A GUIDE FOR ITIN HOME BUYERS

ITIN HOMEOWNERSHIP WITH AN ITIN

No Social Security number? You may still qualify.

What an ITIN loan is, how your income and credit are reviewed, where your down payment can come from, and how to put together a file an underwriter can approve.



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START HERE

YOU PAY YOUR TAXES. YOU CAN OWN A HOME.

A lot of hardworking families in our area **file taxes every year**, pay their rent on time and have saved real money, but have been told they can't buy a home because they don't have a Social Security number.

That isn't always true. An **ITIN loan** lets you use your Individual Taxpayer Identification Number to apply for a mortgage. It's a real loan, from a real lender, with the same protections as any other mortgage.

I've been helping families into homes since 1993, first as a Realtor and now as a mortgage lender. Read this, then call me with your questions. Bring a family member or someone you trust if that helps. There's no such thing as a bad question.

Brian

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WHAT AN ITIN LOAN IS

A mortgage that uses your tax ID in place of a Social Security number.

An ITIN is a tax number the **IRS** issues to people who need to file federal taxes but aren't eligible for a Social Security number. An ITIN loan uses that number, along with your tax history, income and credit, to qualify you for a mortgage.

WHO ISSUES IT	WHAT IT SHOWS	WHAT THE LOAN IS
The **IRS**. It starts with the number 9 and looks like a Social Security number.	That you **file and pay taxes** in the U.S. Lenders treat that history as a strong sign of stability.	A **Non-QM** loan, following its own guidelines instead of standard Fannie Mae, Freddie Mac or FHA rules.

KEEP YOUR ITIN CURRENT

An ITIN **expires** if it isn't used on a federal tax return for three years in a row. An expired ITIN can stop a loan. If you haven't filed recently, renew it with the IRS before you apply. Your tax preparer can help.

BUY A HOME TO LIVE IN

Most ITIN programs are for a primary home: a house, condo or 2–4 unit property you'll live in.

REFINANCE A HOME YOU OWN

Many programs also allow refinancing, including to lower your rate or take cash out.

WHO ITIN LOANS FIT

Built for families with a tax history, steady work and savings.

ITIN loans help people who are doing everything right financially but don't fit the standard loan programs because of how they're identified. Here's who they usually fit, and what to expect.

USUALLY A GOOD FIT

- You have a valid ITIN and file taxes with it
- You've worked steadily for at least two years
- You're employed, self-employed or both
- You have savings for a down payment
- You pay rent and bills on time
- You're ready to stop renting

KNOW GOING IN

- Rates are usually **higher** than conventional loans
- Down payment requirements are often **larger**
- Expect to show **reserves**, meaning months of payments saved
- Cash savings must be **in a bank** and documented
- Paperwork may need **translation**
- Guidelines vary a lot from lender to lender

REAL TALK: If you or a co-borrower now have a Social Security number, other programs may get you a better rate. Tell me your full situation, and I'll show you every option.

HOW YOUR INCOME IS VERIFIED

If it's on paper, it can count.

Lenders need to see that your income is **steady and documented**. How that happens depends on how you're paid. Many ITIN programs accept several ways to show it.

HOW YOU'RE PAID	USUALLY DOCUMENTED WITH	GOOD TO KNOW
PAYCHECK FROM AN EMPLOYER	Pay stubs, W-2s and tax returns filed with your ITIN	Your name should match on every document
SELF-EMPLOYED OR OWN A BUSINESS	Tax returns, or 12–24 months of bank statements	Keep business and personal accounts separate
CONTRACT OR 1099 WORK	1099s, tax returns and bank deposits	Deposits should match what you report
PAID IN CASH	Harder to use. Income has to be deposited and reported	Start depositing and reporting it now

TWO YEARS IS THE MAGIC NUMBER

Most programs look for about two years of steady work, often in the same line of work. Changing jobs is usually fine if you stay in the same field. A gap in work, or a brand-new business, may need an explanation.

YOUR CREDIT, WITH OR WITHOUT A SCORE

On-time payments count, even if they never hit a credit report.

Credit bureaus can build a credit file using your ITIN, so many ITIN borrowers already have a score. If you don't, some programs can use **alternative credit**: proof that you've paid other bills on time.

TRADITIONAL CREDIT

- Credit cards opened with your ITIN
- Car loans and personal loans
- Store cards and phone financing
- Secured cards and credit-builder loans

ALTERNATIVE CREDIT

- **Rent**, with canceled checks or bank records
- Utilities: electric, gas, water
- Cell phone and internet
- Car or renter's insurance

BUILDING CREDIT WITH AN ITIN

START SMALL

A secured card or credit-builder loan opens a file and starts your history.

PAY ON TIME

Every on-time payment helps. One late payment can set you back.

PAY RENT BY CHECK

Paying rent from your bank account creates proof. Cash rent doesn't.

YOUR DOWN PAYMENT

The money has to be yours, in the bank and easy to trace.

Underwriters need to see where every dollar of your down payment came from. Money that has been **sitting in a bank account for a few months** is the easiest to use. Money that just showed up needs a paper trail.

YOUR OWN SAVINGS

Checking and savings in your name. Every page of your recent statements will be reviewed.

GIFTS FROM FAMILY

Many programs allow gifts from relatives, with a **signed gift letter** and proof of the transfer. Rules vary.

CASH KEPT AT HOME

Cash usually **can't be used** until it's been deposited and has sat in the bank for a while. Deposit it early, not right before you apply.

SALE OF A CAR OR PROPERTY

A bill of sale or closing statement, plus the deposit, shows where the money came from.

REAL TALK: The single biggest thing you can do today is put your savings in a bank account in your name and leave it there. That one step makes the rest of the process much easier.

ID & PAPERWORK

The right documents, with names that match.

Along with your ITIN, you'll need a valid photo ID. Programs differ on which IDs they accept, so check with me before you apply. The most important rule: **your name should be spelled the same way on every document.**

YOUR ITIN LETTER

The IRS letter assigning your ITIN, or a renewal letter. Keep the original somewhere safe.

PHOTO ID

A valid passport is the most widely accepted. Some programs accept other government-issued IDs.

DOCUMENTS IN ANOTHER LANGUAGE

Some programs require a **certified English translation** of documents written in another language.

NAME DIFFERENCES

Two last names, a married name or a different spelling? A short **letter of explanation** may be needed.

NEVER USE A NUMBER THAT ISN'T YOURS

Only use your own ITIN on a loan application. Using someone else's Social Security number, or one that was bought or borrowed, can cause serious legal problems and will stop the loan. If you've done this at a job in the past, tell me up front so we can talk about it honestly.

COMMON MISTAKES THAT DELAY APPROVAL

Most of these are easy to fix ahead of time.

1 EXPIRED ITIN
Renew it with the IRS before you apply. It can take several weeks.

2 NAMES THAT DON'T MATCH
Different spellings across your ID, tax returns and bank statements cause delays.

3 CASH NOT IN THE BANK
Savings kept at home usually can't count until they've been deposited for a while.

4 MISSING TAX RETURNS
Every year you worked should have a return filed with your ITIN.

5 UNEXPLAINED DEPOSITS
Large deposits without paperwork can't be used for your down payment.

6 NEW CREDIT DURING THE LOAN
No new cards, car loans or financed furniture until after closing.

7 PAYING RENT IN CASH
Without a record, your rent history may not count toward your credit.

8 PROMISES THAT SOUND TOO GOOD
Nobody can guarantee approval. Be careful of anyone who charges to "fix" your file.

REAL TALK: Almost every one of these is avoidable with a 15-minute conversation before you apply. That's the cheapest time to fix a problem.

YOUR SCORE AND DOWN PAYMENT WORK TOGETHER

Strong savings can make up for a thinner credit history.

Every ITIN program sets limits based on your **credit** and your **loan-to-value (LTV)**, meaning how much you borrow compared to the home's value. In general, a lower score or thinner credit means a larger down payment, more reserves or fewer programs to choose from.

STRONG CREDIT, SOLID DOWN PAYMENT	The most program choices and the best pricing. Usually the smoothest path.
MIDDLE OF THE RANGE	Still plenty of options. Rate, down payment and reserves vary more from program to program.
THIN OR NO CREDIT SCORE	Fewer programs fit, and the down payment and alternative credit carry more weight. This is where shopping the file matters most.

WHEN YOUR FILE IS CLOSE, I DON'T GUESS

If your credit or down payment is on the edge, I send your file to our **scenario desk** with your income, tax and bank documents. They look across programs to find the one that fits your situation.

GOOD TO KNOW: Minimum scores, down payments and maximum LTVs change often and vary by program, so they aren't listed here. Ask me for current guidelines on your scenario.

YOUR RIGHTS AS A BORROWER

Same protections as any other mortgage.

The federal **Equal Credit Opportunity Act** makes it illegal for a lender to treat you differently because of your **national origin**, race, religion, sex, marital status or age. As an ITIN borrower, you have the same rights as any other applicant.

YOU HAVE THE RIGHT TO

- Get your **Loan Estimate** within three business days of applying
- Compare offers from more than one lender
- Have every fee and term explained before you sign
- Bring a family member or interpreter you trust
- Get your **Closing Disclosure** at least three business days before closing

PROTECT YOURSELF

- **Never sign** a blank or incomplete document
- Don't sign anything you don't understand
- Be careful of anyone who asks for cash up front to "guarantee" a loan
- Keep copies of everything you sign
- Verify any loan officer at **nmlsconsumeraccess.org**

REAL TALK: A good loan officer wants you to ask questions. If something doesn't make sense, stop and ask me. I'll explain it as many times as you need.

DOCUMENT CHECKLIST

Have these ready, and the process moves a lot faster.

- [ ] IRS letter assigning or renewing your ITIN
- [ ] Federal tax returns filed with your ITIN (usually 2 years)
- [ ] Bank statements, all pages (recent months)
- [ ] Rent history: lease and proof of payments
- [ ] Letters of explanation for name differences or gaps in work
- [ ] Valid passport or other accepted photo ID
- [ ] W-2s, 1099s or recent pay stubs
- [ ] Gift letter and proof of transfer, if family is helping
- [ ] Utility, phone or insurance bills, for alternative credit
- [ ] Certified translations, if documents aren't in English

Every program is a little different. I'll give you the exact list for your scenario before you gather anything.



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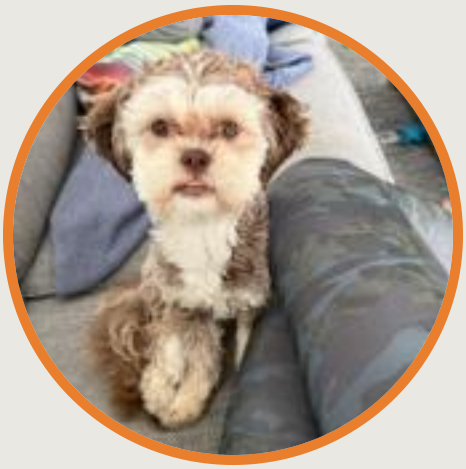
BOOK 15 MINUTES

EQUAL HOUSING OPPORTUNITY

This guide is for educational purposes only and is not a loan commitment or guarantee of approval. All loans are subject to credit, income, asset, property and appraisal approval; not all applicants will qualify. ITIN loans require a valid, unexpired Individual Taxpayer Identification Number issued by the IRS. Income and credit documentation, acceptable forms of identification, gift fund rules, credit score minimums, down payment and loan-to-value limits vary by program and are determined at underwriting. ITIN and other Non-QM loans may carry higher interest rates, larger down payment requirements and different terms than agency or QM financing. Program availability and guidelines are subject to change without notice. The federal Equal Credit Opportunity Act prohibits creditors from discriminating against credit applicants on the basis of race, color, religion, national origin, sex, marital status or age (provided the applicant has the capacity to contract), because all or part of the applicant's income derives from any public assistance program, or because the applicant has in good faith exercised any right under the Consumer Credit Protection Act. Brian Marchand and New American Funding do not provide tax, legal or immigration advice. © 2026 New American Funding, LLC. NMLS #6606 (nmlsconsumeraccess.org). 1 MacArthur Place, Suite 800, Santa Ana, CA 92707 · newamericanfunding.com · (800) 450-2010. Licensed Mortgage Banker, NYS Department of Financial Services. Equal Housing Lender. October 2026.

PENNY'S CORNER

A few words from our Chief Belly-Rub Officer.



PENNY SAYS

CHIEF BELLY-RUB OFFICER

You pay your taxes and you work hard. Dad believes you deserve a fair shot at a home, and so do I.

Bring someone you trust to the conversation if it helps, and ask every question you have. Dad will explain it as many times as you need. He does that for me with "stay," too.

CONNECT WITH PENNY ON FACEBOOK

Tips, updates and plenty of Penny.

SCAN WITH YOUR PHONE'S CAMERA

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