



2026 EDITION · CENTRAL FLORIDA

# Builder Financing Playbook

19 financing programs for the buyers your preferred lender turns away.  
Written for new construction sales teams.



19

PROGRAMS

24h

SCENARIO REPLY

5

BUYER FAMILIES

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PRIMUS Mortgage · NMLS #2831121 · Coast2Coast NMLS #376205 · Equal Housing Lender

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# When your buyer says this, call me about that.

## INTERNATIONAL BUYER

|                                                                      |                    |
|----------------------------------------------------------------------|--------------------|
| "I'm coming to the U.S. on a work visa — I have no credit here yet." | Work Visa ›        |
| "I file taxes with an ITIN, I don't have a Social."                  | ITIN ›             |
| "No U.S. credit, no U.S. income — I'm buying from abroad."           | Foreign National › |
| "I earn my income overseas and want a second home here."             | Foreign Income ›   |

## SELF-EMPLOYED

|                                                        |                  |
|--------------------------------------------------------|------------------|
| "My tax returns don't show what I really make."        | Bank Statement › |
| "My deposits are messy — my CPA has the real numbers." | P&L Only ›       |
| "I'm a contractor, everything comes on a 1099."        | 1099 Only ›      |
| "I'm W-2 but my returns won't support the payment."    | WVOE Only ›      |

## INVESTOR

|                                                        |                        |
|--------------------------------------------------------|------------------------|
| "I'm buying to rent — don't touch my personal income." | DSCR ›                 |
| "No FICO, no income docs — I'll bring the equity."     | Equity First DSCR ›    |
| "I need to buy before I sell, to defer the tax."       | 1031 Exchange Bridge › |

## SPECIALTY

|                                                  |                   |
|--------------------------------------------------|-------------------|
| "My credit is thin but I have real money saved." | Asset Depletion › |
| "I'm a physician still carrying student debt."   | Doctor Loan ›     |

# ...and when they say this.

AGENCY

|                                                       |                         |
|-------------------------------------------------------|-------------------------|
| "W-2, good credit, I just want the best terms."       | Conventional ›          |
| "I don't have much saved for the down payment."       | FHA ›                   |
| "I served — do I still get the veteran benefit here?" | VA ›                    |
| "Is this community USDA eligible?"                    | USDA ›                  |
| "The price is above conforming limits."               | Jumbo ›                 |
| "My spouse has no credit score at all."               | Conventional No Score › |



Not sure which one? Send the scenario.  
Written answer in 24 hours. Tap any row to jump to that program.

INTERNATIONAL BUYERS

# Four programs. One question.

Your buyer is not a U.S. citizen, or has no credit history here. Which of the four applies depends on one thing only: where the income comes from, and what they file.

Entering the U.S. on a work visa — or a U.S. citizen buying while working abroad

## Work Visa ›

Offer letter alone starts the file. Foreign assets count for down payment and reserves.

Files U.S. taxes under an ITIN, has no Social Security number

## ITIN ›

Six documentation paths on one program. All occupancies available.

Earns income abroad, wants a second home in Florida

## Foreign Income ›

Qualifies on foreign-earned income without a U.S. credit score.

No U.S. credit and no U.S. income at all

## Foreign National ›

The pure non-resident path. No tax returns, 1–4 units.

When two look close, send the scenario. The difference is usually visa status and where the income is earned — not the passport.



### Scenario reply in 24 hours

Send the buyer profile — or tap a card to jump to the program.

SELF-EMPLOYED BUYERS

# Four ways to prove income.

The buyer earns plenty. The tax return does not show it. The right program depends on what documentation they can actually produce.

Clean business or personal deposits over 12 to 24 months

## Bank Statement ›

The default path for self-employed. Deposits drive the qualifying income.

Deposits are messy or commingled, but the CPA has clean books

## P&L Only ›

CPA-prepared profit and loss replaces bank statements entirely.

Income arrives on 1099s — contractor, agent, insurance producer

## 1099 Only ›

Qualifies directly off the 1099s. No tax returns required.

W-2 employee whose returns will not support the payment

## WVOE Only ›

Written verification of employment replaces the return.

Ask one question before choosing: can they hand you 24 months of statements, or does the CPA have to build it? That answer picks the program.



### Scenario reply in 24 hours

Send the buyer profile — or tap a card to jump to the program.

## INVESTOR BUYERS

# The property qualifies, not the person.

Your buyer is purchasing to rent. Personal income and tax returns stay out of it. Which program depends on whether the numbers or the equity carry the file.

Property cash-flows and the buyer has a usable credit profile

**DSCR ›**

Rent covers the payment. LLC vesting available. Short-term rental eligible.

No FICO, no income documentation, buyer brings substantial equity

**Equity First DSCR ›**

No DSCR calculation and no score required. Equity carries the file. ITIN accepted.

Selling an investment property and buying before it closes

**1031 Exchange Bridge ›**

Buy first, sell after, defer the tax. Reverse 1031 structure.

For short-term rental in Reunion, Champions Gate, Storey Lake or Margaritaville, confirm the community allows it before writing the contract.



**Scenario reply in 24 hours**

Send the buyer profile — or tap a card to jump to the program.

AGENCY PROGRAMS

# Conventional and government financing.

For the fully documented buyer with established credit. The choice comes down to LTV, loan size, and eligibility.

Solid credit, full documentation, wants the best terms

## Conventional ›

The baseline. Mortgage insurance removable at 20% equity.

Limited funds for closing, lower credit score

## FHA ›

96.5% LTV. Gift funds accepted. First-time buyers eligible.

Veteran or active duty

## VA ›

100% LTV with no monthly mortgage insurance.

The community sits in a USDA-eligible area

## USDA ›

100% LTV. Check the address before assuming it does not qualify — much of Central Florida does.

Price sits above the conforming limit

## Jumbo ›

High-balance financing for luxury inventory.

One borrower has no credit score at all

## Conventional No Score ›

Available when a co-borrower carries established credit history.

USDA eligibility is determined by address, not by county. Verify each community individually — the maps have been redrawn.



### Scenario reply in 24 hours

Send the buyer profile — or tap a card to jump to the program.

INTERNATIONAL BUYER

# Work Visa

For professionals entering the U.S. on a work visa or other employment authorization — and for U.S. citizens living and working abroad buying a home back in the U.S. An offer letter alone starts the pre-approval. No U.S. credit history required.

MAX LTV

Up to 80%

CREDIT

No U.S. Credit

LOAN AMOUNT

Up to \$5MM

AT A GLANCE

Offer Letter Pre-Approval

No U.S. Credit

Up to \$5MM

All 50 States

BEST FOR

- Professionals entering the U.S. with a valid work visa or employment authorization
- U.S. citizens living and working abroad buying a second home in the U.S.
- First U.S. home purchases with no U.S. credit history
- Buyers using foreign assets for the down payment and reserves

HIGHLIGHTS

- Pre-approval with an offer letter alone — first pay stub required at funding
- No U.S. or foreign credit reports, no foreign VOR/VOM, no alternate trade-lines
- Loan amounts up to \$5MM
- 80% LTV up to \$2MM on SFR — condo, condotel and co-op at standard LTVs, no expatriate reductions
- Foreign assets count for down payment and reserves; gift funds and gift of equity allowed

REQUIREMENTS

Valid work visa or other employment authorization

SSN required by the closing date

U.S. citizens abroad: second home, up to 70% LTV

U.S. citizens with a foreign employer: exception basis, with U.S. tax returns showing the foreign income



Scenario reply in 24 hours

Send the buyer profile, get a written answer.



INTERNATIONAL BUYER

# ITIN

For borrowers who file U.S. taxes using an Individual Taxpayer Identification Number (ITIN) instead of a Social Security number — with the full range of occupancy and income documentation options.

MAX LTV

LTV to 85%

CREDIT

FICO 640+

LOAN AMOUNT

Up to \$2.5M

AT A GLANCE

Up to \$2.5M

LTV to 85%

FICO 640+

All Occupancies

## BEST FOR

- Borrowers who file U.S. taxes with an ITIN — no Social Security number
- Self-employed ITIN earners
- W-2 and 1099 workers paid under an ITIN
- Primary residence, second home and investment purchases

## HIGHLIGHTS

- Loan amounts up to \$2,500,000
- LTV up to 85%
- FICO down to 640
- All occupancies — primary, second home and investment
- Full range of income documentation: bank statements, 1099, WVOE, P&L, DSCR and asset-based programs

## REQUIREMENTS

Valid Individual Taxpayer Identification Number (ITIN)

U.S. tax filings under the ITIN

Income documented via bank statements, 1099, WVOE, P&L, DSCR or assets

Credit scores down to 640



Scenario reply in 24 hours

Send the buyer profile, get a written answer.

INTERNATIONAL BUYER

# Foreign National

Tailored to the unique challenges foreign nationals face financing U.S. property — expert handling of credit and asset verification so loans fund on time, with minimum hassle.

MAX LTV

LTV up to 75%

CREDIT

Foreign Credit  
OK

CASH-OUT

Up to \$500K

AT A GLANCE

No US Credit

No Tax Returns

1–4 Units

LTV up to 75%

BEST FOR

- International investors buying U.S. property
- Buyers without a U.S. credit history
- Investment property purchases (1–4 units)
- A wide range of visa types

HIGHLIGHTS

- Available for investment properties — 1–4 units
- No tax returns required
- Income letter from employer or CPA accepted — or qualify on Investor Cash Flow (DSCR)
- Foreign credit report allowed
- LTV up to 75% — Purchase and Rate/Term Refi

REQUIREMENTS

Foreign national buyer (various visa types accepted)

Income verification letter from employer or CPA — or DSCR cash flow

Foreign credit report allowed

Investment property, 1–4 units



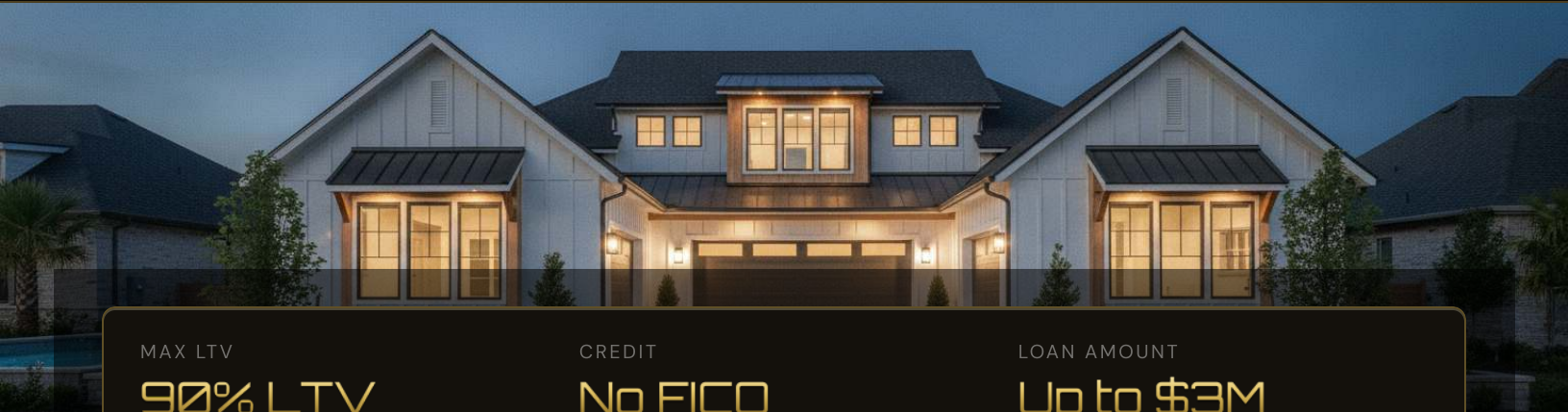
Scenario reply in 24 hours

Send the buyer profile, get a written answer.

INTERNATIONAL BUYER

# Foreign Income

Buy U.S. property qualifying with income earned abroad — no FICO required.



MAX LTV

90% LTV

CREDIT

No FICO

LOAN AMOUNT

Up to \$3M

AT A GLANCE

Foreign Income

No FICO

90% LTV

Up to \$3M

Second Homes

BEST FOR

- International buyers whose income is earned outside the U.S.
- Second-home purchases in the U.S.
- Buyers without a U.S. credit score
- Buyers with assets in the U.S. and Canada

HIGHLIGHTS

- Financing up to \$3 million
- Only 90% LTV
- No FICO required
- Available for second homes
- Asset Utilization allowed with assets in the U.S. and Canada

REQUIREMENTS

Letter from a foreign CPA or employer covering the last 2 years and YTD income

Bank Reference Letter

Program guidelines apply



Scenario reply in 24 hours

Send the buyer profile, get a written answer.

SELF-EMPLOYED

# Bank Statement

Qualify with 12–24 months of bank deposits — no tax returns.

MAX LTV

90% LTV

CREDIT

FICO 620+

DOCS

12–24 Mo  
Statements

AT A GLANCE

Self-Employed

No Tax Returns

90% LTV

FICO 620+

BEST FOR

- Self-employed business owners
- Entrepreneurs with heavy write-offs
- Gig economy / high-income freelancers

HIGHLIGHTS

- 12 or 24 months personal/business statements
- No tax returns required
- Primary or investment property
- 10–80% LTV depending on occupancy
- Competitive rates for strong profiles

REQUIREMENTS

Min FICO: 620

90% LTV primary / 20% investment

Consistent deposit history required

Business license or CPA letter may be needed



Scenario reply in 24 hours

Send the buyer profile, get a written answer.



SELF-EMPLOYED

# P&L Only

Qualify with a professionally prepared Profit & Loss statement — a clearer way to document business income when bank deposits don't tell the whole story.

CASH-OUT

Unlimited

DOCS

CPA P&L Only

LOAN AMOUNT

Up to \$3M

AT A GLANCE

Up to \$3M

Unlimited Cash-Out

CPA P&L

No Bank Statements

BEST FOR

- Self-employed borrowers whose deposits don't reflect their real income
- Business owners who want a simpler file — no months of statements to collect
- Borrowers who need unlimited cash-in-hand
- Entrepreneurs with strong but complex business income

HIGHLIGHTS

- Loans up to \$3M
- UNLIMITED cash-in-hand
- CPA, EA, CTEC and PTIN prepared statements accepted
- Strong option when bank statement deposits don't reflect the borrower's income
- Less time spent collecting months of statements

REQUIREMENTS

P&L prepared by a CPA, EA, CTEC or PTIN professional

Self-employed / business income

Standard credit and property guidelines apply



Scenario reply in 24 hours

Send the buyer profile, get a written answer.

SELF-EMPLOYED

# 1099 Only

Qualify with 90% of your 1099 income — no tax returns, no bank statements, no business license required.



MAX LTV

85% LTV

CREDIT

FICO 620+

LOAN AMOUNT

Up to \$3M

AT A GLANCE

90% of 1099

No Tax Returns

Up to \$3M

FICO 620+

85% LTV

## BEST FOR

- 1099 contractors and independent professionals
- Gig workers and commission earners
- Borrowers whose earnings show clearly on 1099s
- Primary homes, second homes and investments

## HIGHLIGHTS

- Use 90% of your 1099 income — from one or two years
- No tax returns, bank statements or business license required
- YTD income supported by checks or CPA-prepared statements
- Eligible for primary homes, second homes and investment properties
- Max loan amount up to \$3 million

## REQUIREMENTS

1099 income from one or two years

Year-to-date support: checks or a CPA-prepared statement

FICO 620+

Standard property guidelines apply



Scenario reply in 24 hours

Send the buyer profile, get a written answer.

SELF-EMPLOYED

# WVOE Only

With just a written verification of employment, financing gets simple — no tax returns needed.



MAX LTV

80% LTV

CREDIT

FICO 680+

LOAN AMOUNT

Up to \$2MM

AT A GLANCE

No Tax Returns

Up to \$2MM

80% LTV

FICO 680+

DTI to 50%

BEST FOR

- W-2 earners who want a simpler file
- First-time home buyers
- Primary residence, second homes and investment properties
- Buyers with unique property types

HIGHLIGHTS

- Loan amounts up to \$2MM (higher with compensating factors)
- Up to 80% LTV
- Primary residence, second homes and investment properties
- FICO down to 680
- Maximum 50% DTI

REQUIREMENTS

Written verification of employment (WVOE)

Same employer for the last two years

FICO 680+

No tax returns required



Scenario reply in 24 hours

Send the buyer profile, get a written answer.

INVESTOR

DSCR

Qualify on rental income — not your personal income.

MAX LTV

85% LTV

CREDIT

FICO 620+

QUALIFY ON

Rental Income

AT A GLANCE

No Income Docs

FICO 620+

LLC OK

STR Eligible

85% LTV

BEST FOR

- Real estate investors
- Self-employed / business owners
- Portfolio builders scaling fast

HIGHLIGHTS

- No personal income required
- Qualify on property cash flow
- DSCR 1.0+ typically required
- Short-term rental income eligible
- LLC vesting allowed

REQUIREMENTS

Min FICO: 620

Min 85% LTV

DSCR 1.00+ (Rent / PITI)

No DTI calculation needed

Reserves typically required



Scenario reply in 24 hours

Send the buyer profile, get a written answer.



INVESTOR

# Equity First DSCR

When equity outweighs a perfect credit profile — no FICO, no DSCR calculation. Built to rescue transactions other programs cannot close.



MAX LTV

55% CLTV

CREDIT

No FICO

LOAN AMOUNT

Up to \$1.5M

AT A GLANCE

No FICO

No DSCR Calc

55% CLTV

Up to \$1.5M

ITIN OK

BEST FOR

- Investors with strong equity and recent credit events
- Rescuing transactions other programs declined
- Foreign Nationals and ITIN borrowers
- First-time homebuyers investing in 1–4 units

HIGHLIGHTS

- 1–4 unit properties
- NO FICO required · NO DSCR calculation
- Loan amounts up to \$1.5 million
- Up to 55% CLTV
- Bankruptcy accepted from just 1 day after discharge

REQUIREMENTS

Sufficient equity — max 55% CLTV

1–4 unit property

Program guidelines, documentation and final approval apply



Scenario reply in 24 hours

Send the buyer profile, get a written answer.

INVESTOR

# 1031 Exchange Bridge

Swap one investment property for another with no immediate capital gains taxes — and use our Bridge Loan to tap the equity of the original property to buy the replacement.

BRIDGE PAYMENTS

Deferred

EXCHANGE

Forward &  
Reverse

FUNDED BY

Original Equity

AT A GLANCE

Tax-Deferred

Buy Before You Sell

No Monthly Payments

Reverse 1031

BEST FOR

- Investors deferring capital gains via a 1031 exchange
- Reverse 1031 exchanges — buy the replacement BEFORE you sell
- Investors who can't risk losing a replacement property
- Portfolio builders optimizing their real estate holdings

HIGHLIGHTS

- Push forward with the replacement purchase without waiting to sell the original
- Never miss an opportunity that won't stay on the market for long
- Keep collecting rent on the original property — NO monthly payments on the bridge financing
- Time to improve the original property so it sells at the best possible price
- The bridge taps the equity of the original property to fund the replacement

REQUIREMENTS

Investment properties on both sides of the exchange

Reverse exchange follows the same identification and exchange periods as a traditional 1031

Qualified intermediary / exchange structure in place

Equity in the original property to support the bridge



Scenario reply in 24 hours

Send the buyer profile, get a written answer.

## SPECIALTY

# Asset Depletion

Great credit but no steady monthly income? Use your assets to qualify — our 60-month Asset Qualifier essentially **DOUBLES** your qualifying income vs. classic asset depletion.

## MAX LTV

**Up to 80% LTV**

## CREDIT

**FICO 660+**

## DTI

**Up to 50%**

## AT A GLANCE

±60 or ±120

FICO 660+

DTI to 50%

No Age Minimum

Combine Accounts

## BEST FOR

- Borrowers with great credit but no steady monthly income
- Retirees with savings but limited income
- High-net-worth buyers
- Self-employed with strong asset positions
- Primary residence and second home buyers

## HIGHLIGHTS

- Asset Qualifier: qualifying income = qualified assets ÷ 60 (5-year draw — double the income)
- Asset Depletion: qualifying income = qualified assets ÷ 120
- Checking / Savings / Money Market accounts — 100% allowance
- Investment accounts — 90% allowance
- Retirement accounts — 80% allowance

## REQUIREMENTS

Must be a personal liquid asset (checking, savings, money market, investment or retirement accounts)

Credit scores as low as 660

DTI as high as 50%

Primary & Second Home: up to 80% LTV Purchase · up to 75% Rate & Term

Cash-Out Refi: up to 75% (primary) · up to 70% (second homes)

Recent account statements to document balances

**Scenario reply in 24 hours**

Send the buyer profile, get a written answer.

SPECIALTY

# Doctor Loan

Homeownership tailored for medical professionals — bypassing hurdles like student loan debt and limited down payment savings, with up to 100% financing and NO mortgage insurance.

MAX LTV

100% LTV

CREDIT

FICO 680+

LOAN AMOUNT

Up to \$2M

AT A GLANCE

100% LTV

No MI

Up to \$2M

FICO 680+

DTI to 50%

BEST FOR

- Medical doctors, dentists and eligible healthcare providers
- Residents, fellows and interns with a qualifying degree
- High-earning professionals early in their careers
- Buyers with student debt or limited down payment savings

HIGHLIGHTS

- Up to 100% financing (LTV from 90.01% to 100%)
- NO mortgage insurance required
- Loan amounts up to \$2M
- FICO 680+
- DTI up to 50% (45% on ARMs, 15-year terms, or LTV above 95%)

REQUIREMENTS

At least one borrower with an eligible designation: MD, DO, DDS, DMD, Ophthalmology (MD/DO), Psychiatry (MD/DO), PharmD, DVM / VMD, DPM, or CRNA (DNAP / DNP)

Primary residence only

Non-occupant co-borrowers: up to 50% of total qualifying income

FICO 680+



Scenario reply in 24 hours

Send the buyer profile, get a written answer.



AGENCY

# Conventional

The standard for well-qualified buyers with solid credit.

MAX LTV

95% LTV

CREDIT

FICO 620+

LOAN AMOUNT

Up to \$806,500

AT A GLANCE

W-2 Income

95% LTV

FICO 620+

Primary / Invest

BEST FOR

- Buyers with 620+ FICO
- 5–80% LTV available
- Primary, second home, or investment

HIGHLIGHTS

- Low down payment options
- No upfront MI fee
- PMI removable at 20% equity
- Loan limits up to \$806,500
- Fixed or adjustable rate options

REQUIREMENTS

Min FICO: 620

Max back-end DTI: 49.9%

2-year employment history

Full income documentation



Scenario reply in 24 hours

Send the buyer profile, get a written answer.

AGENCY

FHA

Government-backed flexibility for first-time buyers.

MAX LTV

96.5% LTV

CREDIT

FICO 580+

OCCUPANCY

Primary  
Residence

AT A GLANCE

96.5% LTV

FICO 580+

First-Time OK

Gift Funds OK

BEST FOR

- First-time homebuyers
- Buyers with 580–619 FICO
- Limited down payment available

HIGHLIGHTS

- Low down payment options
- More flexible credit standards
- Higher DTI tolerance
- Seller concessions up to 6%
- Gift funds 100% allowed

REQUIREMENTS

Min FICO: 580 (96.5% LTV) / 500 (90% LTV)

Max back-end DTI: ~56.9%

Primary residence only

MIP for life of loan if under 90% LTV



Scenario reply in 24 hours

Send the buyer profile, get a written answer.



AGENCY

VA

100% LTV payment — exclusively for those who served.

MAX LTV

100% LTV

CREDIT

FICO 620+

LOAN AMOUNT

No Max —  
Entitlement

AT A GLANCE

100% LTV

No PMI

Veterans Only

FICO 620+

BEST FOR

- Active duty military
- Veterans and reservists
- Eligible surviving spouses

HIGHLIGHTS

- 100% LTV
- No PMI — ever
- Competitive below-market rates
- No max loan amount (subject to entitlement)
- Seller can pay all closing costs

REQUIREMENTS

VA Certificate of Eligibility (COE)

Min FICO: 620 (lender overlay)

Primary residence only

VA Funding Fee (waived for 10%+ disability)

Property must meet VA MPRs



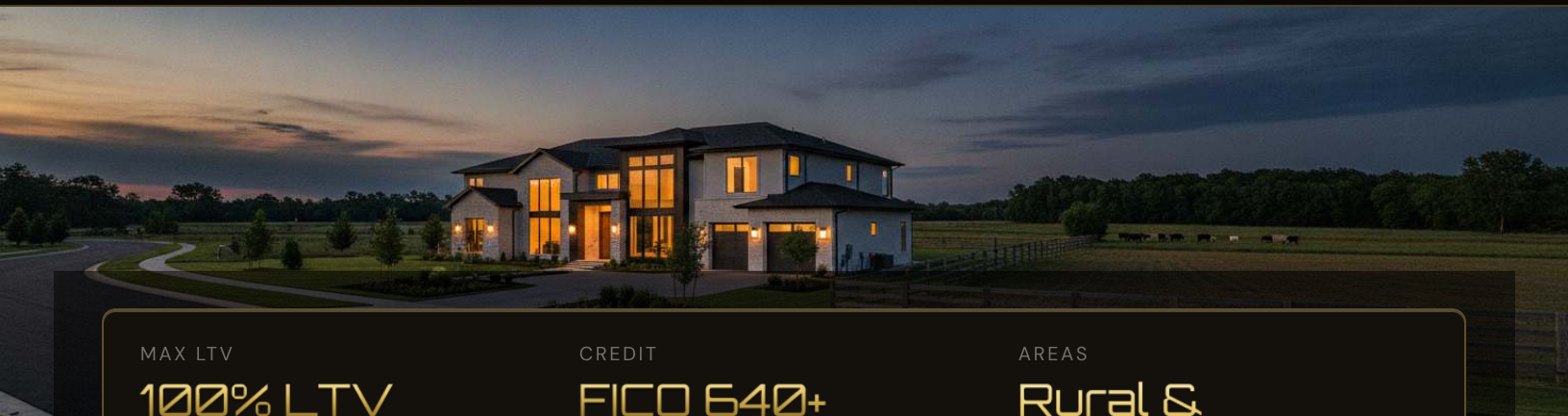
Scenario reply in 24 hours

Send the buyer profile, get a written answer.

AGENCY

USDA

100% LTV for eligible rural and suburban areas.



MAX LTV

100% LTV

CREDIT

FICO 640+

AREAS

Rural &  
Suburban

AT A GLANCE

100% LTV

Rural / Suburban

Income Limits Apply

FICO 640+

BEST FOR

- Buyers in USDA-eligible areas
- Moderate income households
- First-time or repeat buyers

HIGHLIGHTS

- 100% LTV
- Below-market interest rates
- Flexible credit guidelines
- Guarantee fee financed into loan
- Many suburban areas qualify

REQUIREMENTS

Property in USDA-eligible zone

Household income 115% of area median or less

Min FICO: 640 typical

Primary residence only

Max DTI ~41–44%



Scenario reply in 24 hours

Send the buyer profile, get a written answer.

AGENCY

# Jumbo

Premium financing above conventional loan limits.



MAX LTV

90% LTV

CREDIT

FICO 700+

LOAN AMOUNT

Above  
\$806,500

AT A GLANCE

High Balance

FICO 700+

Luxury

90% LTV

BEST FOR

- Luxury home buyers
- High-income professionals
- Properties above \$806,500

HIGHLIGHTS

- Loan amounts above \$806,500
- Competitive rates for strong profiles
- Fixed and ARM options available
- Primary, second home, or investment
- 10–80% LTV typical

REQUIREMENTS

Min FICO: 700+ typical

Strong reserves (6–12 months)

Full income documentation

Max DTI ~43–45%

Two appraisals may be required on high-value homes



Scenario reply in 24 hours

Send the buyer profile, get a written answer.

AGENCY

# Conventional No Score

One borrower has no credit score? Fannie Mae and Freddie Mac conventional programs can still say yes — as long as another borrower brings an established credit history.

AGENCY

Fannie &amp; Freddie

CREDIT

No Score Co-Borrower

OCCUPANCY

Primary · 1 Unit

## AT A GLANCE

No Score Co-Borrower

Fannie &amp; Freddie

Primary 1-Unit

Purchase / R&amp;T Refi

## BEST FOR

- Couples where one buyer has not yet built a credit history
- Families buying together with one no-score borrower
- New arrivals joining a spouse or relative on the loan
- Purchase or rate-and-term refinance of a primary residence

## HIGHLIGHTS

- One borrower can join the loan WITHOUT a traditional credit score
- At least one other borrower must have an established credit history
- Available on standard Conventional loans (Fannie Mae & Freddie Mac)
- Purchase or rate-and-term refinance
- Generally a 1-unit primary residence — all borrowers must occupy the property

## REQUIREMENTS

At least one borrower with an established credit history

Freddie Mac: the borrower WITH a score must contribute more than 50% of the qualifying income

Fannie Mae: eligibility determined by Desktop Underwriter results

All borrowers occupy the property as their primary residence

Final approval depends on automated underwriting results, documentation and current program guidelines



Scenario reply in 24 hours

Send the buyer profile, get a written answer.

THE NEXT TIME YOUR LENDER SAYS NO

# Keep the Sale. Send Us the Buyer.

19 programs engineered for the buyers your preferred lender turns away. One scenario desk, one written answer.

## 01 Send the scenario

Text or email the buyer profile — income type, credit picture, property. The decision matrix on page 2 tells you which quote to listen for.

## 02 Written answer in 24 hours

Program, structure and what the buyer needs to bring. Subject to eligibility — never a guess, always in writing.

## 03 Your buyer stays your buyer

We handle the financing lane and keep you in the loop at every milestone. The sale closes; the relationship stays yours.



Yude Glez

Mortgage Loan Originator

(305) 988-7978

primusmortgages.com · 13550 Village Park Dr, Suite 105, Orlando FL 32837

PRIMUS Mortgage · NMLS #2831121 · Coast2Coast NMLS #376205 · Equal Housing Lender  
v1.5 · August 2026 · Programs subject to change without notice. Not a commitment to lend.