



THE ULTIMATE

Self-Employed Homebuyer Guide for the Central Coast of California

How 1099 & business owners qualify for FHA,
VA & bank-statement loans in Santa Maria,
SLO & Santa Barbara County

Buying a Home When You're Self- Employed

Most people think you can't buy a home if you're self-employed, write off expenses, or have "messy" income.

But have you ever noticed how business owners still buy homes on the Central Coast every day?

The truth is, you don't need perfect tax returns — you need the right loan strategy.

I'm Phoebe Jaeckels, a mortgage lender serving Santa Maria, Orcutt, San Luis Obispo, and California's Central Coast, and this guide shows how self-employed buyers qualify using FHA, VA, and bank-statement loans.





Here's what lenders really look at

Self-employed buyers are approved using:

- Tax returns (2 years)
- Profit & loss statements
- Bank statements
- Or a mix of all three

Common options on the Central Coast:

- FHA loans – flexible with credit and down payment
- VA loans – \$0 down for eligible veterans
- Bank statement loans – use deposits instead of tax returns
- Conventional loans – great for higher credit scores

Most buyers are surprised how much they qualify for once their income is analyzed correctly.

Here's the part most people miss

Most banks only look at your tax returns.

But many self-employed buyers qualify using cash flow instead.

That's why two business owners with the same income get completely different results.

If you're self-employed and want to buy on the Central Coast of California, I'll help you find the best path — no pressure, no guesswork.

Phoebe Jaeckels

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