

Mortgages are what we do,  
Not who we are.™



★ EXCLUSIVE PROGRAM

# USDA Home Loans

Your Path to  
**Zero Down Homeownership**



**Open Gate Holdings**

Powered through

E Mortgage Capital NMLS#1416824

✓ **100% Financing**

Stop renting and start owning with one of the only true \$0 down payment programs available today.

# What Is a USDA Loan?



## Government Backed

Backed by the **U.S. Department of Agriculture**, providing security for lenders to offer better terms.



## Rural & Suburban Growth

Designed to promote homeownership in eligible **rural and suburban areas** (Section 502 Guaranteed Housing Program).



## Income Eligibility

Specifically available to **low-to-moderate income borrowers** who might not qualify for conventional loans.



## True \$0 Down Payment

One of the only **100% financing** mortgage options available in today's market.



## Did You Know?

It's not just for farms! Millions of homes in suburban neighborhoods across the country are eligible for this program.

### 97% of US Land

The vast majority of the United States land mass is geographically eligible for USDA financing.

# How Does It Work?



## Eligibility Check

Borrower and property must meet specific USDA requirements.



## Application

Borrower applies through an approved lender like **E Mortgage Capital**.



## USDA Guarantee

USDA guarantees the loan, protecting the lender against default.



## Approval & Closing

Loan closes with **\$0 down payment** required from the borrower.



## Repayment

Borrower repays lender with fixed monthly payments.



### Key Insight: The "Guarantee"

The USDA **guarantees** the loan but does NOT directly lend the money. Approved private lenders like **E Mortgage Capital** originate and fund the loan for you.

# Two Types of USDA Loans

★ MOST COMMON



## Guaranteed Loan

Section 502 Guaranteed Program

-  Issued by **approved private lenders** (like banks & mortgage companies)
-  USDA guarantees up to **90% of the loan** against default
-  Designed for **low-to-moderate income** borrowers (115% AMI limit)

 This is what we offer at E Mortgage Capital



## Direct Loan

Section 502 Direct Program

-  Funded and serviced **directly by the USDA**
-  Strictly for **very low income** borrowers (below 50-80% AMI)
-  Borrowers must apply **directly through local USDA offices**
-  Not offered through private lenders or mortgage brokers

# Who Qualifies?

Mortgages are what we do.  
Not who we are.™



## Credit Score

Minimum **620+** for most lenders. USDA's automated system (GUS) may approve lower scores with strong compensating factors.



## Employment / Income

Stable, verifiable income required—typically **2 years history**. W-2, self-employed, and other sources may qualify.



## Citizenship

Must be a **U.S. Citizen**, U.S. Non-citizen National, or Qualified Alien to participate in the program.



## Income Limits

Household income must be at or below **115% of the area median income (AMI)**. Income of **ALL** household members is counted.



## Debt-to-Income (DTI)

Preferred ratios: **29% front-end / 41% back-end**. GUS approval may allow for higher ratios with compensating factors.



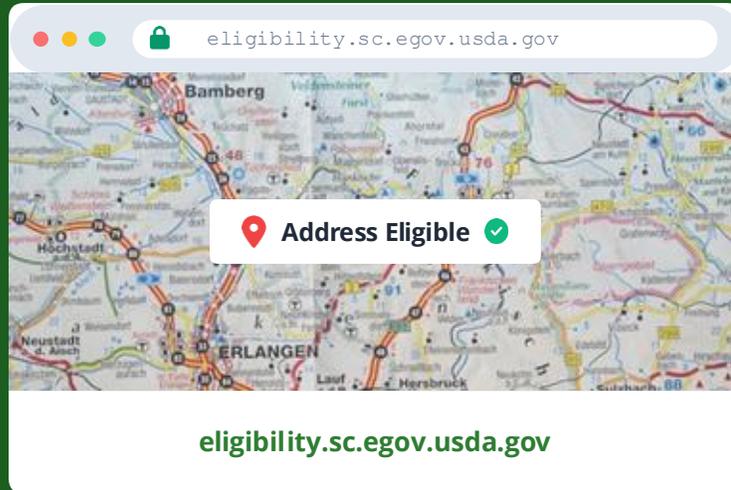
## Primary Residence

Borrowers must intend to occupy the home as their **primary residence**. Investment properties and second homes are not eligible.

Online Tool

# Check Any Address Instantly

Don't guess! Use the official USDA eligibility map to confirm if a specific property qualifies.



## Property Eligibility

# Does the Home Qualify?

E Mortgage Capital



### Eligible Area

Must be located in a USDA-designated **rural or suburban** area.



### Primary Residence

Must be the borrower's **primary home**. No investment properties or second homes.



### Property Type

**Single-family homes** are standard. Some condos and manufactured homes may qualify if approved.



### Good Condition

Home must meet USDA safety & sanitary standards. Fixer-uppers usually don't qualify unless repaired prior to closing.



### No Income Producing

**No working farms** or income-producing structures (like commercial barns) allowed on the property.



### Modest Design

Property must be "modest" in size and design. No luxury homes (e.g., in-ground pools may affect value limits).



### Appraisal Requirement

The appraised value must support the purchase price. If the home appraises for *more* than the purchase price, you can roll closing costs into the loan!



Official USDA Government Site

# The Incredible Benefits of USDA Loans



#1 BENEFIT

## \$0 Down Payment

No down payment required. 100% financing available for qualified borrowers.



## Competitive Rates

Interest rates are often lower than conventional loans and comparable to FHA.



## No Monthly PMI

No traditional private mortgage insurance. Replaced by a lower annual fee.



## Flexible Credit

More forgiving underwriting guidelines for borderline credit profiles (620+).



## 6% Seller Concessions

Sellers can contribute up to **6% of the price** toward your closing costs.



## Finance Closing Costs

Closing costs can be rolled into the loan if the appraised value exceeds the price.



## No Loan Limits

Unlike FHA/Conventional, there is no set max loan amount; based on ability to repay.



## Assumable Loan

USDA loans may be assumed by a qualified buyer when you sell in the future.



The combination of \$0 down and 6% concessions means little to no money out of pocket!

# Spotlight: Seller Concessions

Mortgages are what we do,  
Not who we are.™



USDA Allows Up To

# 6%

**SELLER CONCESSIONS**

Seller concessions are when the **seller agrees to pay a portion of the buyer's closing costs** as part of the negotiation.



## ✓ What Can Concessions Cover?

- |                           |  |
|---------------------------|--|
| ✓ <b>Loan Costs</b>       | Origination fees, processing, underwriting     |
| ✓ <b>Third Party Fees</b> | Appraisal fee, credit report, title insurance  |
| ✓ <b>Prepays</b>          | Property taxes (escrow), homeowner's insurance |
| ✓ <b>Rate Buydown</b>     | Discount points to lower your interest rate    |

## Real World Scenario

Purchase Price

**\$250,000**

6% Concession

**+\$15,000**

Paid by seller for costs

Your Closing Costs

**~\$0**

Potentially out of pocket

💡 Combined with \$0 down payment, this allows buyers to purchase with minimal funds!

# USDA Fees — What You Need to Know

## Upfront Guarantee Fee



### Funding Fee

# 1.00%

of the total loan amount

- ✓ **Can be financed** into the loan — no out-of-pocket required
- ✓ Paid only **once at closing**
- ✓ Protects the lender against default

Example: \$250,000 Loan

**One-time Fee: \$2,500**

*\*Can be rolled into loan amount (\$252,500)*

## Annual Fee



### Monthly Premium

# 0.35%

of outstanding balance annually

- ✓ Divided into **12 monthly payments**
- ✓ Recalculated annually based on remaining principal
- ✓ Significantly lower than FHA Mortgage Insurance

Example: \$250,000 Loan

**Monthly Cost: ~\$72.92**

*\*Added to your monthly mortgage payment*

# USDA vs FHA vs Conventional



Feature	<span style="background-color: #FFD700; padding: 2px;">OUR RECOMMENDATION</span>  <b>USDA</b>	FHA	Conventional
 <b>Down Payment</b>	<b>0%</b>	3.5%	3% - 20%
 <b>Min. Credit Score</b>	620+ (Flexible)	580+	620+
 <b>Monthly MI</b>	<b>0.35% Annual Fee</b>	0.55% - 1.05% MIP	Varies PMI (None if 20% down)
 <b>Upfront Fee</b>	1.00% (Financeable)	1.75% (Financeable)	None
 <b>Location</b>	Eligible Rural/Suburban	Anywhere	Anywhere
 <b>Income Limits</b>	Yes (115% of AMI)	No Limits	No Limits
 <b>Seller Concessions</b>	<b>Up to 6%</b>	Up to 6%	3% - 9% (Based on down pmt)
<b>Best For</b>	<b>★ Buyers wanting \$0 Down in suburbs</b>	<b>Lower credit scores / High DTI</b>	<b>Strong credit &amp; down payment</b>

 Loan terms and requirements subject to change. "AMI" = Area Median Income.

# USDA vs FHA — Which Is Better?



## Primary Option

### Choose USDA When:

- ✓ **Zero Down Payment Needed**  
Ideal for buyers with little to no savings for closing.
- ✓ **Eligible Location**  
Property is in a designated rural or suburban area.
- ✓ **Income Within Limits**  
Household income is at or below 115% of AMI.
- ✓ **Lowest Monthly Payment**  
Lower mortgage insurance fees = lower monthly payment.
- ✓ **Decent Credit (620+)**  
Borrower meets standard credit guidelines.

VS



## Alternative Option

### Choose FHA When:

- ✓ **Urban Property Location**  
Home is in a city center or non-eligible USDA zone.
- ✓ **Lower Credit Score**  
Best for scores between 580 - 619.
- ✓ **Higher Income**  
Income exceeds USDA household limits.
- ✓ **Property Condition Issues**  
FHA 203(k) renovation loans available for fixers.
- ✓ **Higher DTI Ratio**  
Need more flexibility on debt-to-income ratios.



### Pro Tip from Open Gate!

"Always check USDA eligibility **FIRST** before defaulting to FHA — your client could save hundreds per month with a USDA loan!"

# Real World Scenario — See the Savings

Mortgages are what we do.  
Not who we are.™



Purchase Price <b>\$275,000</b>	Credit Score <b>660 FICO</b>	Location <b>USDA Eligible Suburb</b>	Borrower Goal <b>Low Cash to Close</b>
------------------------------------	---------------------------------	---	---

### FHA Loan

3.5% Down

Down Payment	<b>\$9,625</b>
Loan Amount	<b>\$268,656</b>
Int. Rate (Est)	<b>6.75%</b>
Monthly P&I	<b>\$1,743</b>
Monthly MI	<b>\$185</b>
<b>Total Monthly</b>	<b>\$1,928</b>

🏆 Best Option  

### USDA Loan

0% Down Payment

Down Payment	<b>\$0</b>
Loan Amount	<b>\$277,750 *</b>
Int. Rate (Est)	<b>6.50%</b>
Monthly P&I	<b>\$1,755</b>
Annual Fee (Mo)	<b>\$81</b>
<b>Total Monthly</b>	<b>\$1,836</b>

Saves \$92/mo vs FHA!

Cash to Close (Est)  
**~\$0 - \$1,000**

### Conventional

5% Down

Down Payment	<b>\$13,750</b>
Loan Amount	<b>\$261,250</b>
Int. Rate (Est)	<b>6.875%</b>
Monthly P&I	<b>\$1,716</b>
Monthly PMI	<b>\$130</b>
<b>Total Monthly</b>	<b>\$1,846</b>

Cash to Close (Est)

# Busting USDA Loan Myths!



**Myth**

"USDA loans are only for farmers"



**Fact**

USDA loans are for **any eligible primary residence** — including millions of homes in suburban neighborhoods.



**Myth**

"There are no USDA eligible areas near me"



**Fact**

Over **97% of the U.S. land mass** qualifies. You'd be surprised how close to the city eligible areas are!



**Myth**

"USDA loans take forever to close"



**Fact**

With an experienced lender like **E Mortgage Capital**, closing times are comparable to FHA and Conventional loans.



**Myth**

"You need perfect credit to qualify"



**Fact**

Not true! A credit score of **620+** is generally sufficient, and manual underwriting is possible for some.

**Common Misconception**



"The income limits are too low for my family"

**The Reality**



**Generous Income Allowances**

Limits are set at roughly **115% of the Area Median Income (AMI)**. Deductions for children and childcare make it even easier to qualify. Many middle-class families are eligible!

# Why Work With E Mortgage Capital?



## USDA-Approved Lender

We specialize in government loan programs. Our team has deep expertise in navigating USDA, FHA, and VA guidelines to get you approved.



## Fast Pre-Approvals

In today's competitive market, speed wins. We provide quick, reliable pre-approvals so you can make offers with confidence.



## Expert Guidance

Raphael Cisneros and the team provide personalized advice, walking you through every step of the mortgage process from start to finish.



## Dedicated Support

We don't just originate loans; we build relationships. You'll have a dedicated team supporting you from application all the way to the closing table.



## Free Eligibility Checks

Unsure if a home qualifies? We provide **instant, free property eligibility checks** for any address you're interested in buying.

*"Our goal is to make the path to zero-down homeownership as smooth as possible."*

# Ready to Get Started?



Government Loan Specialists



## Open Gate Holding

Powered through E Mortgage Capital

NMLS# 1416824



Call or Text

**508-400-7278**



Email

**support@opengateholding.com**



Website

**www.opengateholding.com**



Office

**Richmond, VA USA**



"Let's find out if your client qualifies for **\$0 down** with a USDA loan today!"

— *Raphael Cisneros*



### Check Eligibility Instantly

Scan the QR code to access the official USDA Property Eligibility Map.



**Scan Now**

# Important Disclosures

---

This presentation is for **informational and educational purposes only** and does not constitute an offer to lend or a commitment for a loan. All loan programs, interest rates, terms, and conditions are subject to change without notice and are based on borrower creditworthiness, income, property eligibility, and other underwriting factors. Not all borrowers will qualify.

**USDA Loan Specifics:** USDA loan programs are subject to USDA Rural Development guidelines and regulations. Eligibility for the Single Family Housing Guaranteed Loan Program requires the property to be located in an eligible rural or suburban area and the borrower's household income to not exceed the applicable limits.

**Estimates & Scenarios:** Any payment scenarios, interest rates, or savings examples provided in this presentation are estimates for illustrative purposes only. Actual payments and costs will vary based on current market conditions, your specific financial situation, and the final loan terms.

**Professional Advice:** Information provided is accurate as of the date of this presentation and may change based on program updates from the USDA or other regulatory bodies. Please consult with **Raphael Cisneros** or a licensed mortgage professional for personalized guidance regarding your specific homebuying situation.

# USDA Home Loans

## Quick Reference Guide

**What is a USDA Loan?** A government-backed mortgage program designed to promote homeownership in eligible rural and suburban areas. It offers **100% financing (zero down payment)** with competitive interest rates and low mortgage insurance costs.

### ★ Key Program Benefits

-  **0% Down Payment:** Purchase a home with no money down. 100% financing available.
-  **No Monthly PMI:** Reduced mortgage insurance compared to FHA and Conventional loans.
-  **Competitive Rates:** Rates are often lower than conventional mortgages.
-  **Seller Concessions:** Sellers can contribute up to **6%** towards closing costs.
-  **Assumable:** Future buyers may be able to take over your low rate.

### 👤 Borrower Eligibility

-  **Credit Score**  
Typically 620+ required for streamlined processing. Flexible options exist.
-  **Income Limits**  
Household income must be ≤ 115% of Area Median Income (AMI). Deductions apply.
-  **Debt-to-Income (DTI)**  
Standard ratios are 29% (housing) / 41% (total). Exceptions possible with strong credit.
-  Must be a U.S. Citizen, U.S. non-citizen national, or Qualified Alien.

### 🏠 Property Requirements

- Must be in a **USDA Eligible Area** (Rural/Suburban).
- Must be your **Primary Residence**.
- Single-family homes, PUDs, and eligible condos allowed.
- No income-producing properties (e.g., working farms).

**Check Eligibility Map:**  
[eligibility.sc.egov.usda.gov](https://eligibility.sc.egov.usda.gov)