



THE THREE AREAS OF CREATIVE FINANCING

1

Creative Things Sellers Can Do to Sell Their House

1. Seller Contributions
2. Seller-Funded Permanent Buydown
3. Seller-Funded Temporary Buydown
4. Owner Financing
5. Contract for Deed
6. Seller Second
7. Lease Option and Lease Purchase
8. Wraparound and Assumable Mortgage

2

Creative Things Buyers Can Do to Purchase a Home

1. Gift Funding
2. Selling and Refinancing Existing Assets
3. Non-Occupant Co-Borrowers
4. Using a 401(k)
5. Temporary IRA Transfer
6. Pledged Asset Mortgage
7. Equity Transfer and Bridge Loan
8. Employer-Assisted Mortgage

3

Creative Things Lenders Can Do to Finance a Transaction

1. Lender-Funded Buydown
2. Fannie Mae's "My Community Mortgage"
3. Running Scenarios with Automated Underwriting Systems
4. Adjusting Amortization Period to Lower Payment
5. Adjusting Interest Rates to Cover Closing Costs
6. State, Province, and Local Grant or Bond Programs
7. Mortgage Credit Certificate
8. Private Lending

FIGURE 50 All three players—the seller, buyer, and lender—can bring creative solutions to the table to get a house sold.