THE LOW-TO-NO MONEY DOWN GUIDE

YOUR PATH TO AFFORDABLE HOMEOWNERSHIP

EVERY MOVE. EVERY GOAL. EVERY STEP

BRENT WALL JR
THE COMPLETE REALTOR®

WELCOME

ZERO DOWN & LOW MONEY DOWN: WHAT THIS GUIDE WILL TEACH YOU

If you think buying a home requires $20,000+ in savings… good news: it doesn't.

There are programs designed to help you buy with:

- 0% down
- 3%–3.5% down
- Grant money
- Closing cost help
- Seller credits
- Special financing options

This guide breaks everything down — clearly, simply, and without the confusing lender talk — **so you know exactly what's possible for YOU**.

By the end of this guide, you'll understand:

- The top low down payment programs
- Which buyers qualify for each
- How to combine lender programs + grants
- How to reduce upfront costs
- The smartest ways to buy with limited cash

FHA LOANS (3.5% DOWN)

What Is It?

A government-backed loan designed for buyers with low–moderate income or less-than-perfect credit.

Minimum Requirements

- 580+ credit score → 3.5% down
- 500–579 credit score → 10% down
- Stable income + employment
- Debt-to-income ratio usually below 56%
- Home must be your primary residence

Why Buyers Love It

- Much easier to qualify
- Lower down payment
- Allows gifts
- Flexible credit history
- Great for first-time buyers
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Best For

- First-time buyers
- Credit challenges
- Limited savings
- Renting now but ready to buy

VA LOANS (0% DOWN)

(FOR ACTIVE DUTY, VETERANS, NATIONAL GUARD & ELIGIBLE SPOUSES)

What Is It?

A benefit earned through military service — the VA loan is hands-down the best mortgage product in America.

Minimum Requirements

- Valid Certificate of Eligibility (COE)
- Stable income
- Acceptable credit history (580–620+ typical)
- Must be your primary home

Why Buyers Love It

- Zero down payment
- No PMI (huge monthly savings)
- Competitive interest rates
- Flexible guidelines
- Lower closing costs

Best For

- Service members & veterans
- Buyers wanting the lowest upfront cost possible

USDA LOANS (0% DOWN)

(FOR RURAL & ELIGIBLE SUBURBAN AREAS)

What Is It?

A government-backed loan offering zero down payment for homes in approved USDA areas.

Minimum Requirements

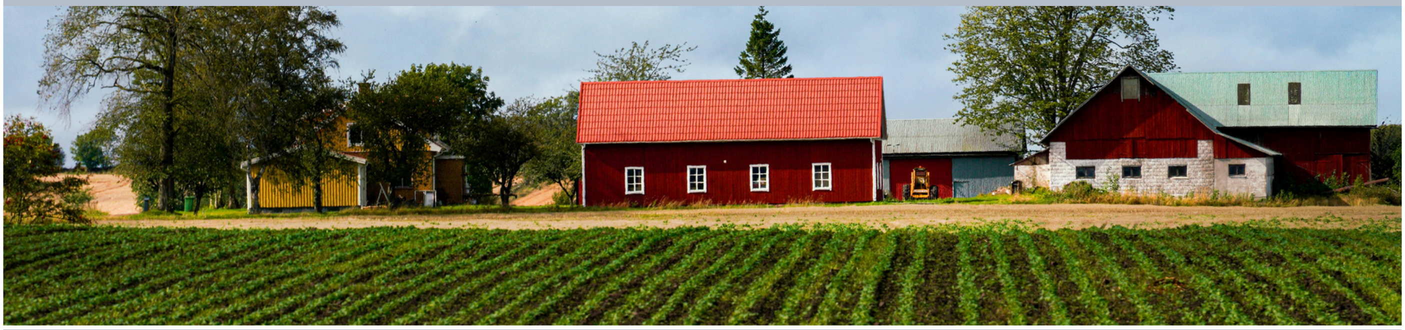
- Property must be in a USDA-approved zone
- Income must fall within local limits
- 620+ credit score preferred
- Must be your primary residence

Why Buyers Love It

- 0% down
- Low mortgage insurance
- Great for families & first-time buyers
- Lower rates

Best For

- Buyers open to areas outside major cities
- Those looking to maximize affordability



PHFA & LOCAL PROGRAMS (PENNSYLVANIA)

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What Is It?

PHFA (Pennsylvania Housing Finance Agency) offers down payment assistance, grants, and affordable mortgage options.

Common PHFA Benefits

- Up to $10,000+ in down payment help
- Below-market interest rates
- Grants that do NOT need to be repaid
- Closing cost assistance
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Who Qualifies?

Many buyers — especially:

- First-time buyers
- Moderate income households
- Buyers using FHA or conventional loans

Why Buyers Should Know This

Most Pennsylvanians don’t realize they qualify for free money to purchase a home.

GRANTS & DOWN PAYMENT ASSISTANCE

Programs May Include:

- City or county grants
- First-time buyer grants
- Employer-assisted housing funds
- Nonprofit or community programs
- Lender incentives

Typical Benefits

- \$5,000–\$15,000 toward down payment or closing costs
- Some grants are forgivable after 5–10 years
- Many programs can be combined with FHA, VA, or USDA

Important Notes

- Income limits vary
- Some programs run out of funds each year
- Not all require repayment

SELLER ASSIST EXPLAINED

What Is Seller Assist?

A negotiation strategy where the seller covers part of your closing costs.

How Much Can a Seller Contribute?

- FHA: Up to 6%
- VA: 4%–6%
- Conventional: 3%–9% depending on down payment
- USDA: Up to 6%

What Seller Assist Can Cover

Closing costs
- Prepaid taxes & insurance
- Transfer fees
- Rate buydowns

Why This Matters

With seller assist, buyers often only need the down payment, not the entire closing cost amount.

It can reduce upfront cash needed by thousands.

HOW MUCH MONEY DO I ACTUALLY NEED?"

This depends on:

- Program used (FHA, VA, USDA, Conventional)
- If grants or PHFA are added
- If seller assist is negotiated
- Your credit score
- Home price

But here's the good news:

With the right combination, many buyers purchase homes with under $5,000 out-of-pocket — sometimes less.

WHO QUALIFIES FOR LOW & ZERO DOWN OPTIONS?

You might, if you:

- Have at least 580–620 credit
- Have stable income
- Can show 2-year job history (flexible)
- Have manageable debts
- Want the home as your primary residence

Even renters with “okay” credit often qualify.
The biggest win is simply starting the conversation.

NEXT STEPS

READY TO SEE WHAT YOU QUALIFY FOR?

Get a personalized breakdown of:

- Your buying power
- Which programs fit your profile
- How much cash you really need
- Grant + assistance opportunities
- Exact monthly payment estimates

Your next step is simple

Don't Rent, Buy With Brent

Your path to homeownership starts today

Brent Wall Jr, REALTOR®
License #RS373463
Keller Williams Platinum Realty
Brokerage License #RB068762
📱MOBILE 484-650-7449
☎️OFFICE 610-898-1441
✉️brentwall@kw.com
💻brentwall.kw.com

BRENT WALL JR
REALTOR®

kw PLATINUM REALTY
KELLERWILLIAMS.