

The Rental Property Financing Field Guide

Before you make an offer, separate how you will use the property from how the loan will qualify. This guide helps you bring the right facts to a financing conversation.

Path	Starting point	Question to resolve
Second home	Genuine personal use that meets the loan rules.	Does the actual use, rental activity and management arrangement fit?
Conventional investment	Borrower qualification with documented income and eligible rental income.	What rental income can be counted for this property and transaction?
DSCR investment	Property rental income compared with the required housing payment under program rules.	Which rent evidence, expenses and loan terms apply?

Start with the intended use

A second-home loan is not a way to relabel an investment. Fannie Mae requires personal occupancy for part of the year and other conditions. Limited rental activity may be compatible only when the requirements are met; rental income cannot be used to qualify for that second-home loan.

Put the rent evidence on the table

Grant can review DSCR options for short- and long-term rentals. Depending on the investor and transaction, rental history or an appraisal-based rent assessment may be used. No personal-income documentation does not mean no property review, credit review or cash requirements.

Compare financing and operating cash

Ask Grant to compare the down-payment options available for your DSCR purchase. More down may improve pricing, but leaves less cash for furnishing, repairs and slower months. Compare the actual quotes, reserves and any prepayment restrictions before deciding.

Verify the address before the offer

Check the local permit and zoning rules, HOA restrictions and insurance for the intended rental use. A listing described as an Airbnb does not establish that you can operate it. Confirm the rules with the responsible local authority.

Your conversation worksheet

Fill this out for yourself. Grant will review your goals and prepare the financing options personally. This is not an application or an automated qualification tool.

Property city / address (if identified)

Personal use planned / rental use planned

Purchase or refinance / target timing

Rental history available / appraisal still needed

Cash available for purchase, costs and reserves

Furnishing, repairs and operating-cash budget

Permit, zoning and HOA questions to resolve

What I want compared: loan path / cash / payment

Before your conversation

- Gather the listing and any available rent history.
- List expected management, utilities, cleaning and maintenance costs.
- Identify property taxes, insurance and HOA dues to verify.
- Ask about short-term-rental eligibility and personal-use restrictions.
- Ask whether the loan has prepayment restrictions or a balloon.

Request a rental-financing review

Book a conversation with Grant | (770) 331-2401
grant@grantdoesmortgage.com

Educational planning guide, not an offer, rate quote, Loan Estimate, preapproval or commitment to lend. Programs, pricing and eligibility are subject to current requirements and underwriting.

Further reading

Fannie Mae: occupancy types

Metro Nashville: short-term rental questions