WHAT CAN $10,000 FROM THE SELLER DO FOR YOU?

TRUTH AND LENDING
at Highland Mortgage

Same house. Same $10,000. Very different results.

Illustrative example based on a $450,000 purchase price, 5% down, 30-year conventional loan, and a 6.625% starting rate.

1) TAKE IT OFF THE PRICE

Price drops from $450,000 to $440,000

Estimated P&I: $2,737 → $2,676

Monthly impact:
SAVE ABOUT $61/MO

2) TEMP RATE BUYDOWN

Use seller funds for a 2-1 buydown

- Year 1 at 4.625%: about $2,198/mo
- Year 2 at 5.625%: about $2,461/mo
- Year 3+ returns to about $2,737/mo

Monthly impact:
SAVE ABOUT $539/MO IN YEAR 1 AND ABOUT $276/MO IN YEAR 2

3) PERM RATE BUYDOWN

Use $10,000 to buy discount points

Illustrative example: 6.625% → 6.000%

Estimated P&I: $2,737 → $2,563

Monthly impact:
SAVE ABOUT $174/MO
for the life of the loan

Exact pricing varies by day and scenario

4) COVER CLOSING COSTS

Use $10,000 toward eligible closing costs and prepaids

Estimated P&I stays about $2,737/mo

Monthly impact: **$0/MO**

Cash-to-close impact:
BRING UP TO $10,000 LESS TO CLOSING

5) BUY OUT THE MORTGAGE INSURANCE

Single-premium MI (RateStar) at 1.1700%: **$5,001.75 upfront**, non-refundable — no monthly MI

Put the remaining ~$4,998 toward prepaids

Monthly impact:
SAVE ABOUT $81.94/MO

With no additional principal payments, you would reach 20% equity in about **124 months.** *Equity timeline reflects scheduled principal payments only and does not include any anticipated appreciation.*

The best use of seller funds depends on the buyer's goals.
Let's **run the numbers** before you write the offer.

Laura Witte

Founder/Mortgage Banker
NMLS# 193027
(404) 456-8291
laura@truthandlending.com

HIGHLAND MORTGAGE

ZERO PAYMENT.

GET THE GREEN LIGHT TO MOVE.

Tap into equity and **cover existing housing expenses** with a **built-in reserve** funded through a bridge loan.

Build a payment reserve into your bridge loan to help cover payments on your current home while you move into your next one. The funds are set aside at closing, helping make the transition easier.

UP TO

3 MONTHS

OF DEPARTURE-RESIDENCE PITIA

Up to the lesser of $35,000 or 3 months

COMMON QUESTIONS. CLEVER SOLUTIONS.

Need equity for the down payment?
Preserve more of your equity for the down payment on your next home.

Worried about two mortgage payments?
The reserve can cover your existing departure-Residence PITIA for up to 3 months.

Move with less cash-flow pressure.
More flexibility to move forward before your current home sells.

HOW THE RESERVE WORKS

Maximum Reserve	Lesser of $35,000 or 3 months of departure-residence PITIA
Funded How	Built into the bridge loan proceeds — not a separate loan or fee
Disbursed	Directly to the borrower at funding
Available On	Any Bridge Loan — may be layered with the Zero-Interest/Zero-Payment product
The Result	More flexibility to move forward before your current home sells

A fee of 2.5% of the bridge loan balance will be netted from the bridge loan proceeds at closing. This covers interest expense and bridge loan use for up to 90 days. If the bridge loan is paid in full before 90 days, any unused portion of interest is refunded. Ask your loan officer for details.

LAURA WITTE
Founder/Mortgage Banker
NMLS #193027
(404) 456-8291
Laura@truthandlending.com

SEE A FIXER-UPPER?

SEE THE POTENTIAL.

3 WAYS TO FINANCE
THE PURCHASE + THE IMPROVEMENTS

LIVE IN IT

FHA 203(k)
Standard Loan

Backed by the government and designed to help you buy and renovate your primary residence.

- As little as 3.5% down
- Ideal for lower credit scores or smaller down payments
- Covers major structural and cosmetic improvements
- HUD consultant required to oversee the project
- Rehab budget up to $75,000 uses the "Standard" version

Fannie Mae HomeStyle / Freddie Mac
CHOICERenovation

Conventional renovation loans with more flexibility for buyers who have a vision for their home.

- Conventional financing
- Can include certain luxury improvements like landscaping and pools
- Fewer restrictions than FHA loans
- Higher credit scores typically required
- Great option for buyers looking for more flexibility

INVEST IN IT

FIX AND FLIP
Financing

Flexible financing for investors who buy, renovate and sell or hold for rental income.

- Up to 85% of property cost
- Purchase loan up to 85% of property cost
- Construction loan up to 100% of renovation costs
- Total loan up to 85% of total project cost
- After Repair Value (ARV) max: 70% LTV
- Interest-only payments for 12 months
- Credit scores starting at 660
- No investor experience required
- Non-owner occupied 1–4 units

INVESTOR PROGRAM DETAILS

FAST DECISIONS
Term sheets in hours, not days

ANY EXPERIENCE LEVEL WELCOME

PROPERTY TYPES
Non-owner occupied
Single Family & Multifamily
(up to 4 units)

LAURA WITTE
Founder/Mortgage Banker
NMLS #193027
(404) 456-8291
Laura@truthandlending.com

HIGHLAND MORTGAGE
TRUTH AND LENDING

LEGO BATMAN
Realtor®
(404) 541-3500
legobatman@knapprealty.com

knapp REALTY

CHEAT SHEET

GEORGIA

Max Loan Amounts

One-Unit Properties

Conventional:	$850,000
FHA:	$541,287 or $718,750*
VA:	No Max
USDA:	No Max*

*determined by the property's location, area income limits and/or debt-to-income ratios.

Max Seller Paid Concessions

Based on sales price

Conventional: 3-5% down: 3% seller paid

Conventional: 10-20% down: 6% seller paid

VA: 6% towards closing costs + 4% seller paid

USDA: 6% seller paid

FHA: Max 6% seller paid

Investment Properties: 2% seller paid

*Estimated Closing Cost & Prepaids

$100,000 or less = est. $5,800

$100,000 - $175,000 = est. $7,400

$175,000 - $300,000 = est. $8,600

$300,000 - more = est. $10,000

*Closing costs can vary based on interest rate and points, as well as taxes and insurance for the particular home.

Program Basics

Conventional 3% HomeReady & HomePossible

- Income limit of $69,164
- 620 min credit score
- Discounted PMI

(works best for 700+ credit)

Conventional 5%

- No income restrictions
- 620 min credit score
- Multiple PMI structuring

(monthly vs. upfront)

FHA

- 600 min credit score
- FHA upfront PMI amount of 1.75%
- FHA monthly PMI amount of .55%

VA

- 600 min credit score
- 0% down
- No PMI
- 1st time use Funding Fees:

<5% Down Payment- 2.15%
>=5% Down Payment - 1.5%
>=10% Down Payment - 1.25%

- After first use Funding Fees:

<5% Down Payment- 3.3%
>=5% Down Payment - 1.5%
>=10% Down Payment - 1.25%

USDA

- USDA guarantee credit score
- USDA monthly PMI amount of .35%
- Location restrictions
- Local county income restrictions:

1-4 persons = $110,650
5+ persons = $146,050

Lego Batman
Realtor®

404-BAT-MANN
batman@kellerrealty.com
kellerknapprealty/agents/lbatman

Keller Knapp Realty
715 East Lake Dr
Decaur, GA 30030

Laura Witte
Mortgage Banker NMLS# 193027

404-456-8291
laura@truthandlending.com
truthandlending.com

Boxcar Mortgage, LLC dba Truth and Lending at High
NMLS #1969375 / Georgia Residential Mortgage Licensee #71220
664 Seminole Ave NE, Ste 101
Atlanta, GA 30307