



WELCOME TO YOUR
MORTGAGE
CONSULTATION

STEADFAST
MORTGAGE

ABOUT ME

I've been in the mortgage business my entire professional career. I started at Bank of America in July of 2003 as an assistant to a top-producing loan officer. I was able to learn the behind the scenes process to get a loan to the closing table on time. Most loan officers haven't been on the operations side, and I'm glad to help all of my clients navigate underwriting and governmental regulations.

Having worked in the mortgage business from the refinance boom of the early 2000s to the economic downturn of 2008, I have valuable experience that will be helpful to you and your family in purchasing your new home.

Every homebuyer is different. Online lenders and corporate banks take a one-size fits all approach, and I focus on your individual needs. In the competitive market that Nashville has become, it helps to have a lender on your team who is responsive with pre-approvals, estimates, and communication in general. I take pride in making myself available when I am needed by my REALTORS® and their clients.

I take the worry out of the oftentimes stressful situation that is homebuying. Our operations at Steadfast are local, so decisions on your loan are made here in Nashville — and that makes a big difference when your house is on the line.

**HELPED OVER 245 FAMILIES PURCHASE
AND REFINANCE IN 2021**



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GET PRE-APPROVED

Pre-approval can take anywhere from fifteen minutes to a week, depending on how complicated your finances are. Being pre-approved helps you and your REALTOR® confidently search for a home that you can afford. Once pre-approved, we can show you what price range and monthly payment fit your needs.

HERE'S WHAT I'LL NEED:



CREDIT CHECK

Running credit while house hunting will not ruin your score. We only have to pull it once and the report is valid for four months.



DOCUMENTS

Two paystubs, most recent two W2 forms, most recent two tax returns.



DOWN PAYMENT AMOUNT

Notes: You can get a gift on most any loan program. Most 401k providers allow for loans with low/no interest for home purchases.

If the pre-approval doesn't get you where you want to be, I can help form a plan to get you into the house you want.

P.S. Co-signers don't hurt you.



OUR PROCESS ONCE UNDER CONTRACT

Closing your loan on time and with ease is what we do. Here is an outline of what to expect next. We are your guides every step of the way.



PROVIDE FINANCIALS

Hopefully during pre-approval, you've already supplied most of your financials. We'll provide you with a list of any missing items to get started.



LOCK RATE, SIGN, REVIEW NUMBERS

We will advise of current rates and discuss locking in. Preliminary figures are provided for your review. Compliance disclosures will be sent to you to sign. We combine those with your financials and send to underwriting.



DUE DILIGENCE

We'll order the appraisal, which typically takes under two weeks to receive. We'll assist you in securing homeowners insurance through an agent of your choice. We'll work with the selected closing attorney to perform a title search.



OFFICIAL APPROVAL

Underwriting will officially approve you, and we'll advise of any items needed from you before closing.



FINAL FIGURES

During the week before closing, we will work with the title company to fine-tune figures. A cashier's check or wire transfer is almost always required.



CLOSING DAY

Set a time and place for closing with your REALTOR®. Allot about an hour and prep your wrists for signing about 60 pages. Receive your keys, and the house is yours!



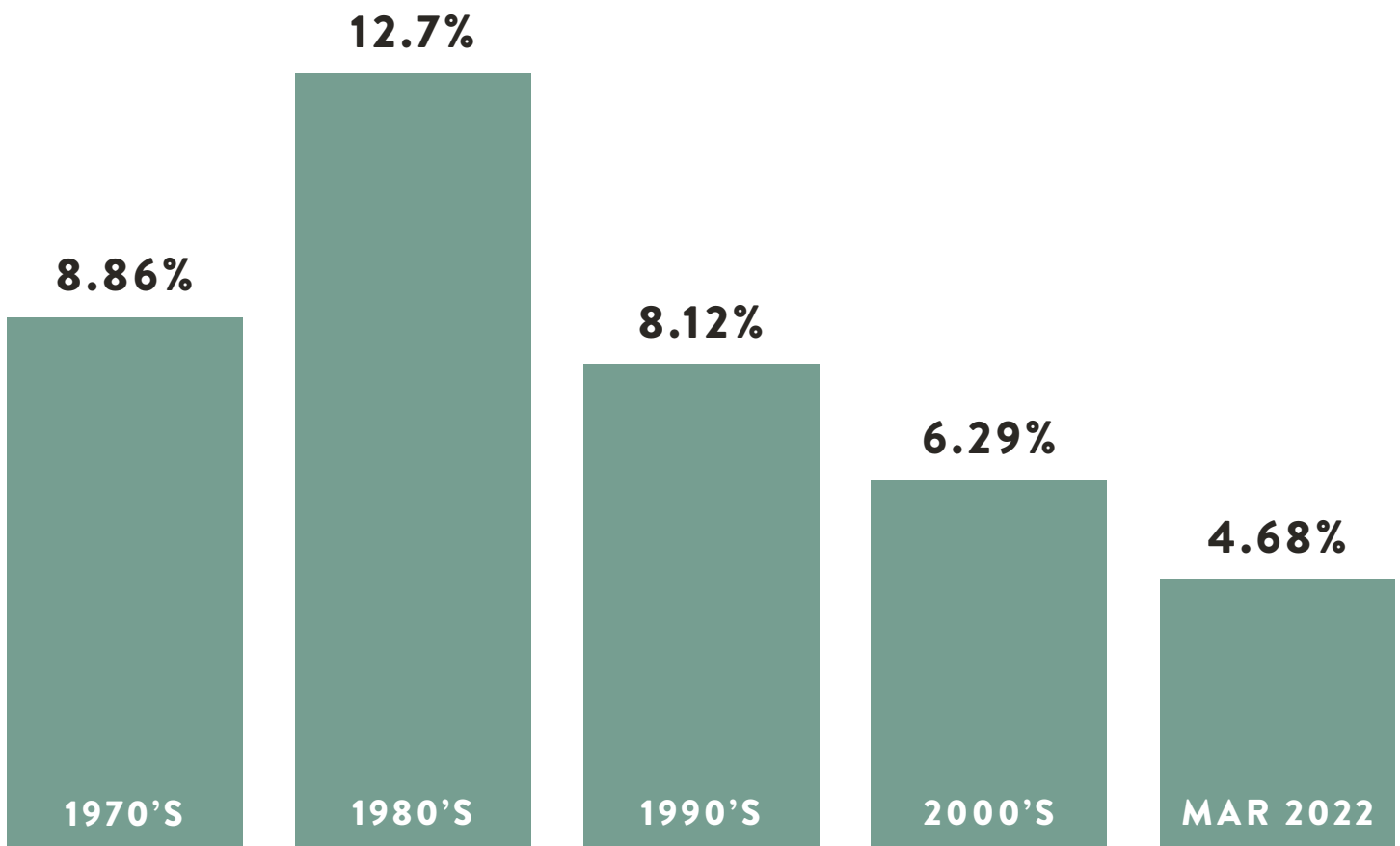
AVERAGE MORTGAGE RATES*

BY DECADE

THE 1% = 10% RULE OF THUMB

Every 1% change in interest rate equals around 10% in buying power.

RATE ↑	LOAN ↓	P&I PAYMENT
3%	\$350,000	\$1,475
4%	\$308,555	\$1,475
5%	\$274,765	\$1,475



*Average 30 year fixed mortgage interest rates



THE TOP 3 MORTGAGE MYTHS



MY CREDIT ISN'T GOOD ENOUGH

Credit scores may range from 500 to 850, the majority of scores fall between 600 and 750.

Your credit score will significantly affect your loan approval and interest rate. The higher the score, the more options you will have when looking for a mortgage. However, this doesn't mean that you cannot purchase a home if you're on the low end of this scale.

There are many loan programs that allow for below average credit, and they're still affordable.



OWNING IS MORE EXPENSIVE

**Rents can rise. Landlords can sell.
Owning gives peace of mind.**

When you own a home, you don't have to worry about the landlord increasing your rent each year. Your monthly costs are mostly locked in for as long as you live there. As your home's value goes up and your mortgage principal goes down, that's money in your pocket down the road.

There are also numerous tax advantages of owning a home that you can't achieve if you're renting from someone else.



YOU HAVE TO PUT 20% DOWN

Although it helps you keep a lower overall payment, **20% is definitely not a requirement anymore.**

You can purchase a home with as little as 3% down, depending on your overall financial picture. Putting at least 5-10% down opens up even more loan options for you. If you or your spouse have been in the military, VA loans require zero down.



MORTGAGE PROCESS DO'S + DON'TS



DO'S

AVAILABILITY

Keep financial records close at hand in case they're requested.

INCOME

Be aware your income will be verified via employers, tax documents, CPA, and/or the IRS. Hold on to any paystubs and file your taxes on time.

ASSETS

Save all account statements. Keep all numbered pages of each statement i.e., page 8 of 8.

KEEP YOUR CREDIT SHINING

Make payments on time. Maintaining at most a 40% ratio of your balance to credit limit on credit cards keeps your score up.

UNDERSTAND THAT THINGS HAVE CHANGED

Underwriters are required to request more documentation than in the past. Even if requests seem silly or intrusive, please remember that if they didn't need it, they wouldn't ask.

FILE YOUR TAXES ON TIME

Consult with me whether it's beneficial to file taxes prior to or after closing. IRS verification is required on all loans and can cause delays in certain circumstances.



DON'TS

APPLY FOR NEW CREDIT

Changes in credit can cause delays, change terms of your financing, or even prevent closing. If you must open a new account, please consult with me first.

CHANGE JOBS

Making changes in employment can adversely affect loan approval, ESPECIALLY moving from a salaried position to primarily contract or commissioned work.

MAKE LARGE PURCHASES

Buying or co-signing for a new car before buying a home is the most common reason buyers can't afford the home they want. Running up new balances on current cards can also be problematic.

MAKE UNDOCUMENTED DEPOSITS

Typically large non-payroll deposits must be sourced, meaning a copy of the check is usually required. Do not deposit large amounts of cash.

BE AFRAID TO ASK QUESTIONS

If you're uncertain about what you need or what you should do, I am here to help you through the process — even long before you intend to by.

