

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



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.

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:

3 They need more tools

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?](#)

Fannie Mae considers a number of factors in determining eligibility for its acquisition of loans, including, but not limited to, the borrower's credit score, LTV ratio, DTI ratio, cash reserves, property type, and loan type, as detailed in its Selling Guide. Fannie Mae takes these and other factors into consideration, and stronger factors may compensate for weaker ones. It is important to understand that requirements are not always fixed or applicable in every case. For instance, HomeReady™ mortgage permits consideration of income from a non-borrower household member as a compensating factor to allow DTIs up to 50% under certain circumstances. Visit [Fannie Mae's Eligibility Matrix](#) to see an example of how factors are applied.