

ESSENTIALS CUSTOMER TRAINING PRESENTS IPC CHECKLIST*



Interested Parties		Not Interested Parties	
Property Seller	Real Estate Agent	Lender*	Employer*
Builder/Developer	Broker	*Unless lender or employer is the property seller or is affiliated with the property seller or another interested party to the transaction.	

Considered IPCs – examples are, but not limited to... Financing Concessions (must adhere to IPC limits below)

Downpayment Assistance		Prepaid Expenses:	
Closing Costs:		- Interest Charges (max 30 days interest)	
- Typical Fees and/or closing costs paid by the seller		- Real Estate Taxes covering any period after the settlement date (only if taxes are being impounded by servicer for future payment)	
- Origination Fees		- Property insurance premiums (max 14 months)	
- Discount Points		- HOA dues covering period after the settlement date (max 12 months)	
- Commitment Fees		- Initial and/or renewal mortgage insurance premiums	
- Appraisal Fees		- Escrow accruals required for renewal of borrower-purchased mortgage insurance coverage	
- Transfer Taxes			
- Stamps			
- Attorneys' Fees			
- Survey Charges			
- Title Insurance premiums			
- Funds to subsidize a temporary or permanent interest rate Buydown			
- Real Estate Tax Service Fee			
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Occupancy Type	LTV/CLTV Ratio	Maximum IPC Based off Purchase Price
Principal Residence or Second Home	Greater than 90%	3%
	75.01% - 90%	6%
	75% or less	9%
Investment Property	All CTLV ratios	2%

Sales Concessions (must reduce purchase price if considered)

Cash	Moving Costs
Furniture	Vacations
Automobiles	Giveaways
Decorator Allowances	Financing Concessions that exceed the IPC limits

Not Considered IPCs - examples are, but not limited to...

A legitimate pro-rated real estate tax credit in places where real estate taxes are paid in arrears is not considered a financing concession and is not subject to the IPC limits.	A gift of equity from the Property Seller: <ul style="list-style-type: none"> - Must meet gift donor requirements. - May not be affiliated with the builder, developer, real estate agent or other interested party in the transactions
Pay off a PACE loan by the seller	Lender credit derived from premium pricing is not considered an IPC even if the lender is an interested party to the transaction
Up to \$2500 from lender (cash/gift card)	

Note: Mortgages with undisclosed IPCs are not eligible.

*Referenced from FNMA Guidelines.

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