- *Not Required to Source Large Deposits*
- *Gift Funds Permitted*
- *Income and employment are not verified.*





# Non-Conventional Loans



## BANK STATEMENT PROGRAM

- *Up to 90% LTV in Select Markets*
- *12-24 Month Bank Statement Program w/ Personal/Business Bank Statements*
- *Choose from 3 Different Expense Factor Methods*
- *Prime, Prime Plus and Second Chance Programs*
- *Loan Amounts Up To \$3 Million*
- *Cash Out Up To \$1 Million*
- *Interest Only and Fixed Terms Available*

## ASSET DEPLETION PROGRAM

- *Qualified Assets can be Comprised of and Utilized (%) to calculate income:*
- *Checking, Savings and Money Market accounts (100%)*
- *Personally Held Stocks (70%)*
- *Bonds (70%)*
- *Mutual Funds (70%)*
- *Vested Amount of Retirement/Tax Deferred accounts (70%)*
- *Six-Month Seasoning of all Assets is Required*



# Non-Conventional Loans



## ITIN MORTGAGE PROGRAM

- ***Up to 90%-85% LTV (depending on lender)***
- ***50% Maximum DTI***
- ***Valid Government Photo and ITIN Card or IRS Letter***
- ***50% Minimum Down from Borrower.***
- ***Gift Funds Eligible.***
- ***Doc Type: Full Doc, Bank Statements (12 months), 1099 or P&L Only (12 months)***
- ***Credit Scores down to 620 & No Score allowed***
- ***Only 1 Year Self-Employment***



# Non-Conventional Loans



## FOREIGN NATIONAL PROGRAM

- *Foreign Nationals Only*
- *Up To 75% LTV Purchase/Rate-Term & 65% LTV Cash Out*
- *Investment Properties Only*
- *Vesting is not Required to be an LLC*
- *Not Required to Source Large Deposits*

## REVERSE MORTGAGE

- *FHA HECM*
- *Purchase or refi.*
- *Max Claim Amount \$970,800*
- *Borrower education required.*





# My Signature Approach

**INTERESTING  
FACT:**  
I TAKE ANNUAL  
STATE TESTS TO  
STAY CURRENT  
WITH MY INDUSTRY

- **I believe** in an upfront no-nonsense approach to qualifying borrowers.

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- **I will tell you** if you qualify and for how much within 48 hours upon receiving documentation. Every situation is different.

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- **I will be honest** about the pricing of your loan, rates and any fees, if applicable.





# The Price Derivative



**I'm going to ask you to imagine...**  
You have actually jumped forward in time and you now live in the home and the neighborhood where you plan on moving to next.

**Don't Wait and Contact Me!**





# Getting Started



**Getting started is easy.** Once you have decided you are ready to buy, just email me or call me. I will ask you a few questions and require you to send me minimal documents. Once documents are submitted you will receive your pre-qualification in as little as 48 hours.





# Thank you!



**Buying your home** is a big deal and I take the task very seriously. The fact that you have considered me to help you accomplish this means the world to me!



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# Contact Information



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**NOTE:** I always check my email and text messages.

I almost never answer the phone while showing clients homes but will check messages frequently.



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