

Minimum Income Target Worksheet

Work backward from the home you want to the qualifying income it actually requires.

Most borrowers start with income and ask what it buys. This runs the other direction — start with the home, find the income it demands, and see the gap while there is still time to do something about it.

THE TARGET

Target purchase price

Expected down payment

Loan amount

Qualifying income the target requires — monthly

\$

Qualifying income the target requires — annual

\$

THE REALITY

Your filed qualifying income — annual

\$

Shortfall (target minus filed)

\$

| A positive shortfall is not a no. It is a number to plan against — and the earlier you know it, the more levers you still have.

THE LEVERS

Check every option worth discussing, then note what each one would actually require.

☐

Lower the purchase price

By how much, to close the gap?

Revised target price

☐

Increase the down payment

Where would the additional funds come from, and can they be documented?

Additional funds needed

☐

Change the rate structure

Points, a different term, or an ARM if the holding period supports it — see the Rate and Points worksheet.

☐

Revisit the tax strategy for next year

Coordinate with your CPA before the next return is filed, not after.

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Explore alternative documentation

Bank statement, P&L-only, 1099-only, or asset depletion — if tax-return income does not get there.

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Extend the timeline

More preparation months can change the answer more than any single move.

THE PLAN

Which lever, by when, and who needs to be involved?

Prepared by

Date