



Income Derived from Assets is back!

Great news! The doors continue to open as another great Arizona mortgage program makes its way back into the market. The Arizona lending community recognized there are many buyers with significant retirement assets that have chosen to delay drawing income from the asset. Prior to this new mortgage program hitting the market, Arizona lenders required documentation reflecting consistent distribution from the retirement asset. Without this documentation Arizona lenders could not use income from the retirement asset. Many, many people today are waiting to draw from their retirement accounts. Unfortunately over the last few years I've encountered many of potential buyers who had significant retirement assets but didn't have enough income to qualify for a home loan.

This "makes sense" Arizona mortgage program allows buyers to qualify for a conventional mortgage, using their retirement assets without actually drawing from them if the following guidelines are met:

- Maximum LTV/CLTV is 70%
- Minimum credit score is 620
- Primary Residence or Second Home
- Income calculated off 70% of the value of the asset
- Assets must be owned by one or more of the borrowers
- Assets must be liquid, unrestricted and available to the borrower without penalty (borrower must be at least 59 ½)
- Eligible Assets Include: severance package, lump sum retirement package, 401K, KEOGH, IRA, SEP-IRA,
- Ineligible Assets Include: divorce proceedings, inheritance, stock options, lottery winnings, sale of real estate (list not all inclusive)

The calculation works like this: buyer has \$1,000,000 in an eligible retirement account. 70% = \$700,000. Take \$700,000 ÷ 360 (life of the loan), income = \$1944 / month.

I've already been able to help several buyers qualify for a home loan with this fantastic, "makes sense" Arizona mortgage program. Feel free to call me with any mortgage questions or to discuss a specific scenario ~ the interest rate and closing costs are the same as any other conventional mortgage programs too!

Don't forget to visit my website for past weekly updates outlining different loan programs and recent news!

Kelly

PS- Wishing all of you Mother's a very special day Sunday!

***Quote of the week: Mother love is the fuel that enables a normal human being to do the impossible.
~ Marion C. Garretty***

	Kelly L. Zitlow Certified Mortgage Planning Specialist Certified Mortgage Instructor Branch Manager NMLS #164330	Tara Bradley Transaction Coordinator NMLS #203298 Direct 480-398-4903 tbradley@ccmclending.com
	Direct: 480-398-4908 E-Fax: 480-240-5324 Email: kzitlow@ccmclending.com Websites: www.kellyzitlow.com www.buyingahouseafter.com	Lynn Doiron Bus Development Coordinator NMLS #203283 Direct 480-398-4891 lynn@ccmclending.com

AZ BK #0904024
EQUAL HOUSING LENDER