

## **Factory-Built Homes**

- Manufacturer can be paid when the home leaves the factory.
- Allowed up to 80% of contract price before final draw.
- 3 draws are typical.
- Double-wide Homes are eligible (No Singlewide).
- Land can be paid at closing (doesn't count as draw).

## **Site-Built Homes**

- Builder allowed up to 90% of contract price before final draw.
- **5 draws** are typical with more available at additional cost.
- Construction Period: 120, 180, 270 days (360 exception basis).
- Land can be paid at closing (doesn't count as a draw).
- **Soft Costs** can be included in Construction Loan.

## **Borrower Benefits**

- One Closing reduces Closing Costs.
- Interest Rate is Locked for the Permanent Loan.
- Borrower makes **No Payments** during Construction.
- First Payment Starts AFTER Construction is complete.

## **Builder Benefits**

- Expanded Market Share: Builders have a larger pool of potential Home Buyers due to No & Low Down Payment options.
- Lower Risk: Builder can safely build homes without the worry that Borrowers won't re-qualify for Permanent Financing.

- Borrowers do not have to re-qualify after Construction is complete.
- Lower Costs with One Appraisal and One Set of Closing Docs.
- No Expiration on Credit Docs or Appraisal once the loan closes.
- Conventional Loan Fallout: Builders have options for Buyers who can't get a Conventional Loan and/or Bank Construction Financing.
- Fallback Funds: Builders can use OTC Loans as a source of funds to access only when needed - there is no requirement to draw funds.



