



Jeannie Hart-Kensinger
Loan Officer

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Loan Program	What it is	Who it is for
Rural Development	USDA insured financing where the mortgage insurance is paid up front, sometimes financed into the loan. This means a much lower monthly payment since no mortgage insurance is included	<i>Property must be located in a Rural Development eligible area. Borrowers with average credit or better, who do not exceed Rural Development income limits</i>
FNMA “ My Community”	Conventional financing with greatly reduced mortgage insurance costs and less restrictive credit guidelines	Borrowers with average credit or better, who do not exceed the HUD median income limits for the area
100% with Lender pd MI	Conventional financing where the mortgage insurance is built into the interest rate, at a lesser cost than traditional mortgage insurance	Borrowers with good credit, who qualify under conventional guidelines, and who are interested in the tax deductibility of this option
Fannie Mae, Freddie Mac Conventional 100%	Conventional financing with standard mortgage insurance costs	Borrowers who exceed My Community income limits and have average or better credit.
FHA with Genesis	FHA insured financing where through the Genesis program, the borrower receives a grant which covers their 3% down payment. The seller must donate 3% to the Genesis program	Borrowers with average credit or better, who may not qualify for other available 100% financing programs.
VA Financing	VA insured financing where the mortgage insurance is paid up front, and financed into the loan. This means a lower monthly payment since no mortgage insurance is included	Only available to eligible veterans



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