

# A REALTOR'S GUIDE TO MORTGAGE

## **PRE-QUALIFICATION 101**

# Always have clients get pre-qualified before house hunting.

This helps to identify a price range, down payment amount, and set realistic expectations.

#### Always submit a pre-qualification letter with the offer.

The offer will look more attractive to the seller.

#### Borrowers can easily apply online.

They will need to verify aspects of their finances and history, such as income and employment, assets, and credit.

#### A pre-qualification can take as little as 15 minutes.

Our online application makes it quick and easy, as long as the borrower provides all necessary information.

# A mortgage pre-qualification is best qualified by pulling credit.

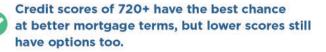
This likely affects the borrower's credit score, however, very little.

### **GOOD TO KNOW**



The minimum down payment is not always 20%. Clients may qualify for loan types with 0% down.

Buyers should never make big purchases, open or close credit lines, or change jobs during the loan process.





Down-payment gifts can be accepted for some loan types.

Down payment assistance programs are available for qualified buyers.

## **THE HOME-BUYING PROCESS**





1. Pre-Qualification/ Loan Application

2. House Hunting



4. Loan in Processing



3. Offer

Accepted













# MORTGAGE MENU

We have a product to fit virtually any situation.



#### CONVENTIONAL

For borrowers with good credit and a stable income. They can usually afford a down payment.

#### FHA

Great for first-time homebuyers. 3.5% down payment with gift funds accepted, flexible credit requirements, and sellers can help with closing costs.



#### VA

For active service members, veterans, and surviving spouses. 100% financing with little to no down payment, and flexible credit requirements.

#### USDA

For low-to-moderate-income borrowers. Must be in a designated, USDA-qualified area. 0% down payment.

#### JUMBO

For borrowers who need a loan larger than the area's conforming loan limits. More strict requirements such as a higher credit score and a larger down payment.



#### DOWN PAYMENT ASSISTANCE PROGRAM

Typically a first-time homebuyer that needs help with a down payment and closing costs. Income limits may apply.

We also offer Construction, Renovation, NON-QM, Manufactured Home Loans, HELOC and Second Mortgages.



- Single property websites with easy lead capture
- Open house flyers
- Event promotion assets
- · Co-branded marketing materials
- Lead database management
- First-Time Homebuyers Guide

#### Contact me to sign up!





# We make the process simple & seamless.

In House Underwriting

**Digital Applications** 

Automated In-Process Communications

**Digital E-Closing** 



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