Erase down payment doubts with new tools and resources

Down payments continue to be a barrier to homeownership, according to Fannie Mae research. But with new low down payment mortgage programs, additional flexibilities around gifts and grants, and helpful homeownership tools, it doesn't have to be. Here's what we learned…

1
They don't know

Down Payment

Roughly

40%

of consumers don't know how much down payment lenders expect or require

76%

of consumers are not aware of 3-5% low down payment programs

2
They overestimate (a lot)

Average down payment consumers think lenders require **12%**

ACTUAL DOWN PAYMENT FANNIE MAE REQUIRES **3%**

That's **four times** what they need.

3
They need more tools

Fannie Mae Options and Tools

Consumers need more information and awareness to understand what down payment options are available. And we've got lender tools and homebuyer resources available to help:

HomeReady® mortgage
3% down payment.
Visit fanniemae.com/singlefamily/homeready.

Fannie Mae Marketing Center
Free online access to customizable marketing and outreach materials.
Visit fanniemae.com/singlefamily/marketing-center.

Framework
Online homebuyer course tailored to your needs.
Visit knowyouroptions.com/framework.

To learn more, read our study:

What do consumers know about the Mortgage Qualification Criteria?