
JUMBO LOANS

What Every Realtor Should Know

Financing Luxury & High-Value Real Estate with Confidence

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WHAT IS A JUMBO LOAN?

\$832,750

2026 Conforming Loan Limit (Baseline)



Mortgage financing that exceeds conforming loan limits set by the FHFA



Designed for luxury properties and high-value real estate transactions



Available to qualified borrowers with strong credit and financial profiles

High-cost areas: up to \$1,249,125



KEY JUMBO LOAN FEATURES

Flexible financing built for high-value real estate



Higher Loan Amounts

Finance above the \$832,750 conforming limit with no maximum cap set by the FHFA



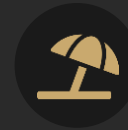
Flexible Structures

Fixed-rate, adjustable-rate, and interest-only options tailored to borrower needs



Competitive Options

Rates within 0.25-0.50% of conforming loans for well-qualified borrowers



Second Homes

Finance luxury primary residences, vacation homes, and investment properties

JUMBO VS CONVENTIONAL LOANS

Feature	Jumbo Loan	Conventional Loan
Loan Limit	Above \$832,750	Up to \$832,750
Down Payment	10% - 20% typical	As low as 3%
Credit Score	700+ (720+ preferred)	620+ minimum
Reserves	6-12 months PITI	2-6 months
Max DTI	43% (36% preferred)	Up to 50%
Interest Rates	0.25-0.50% above conforming	Baseline conforming rate
Typical Borrower	Luxury buyers, high-income professionals	Standard home purchasers

Source: FHFA 2026 conforming loan limits. Requirements vary by lender.

JUMBO QUALIFICATION OVERVIEW

Key factors lenders evaluate for jumbo loan approval



Credit Profile

700+

Minimum score required. 720+ for best rates and terms. Strong payment history is essential.



Income & Assets

Full Doc

Complete tax returns, W-2s, and bank statements. Self-employed need P&L statements.



Cash Reserves

6-12 Mo

Liquid reserves covering 6-12 months of mortgage payments (PITI) required at closing.



Debt-to-Income

43% Max

Maximum DTI of 43%, with 36% preferred. Lower ratios unlock better loan terms.

COMMON JUMBO BUYER PROFILES

Who typically pursues jumbo financing?



Luxury Homebuyers

Purchasing primary residences above conforming limits



Executives & Professionals

High-income earners with strong financial profiles



Self-Employed Borrowers

Business owners with non-traditional income documentation



Relocating Buyers

Moving from high-cost states like CA, NY, or NJ



Vacation Home Buyers

Financing second homes in resort or coastal markets

JUMBO LOAN MYTHS VS REALITY

MYTH



Jumbo loans always require huge down payments



Only ultra-wealthy buyers qualify



Jumbo rates are always much higher



Self-employed borrowers cannot qualify

REALITY



Down payments as low as 10% are available. Standard is 20%, and some lenders offer options with 5-15% down.



Jumbo loans serve a wide range of buyers in high-cost markets. Strong income and credit matter more than net worth.



Rates are typically only 0.25-0.50% above conforming rates. Well-qualified borrowers may see even smaller gaps.



Self-employed borrowers regularly qualify with proper documentation including tax returns and P&L statements.

REALTOR TIPS FOR JUMBO TRANSACTIONS



Encourage buyers to complete a thorough financial review early in the process



Prepare clients for detailed underwriting with comprehensive documentation



Understand appraisal expectations for high-value properties



Maintain proactive communication with the lender throughout the transaction



Set realistic closing timelines — jumbo loans may require additional processing time



WHY JUMBO FINANCING MATTERS FOR REALTORS



Expand Market Reach

Access luxury and high-value property segments that command premium commissions



Higher Transactions

Support clients purchasing above conforming limits with tailored financing options



Referral Opportunities

Build lasting partnerships with luxury buyers who refer within affluent networks



Competitive Edge

Stand out in upscale markets by offering knowledgeable jumbo loan guidance

Helping Buyers Finance Luxury Real Estate with Confidence

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