



# Buyer Qualification Worksheet

## FHA/Conventional Mortgage Amount

### Available Funds

- 1. Savings Account \_\_\_\_\_
- 2. Investments (stocks, bonds, mutual funds) \_\_\_\_\_
- 3. Insurance (cash value) \_\_\_\_\_
- 4. Gifts - Conventional gifts - FHA \_\_\_\_\_
- (family member or blood relative)
- 5. Other \_\_\_\_\_
- 6. Monthly Salary \_\_\_\_\_
- Gross Monthly Income **(A)** \_\_\_\_\_ **(A)**

### Mortgage Payment

- Principal & Interest (use chart on the following page) \_\_\_\_\_
- Taxes \_\_\_\_\_
- Hazard Insurance \_\_\_\_\_
- PMI (Private Mortgage Insurance) \_\_\_\_\_
- Homeowner Association Dues \_\_\_\_\_
- Total Mortgage Payment **(B)** \_\_\_\_\_ **(B)**

### Income Qualification

- For FHA: Take 29% of line **(A)**
- For Conventional: Take 33% of line **(A)**
- (Assuming at least 10% down payment)
- Total Mortgage Payment **(B)** must not exceed line **(C)** \_\_\_\_\_ **(C)**

## Debt Qualification Worksheet

### Monthly Obligations

- Total Mortgage Payment **(B)** \_\_\_\_\_ **(B)**
- Auto Payments\* \_\_\_\_\_
- Monthly Charge Card Payments (minimum payments) \_\_\_\_\_
- Loans\* \_\_\_\_\_
- Child Support/Alimony \_\_\_\_\_
- Child Care Expenses (FHA Only) \_\_\_\_\_
- Other Monthly Payments \_\_\_\_\_
- Total Monthly Obligations **(D)** \_\_\_\_\_ **(D)**

### Allowable Obligations

- For FHA: Gross Income **(A)** x 41% or
- For Conventional: Gross Income **(A)** x 38%
- Total Monthly Obligations **(D)** must not exceed line **(E)** \_\_\_\_\_ **(E)**

\*You need only count debts that will extend beyond six months (FHA) or 10 months (Conv). However, if an obligation is greater than \$100 per month, it may count against the buyer even if it has less than the allowed time.



# Principal & Interest Chart

Use the chart to determine your monthly principal and interest payments at various interest rates for either a 15 or 30 year term.

1. Find the appropriate interest rate from the chart.
2. Look across the column to the appropriate term to determine your interest rate factor.
3. Multiply the interest rate factor by your loan amount in \$1,000s.

Interest Rate Factors Per \$1,000		
Interest Rate	Term 15 Years	Term 30 Years
3.00	6.91	4.22
3.25	7.02	4.35
3.50	7.15	4.49
4.00	7.27	4.63
4.25	7.52	4.92
4.50	7.65	5.07
4.75	7.78	5.22
5.00	7.91	5.37
5.25	8.04	5.52
5.50	8.17	5.68

An Example
Interest Rate = 4.00
Desired Term = 30 Years
Interest Rate Factor per \$1,000 = 4.63
Mortgage = \$200,000
Monthly Principal & Interest = \$926.00 (4.63 x 200)

**Remember:** Be sure to add your monthly insurance premium and your property tax to your principal and interest to determine your total monthly payment.

## Mortgage Qualification

The total basic monthly housing cost is normally based on 29% to 40% of the gross monthly income depending on the lending institution and type of financing. The following chart provides approximate figures for mortgage qualification.

Gross Yearly Income	29% of Gross Monthly Income	35% of Gross Monthly Income	41% of Gross Monthly Income
\$15,000	\$363	\$438	\$513
\$20,000	\$483	\$583	\$683
\$25,000	\$604	\$729	\$854
\$30,000	\$725	\$875	\$1,025
\$35,000	\$846	\$1,021	\$1,196
\$40,000	\$967	\$1,167	\$1,367
\$45,000	\$1,088	\$1,313	\$1,538
\$50,000	\$1,208	\$1,458	\$1,708
\$55,000	\$1,329	\$1,604	\$1,879
\$60,000	\$1,450	\$1,750	\$2,050
\$65,000	\$1,571	\$1,896	\$2,221
\$70,000	\$1,692	\$2,042	\$2,392
\$75,000	\$1,813	\$2,188	\$2,563
\$80,000	\$1,933	\$2,333	\$2,733
\$85,000	\$2,054	\$2,479	\$2,904
\$90,000	\$2,175	\$2,625	\$3,075
\$95,000	\$2,296	\$2,771	\$3,246
\$100,000	\$2,417	\$2,917	\$3,417