

Borrower Homeownership Preparation

- **Where to Start**
- **The Process**
- **Education / Discovery**
- **What's Changed**

Presented By:

Justin Pinkerton
Mortgage Loan Officer

Arbor Bank
NMLS# 400316

Where to Start

- **Pre-Approval Process**
 - **Complete Loan Application:**
 - Online
 - In-Person
 - Over the Phone
 - **Gather Income/Asset Documentation**
 - Most recent Paystubs Covering last 3 pay periods
 - Most recent W-2's covering last 2 years
 - Most recent tax returns covering the last 2 years
 - Most recent Asset Statements covering the last 2 months (Checking, Savings, Investments, & Retirement Accounts)

Initial Meeting

- **Application Review**
- **Credit Report Review**
- **Debt Review**
- **Documents Review**
- **Discover Needs and Goals**
 - Payment
 - Cash Out of Pocket
 - Plan for Property (short/long-term)

“Mortgage 101”

- **Mortgage Education**
 - Total Monthly Payment (PITI)
 - Total Cash Out of Pocket (Down Payment, Closing Costs, & Prepaid Expenses)
 - Home Buyer Assistance (1st Time Homebuyers)
 - Seller Paid Costs
 - Private Mortgage Insurance (PMI), I Mortgage Insurance Premium, Funding Fee

Identify Mortgage Options

- Conventional
- FHA
- VA
- USDA

First-Time Homebuyer Programs:

- NIFA
- Fannie Mae / Freddie Mac
- Grant Funds

Education and Needs/Goals Assessment to Determine Best for Client to Make and Educated Decision

Today's Mortgage

- **Consultative / Goal Planning Approach**
- **Affordability vs. Qualifying to a Purchase Price**
- **More Tools Available**
 - Instant Access (Phone Apps, Pmt Calculators, Applications, etc...)
 - Secure Loan Portals
 - E-Disclosures & E-Closings
- **Credit Guidance: Now and for the future**