

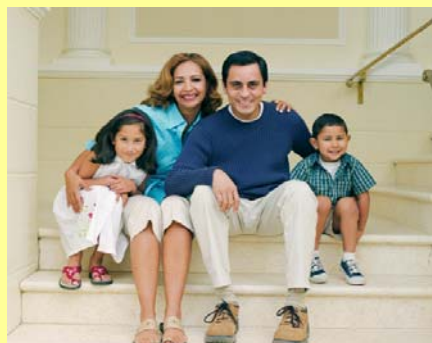


BUILDERS, EXPAND YOUR BUSINESS TODAY!



Offer your clients a mortgage that has:

- 100% financing—No PMI—lowest payments for your clients!
- No maximum purchase price
- Not limited to “lower of” contract or appraisal
- Unrestricted gifts, feature amenities
- Include closing costs/repairs/renovations in loan
- Conventional appraisals
- Not limited to first-time home buyers
- Qualifying ratios—31/43 on Energy Code Compliant houses—can be exceeded with compensating factors
- Flexible credit guidelines — 620+ is acceptable credit — 580 is in effect minimum credit score
- Use your current lender — any lender can participate without special approval
- Competitive market-based fixed interest rates with 30-year terms
- Lot size is limited by its value being less than 30% of the value of total land/house package
- Backed by the full faith and credit of the federal government
- Government’s approvals issued within 1-2 business days after loan is underwritten by an Approved lender



Keep in mind:

Properties must be located in a “rural” area, and Client’s household income must be under established limits

To find these and to contact us:

Visit <http://eligibility.sc.egov.usda.gov>
Maps: click ‘Single Family’ under ‘Property Eligibility’;
Income calculator: click “Single Family” under “Income Eligibility”

Contacts: click “Guaranteed” under “Contact Us”

The site has a link to the nation-wide website

Help moderate-income families achieve their homeownership dream!

Applicant eligibility criteria:

Items discussed on first page PLUS

- The Lender certifies it would not make the loan without the government guarantee
- Provide dependable / stable income for repayment
- Be a U.S. citizen, a U.S. non-citizen national or a “qualified alien”



How to start?



- Educate yourself, your staff, and your lender—visit www.rurdev.usda.gov/rhs & click on “Guaranteed Home Loan Opportunities”
- Visit www.rurdev.usda.gov/regs or www.allregs.com for federal regulations governing this product (RD Instruction 1980-D). Its supplements [Administrative Notices (ANs)] are also there.
- Plans / specs are only required if Lender requires—government does not dictate this
- Building in a county/city enforcing the 8 mandatory building codes? Lender will need 1) Well & septic letters, 2) Termite letter, 3) Minimum 1-year builder’s warranty, and 4) .C.O. or building permit,
- Building in county/city not enforcing the 8 mandatory building codes? Lender will need #1, #2, and #3 above plus 4) Plans/specs certification and 5) Periodic inspection reports. NOTE: An approved 10-year warranty plan allows builder to self-certify the plans/specs and requires only a final inspection (no footer / rough in inspections)

Ask your lender to try USDA Rural Development **FIRST!**. A few easy questions:

Does the applicant have:

- ~ Household income within limits? ~ A reasonable credit history?
- ~ Reasonable repayment ability?
- ~ Is the property in an eligible area? <http://eligibility.sc.egov.usda.gov>



NO PMI LOAN	9% Rate 30 Yr. term	\$1408
FLEX 97	3% down \$5250 35% MI	\$1265
FLEX 100	97% LTV cap \$5250 down w/LLPA 1% 35% MI	\$1265
FLEX 100	97% LTV cap \$5250 down w/LLPA 1.5% 25% MI	\$1231
FHA	3% down \$5250 1.5% UFMP + MI	\$1218
95% LTV CONVENTIONAL	5% down \$8750 30% MI	\$1214
MCM@/HOME POSSIBLE	97% LTV cap \$5250 down 18% MI	\$1213
FLEX 97	3% down \$5250 18% MI	\$1207
80/20	80% 7% 30 YR TERM 20% 8.5% 30 YR TERM	\$1201
40 YR. MCM/HP	97% LTV cap \$5250 down 35% MI	\$1191
VA	2.15% GUARANTY FEE NO MI	\$1189
102% LTV RURAL DEVELOPMENT	NO MI	\$1188
100% LTV RURAL DEVELOPMENT	NO MI	\$1164



Home-owner payment comparison chart is based on:

- * \$ 175,000 loan
- * 7 % interest rate
- * Only principal, interest, and applicable PMI/guaranty fee have been included-no taxes/insurance (T & I will be same for all loans listed)
- * Many products listed will NOT offer a comparable fixed rate (it will be HIGHER)
- * This is the best apples to apples comparison

The 100% Guaranteed loan payment includes the 2% one time guarantee fee rolled into the loan.