

FHA 203(k) Mortgage REALTOR QUICK REFERENCE



POWERED
BY



When the right Realtor, Loan Officer, Contractor, and Buyer work together, FHA 203(k) financing can become a powerful tool for helping buyers purchase homes that might otherwise be out of reach through traditional financing.

THE REALTOR'S 5-STEP CHECKLIST

1

Identify Opportunities

Properties needing repairs may be FHA 203(k) candidates.

2

Assemble the Right Team

Partner with an experienced loan officer and qualified contractors.

3

Determine Value

Establish realistic As-Is and After-Completion values.

4

Gather Documentation

Collect contractor bids, licensing, insurance, and supporting documents.

5

Manage Expectations

Prepare buyers for timelines, inspections, and renovation requirements.

DEAL CHALLENGES

Many listings become difficult to sell:

- ✓ Roof issues
- ✓ HVAC issues
- ✓ Safety concerns
- ✓ Cosmetic condition
- ✓ Financing limitations

OBSTACLES TO OPPORTUNITIES

How the FHA 203(k) Helps Realtors:

- ✓ Sell homes that need repairs
- ✓ Create solutions for difficult listings
- ✓ Expand financing options for buyers
- ✓ Convert "problem properties" into closings
- ✓ You'll stand out from competing agents

REALTOR TAKEAWAY

You don't need to be the FHA 203(k) expert.

Your role is to:

- ✓ Identify opportunities
- ✓ Assemble the right team
- ✓ Help gather documentation
- ✓ Manage expectations
- ✓ Work closely with an experienced loan officer

Turning Problem Properties Into Closings

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