



The Cash Buyer's Advantage

How \$600K could become a \$1.2M home

without a required monthly mortgage payment

\$600K → \$1.2M

same cash out of pocket | same \$0 required monthly mortgage payment



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Most Buyers Are Solving the Wrong Problem

Cash is clean. Cash is simple. Cash can also be limiting.

Most buyers walk into the Florida market with a fixed number in their head: their cash budget. Then they shop inside that number and assume they are being practical.

The no-BS version

Your cash does not have to be your ceiling. In the right situation, it can be your down payment - and that can change the entire category of home you are choosing from.

\$0 Payment

No required monthly mortgage payment while the home remains your primary residence.

Age 62+

All borrowers on the HECM loan must meet the minimum age requirement.

45-65% Down

Typical range depends on age, rates, and the specific numbers at the time.

This guide is not here to talk you into anything. It is here to make sure you understand an option many cash buyers never hear about until it is too late to use it well.

What Is HECM for Purchase?

A reverse mortgage used to buy a home - not tap equity in one you already own.

A Home Equity Conversion Mortgage for Purchase is a federally insured loan backed by HUD and FHA. It is built for buyers age 62 and older who want to purchase a new primary residence without taking on a traditional monthly mortgage payment.

- ✓ You bring a substantial down payment, often in the 45-65% range.
- ✓ The HECM loan covers the rest of the purchase price.
- ✓ There is no required monthly mortgage payment while you live in the home as your primary residence.
- ✓ You still pay property taxes, homeowners insurance, HOA fees, and home maintenance.
- ✓ The loan is repaid when you sell, permanently move out, or pass away.

Important: non-recourse protection

You can never owe more than the home is worth. If the loan balance ever exceeds the value of the home at sale, FHA insurance covers the gap. Your heirs are not personally on the hook for the difference.

Same \$600K. Very Different Outcomes.

This is the part that changes how buyers think about their budget.

CASH PURCHASE

\$600K

Home price: \$600,000

Cash used: \$600,000

Required mortgage payment: \$0

Cash is fully deployed.

HECM FOR PURCHASE

\$1.2M

Home price: about \$1,200,000

Cash used: \$600,000

Required mortgage payment: \$0

Different tier of options.

In Sarasota, Lakewood Ranch, and Wellen Park, that gap can mean a better lot, a pool, a water or preserve view, a golf community, stronger amenities, or simply a home that fits the lifestyle you actually came here for.

Who This Works For - And Who It Does Not

This is not for everyone. It should not be.

- ✓ You are 62 or older, and all borrowers on the loan qualify by age.
- ✓ The home will be your primary residence, not a vacation home or investment property.
- ✓ You have significant cash, proceeds from a sale, or equity you can use strategically.
- ✓ You care about preserving liquidity instead of putting every dollar into the house.

When it may not fit

- ✓ You simply want to own the home free and clear, no exceptions.
- ✓ You are not comfortable with a loan balance growing over time.
- ✓ You do not plan to use the home as your primary residence.
- ✓ You have not reviewed the numbers with a lender who actually specializes in HECM for Purchase.

Not Ready to Sell Up North?

Do not assume that means you are stuck waiting.

If you have substantial equity in your current home, there may be ways to access that equity and use it toward a Florida purchase. The mechanics get specific quickly, and the rules matter, so this is not a do-it-yourself situation.

The point is simple: before you assume you have to sell first, run the numbers. Some buyers have more options than they realize.



John Gibbons III

HECM FOR PURCHASE SPECIALIST | PRMG | NMLS#19893

John specializes in HECM for Purchase lending and can walk you through your required down payment, realistic purchase range, and how age and current rates affect the math.



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Mortgage advice should come from a licensed lender.

Before You Write the Check

Questions worth asking before you lock yourself into one path.

- ✓ What would my purchase ceiling be if I used HECM for Purchase?
- ✓ How much cash would I keep liquid compared with paying all cash?
- ✓ What communities or home types would open up at the higher price point?
- ✓ How long do I realistically plan to live in the home?
- ✓ Am I comfortable with the tradeoff: no required payment, but a loan balance that grows?

Your Next Step

If you are even considering buying with cash in Sarasota, Lakewood Ranch, or Wellen Park, it is worth understanding this before you decide. Not because you have to use it - because you will make a better decision once you know the numbers.

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Frequently Asked Questions

The practical questions buyers usually ask first.

Can I really buy a home with no monthly mortgage payment?

Yes. With HECM for Purchase, there is no required monthly mortgage payment as long as the home is your primary residence. You still pay taxes, insurance, HOA fees, and maintenance.

What age do I need to be?

All borrowers on the HECM loan must be at least 62 years old.

How much do I need for the down payment?

Often 45-65% of the purchase price. The exact amount depends on the youngest borrower's age, current rates, and the property.

Can I use this for a second home?

No. HECM for Purchase is for a primary residence.

Is this risky for my heirs?

It is a non-recourse loan. You and your heirs cannot owe more than the home is worth at sale.

Should I still talk to a lender?

Absolutely. The real numbers depend on your situation, and this product needs a specialist.

Disclaimer: This guide is for informational purposes only and does not constitute financial, legal, or mortgage advice. HECM eligibility, down payment requirements, and terms vary by borrower and market conditions. Consult with a licensed HECM lender and a HUD-approved counselor before making financing decisions. Rogue Realty does not originate mortgage loans.