Changing Housing Needs for Older Adults

Understanding the evolving financing trends in our region’s housing

January 28, 2015
Kauffman Conference Center

KC Communities for All Ages

first KC Suburbs
Conserving the Past . . . Creating the Future
Current Lending Environment, Down Payment Assistance Programs

Leticia Matthys, Community Loan Originator
Commerce Bank / Mortgage
“Understanding the Market”

Leticia Matthys
Community Residential Loans
(816 760-1347)
Relevant Factors

- Credit Scores
- Debt to Income Ratios
- Down Payment Amount
- Transaction Type
- Loan to Value
- Mortgage Insurance
- Appraisal Issues
Appraisal Issues

• Comparable Sales
• Foreclosures
• Short Sales
• Repairs
Investor Requirements

- Fannie Mae
- Freddie Mac
- FHA
Community Programs

- CHIPS
- KC Dreams
- Grants
Getting Started

• Call – Leticia Matthys (816) 760-1347

• Click – WWW.CommerceBank.com
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Thank You