

# Keys to Homebuying

Presented by Jeremey Hill

Mortgage Loan Officer

U.S. Senate Federal Credit Union



### Today's Agenda

01 Preparing to Purchase

**Working with a Realtor and Lender** 

03 Searching for a Home

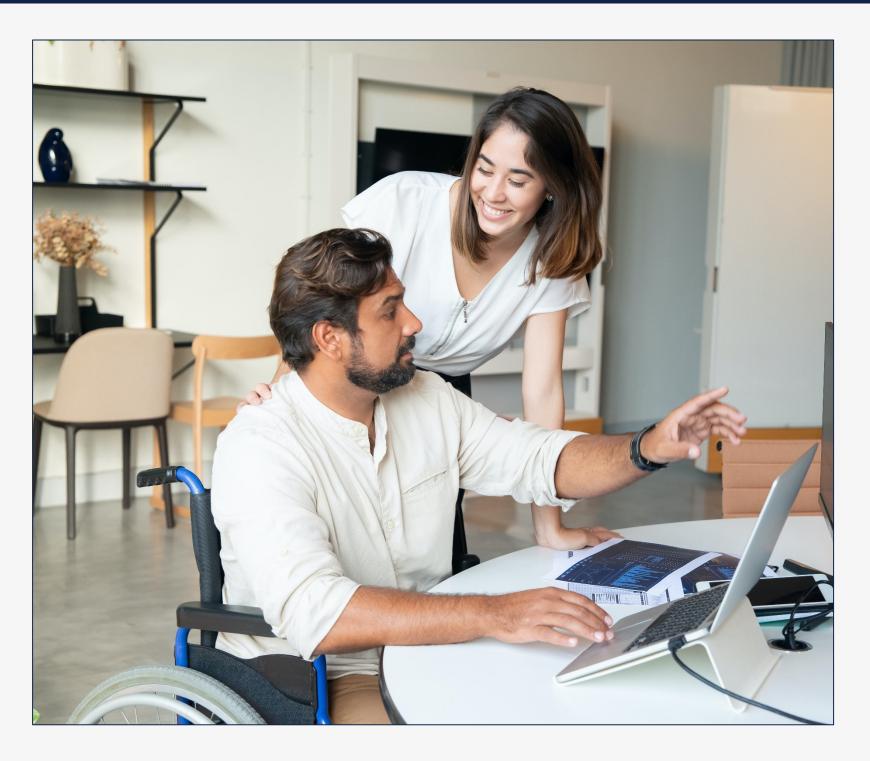
04 Making an Offer

O5 After your Offer is Accepted

06 Closing Day

07 Keys to Successful Homeownership







#### **Gather your documents:**

- Tax returns (1-2 years)
- Paystubs/proof of income
- Bank statements
- Investment/other asset statements
- Letter if receiving gift funds for home purchase
- Proof of rental payment history (potentially)







#### **Create a budget:**

- Determine your net income
- List and review <u>all</u> expenses
- Track spending closely to ensure you captured everything accurately



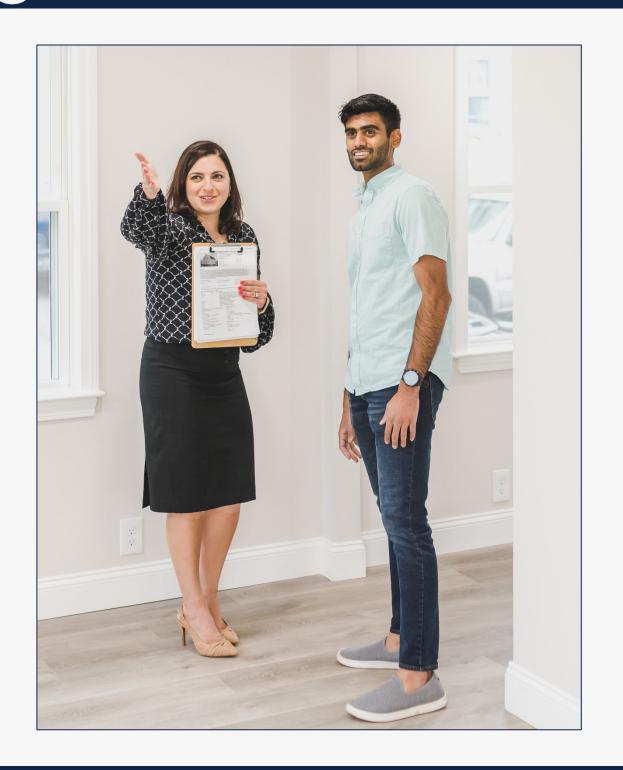
#### **Review your credit:**

- AnnualCreditReport.com
- Review reports from all 3 credit bureaus:
  - Experian
  - Equifax
  - TransUnion
- File disputes for inaccurate information
- Consider adding a notation to your credit report explaining negative items



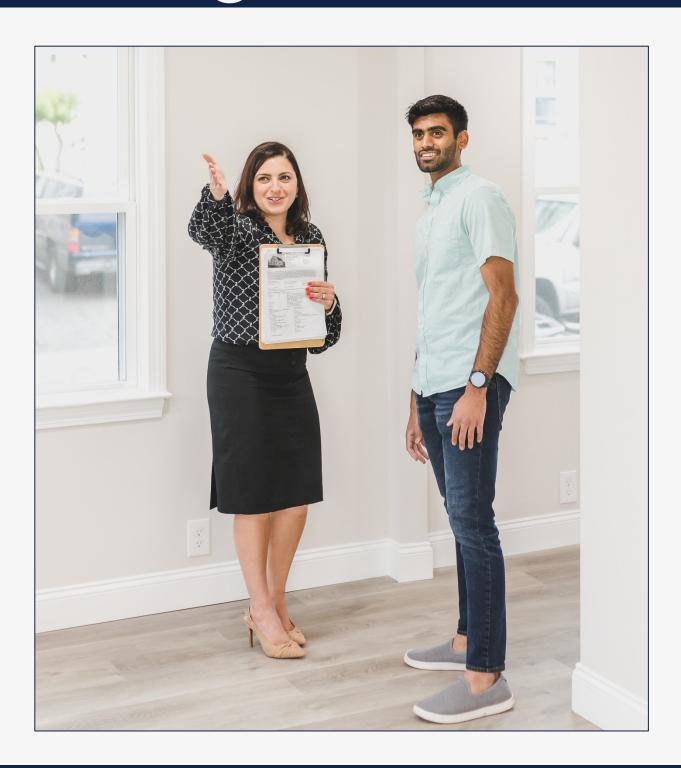


### Working with a Realtor and Lender





#### Working with a Realtor and Lender



#### Finding a realtor:

- Friends and family
- Online search
- Review credentials, reputation, and expertise – do they know the market you plan to buy in?



### Working with a Realtor and Lender

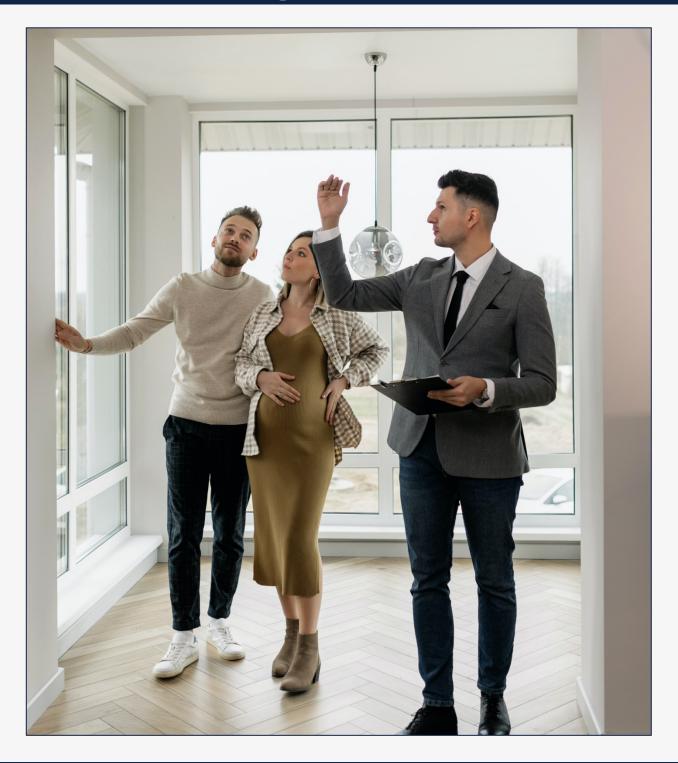
#### Finding a lender:

- Start with your financial institution
- Compare rates, but keep applications close together to limit credit impact
- Get preapproved
  - Does this amount fit comfortably in your budget?
  - Does your savings support this purchase price?
  - Is there room for escrow increases?





## Searching for a Home





### Searching for a Home



#### Narrowing down a location:

- Neighborhood
- School district/distance to schools
- Commute to work
- Property taxes
- Proximity to parks, shopping, public transportation, other priorities
- Noise, traffic, and safety



### Searching for a Home

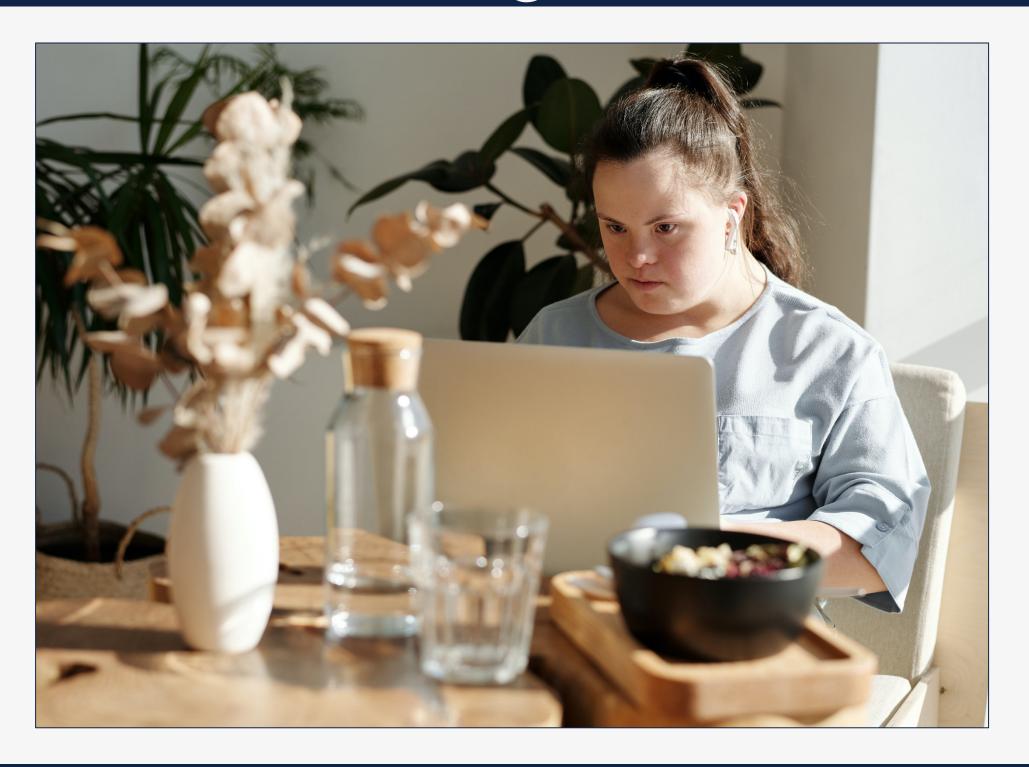
#### **Determine needs and wants:**

- Bedrooms/bathrooms
- Square footage
- Style of house
- Outdoor space
- Kitchen features
- Other non-negotiables



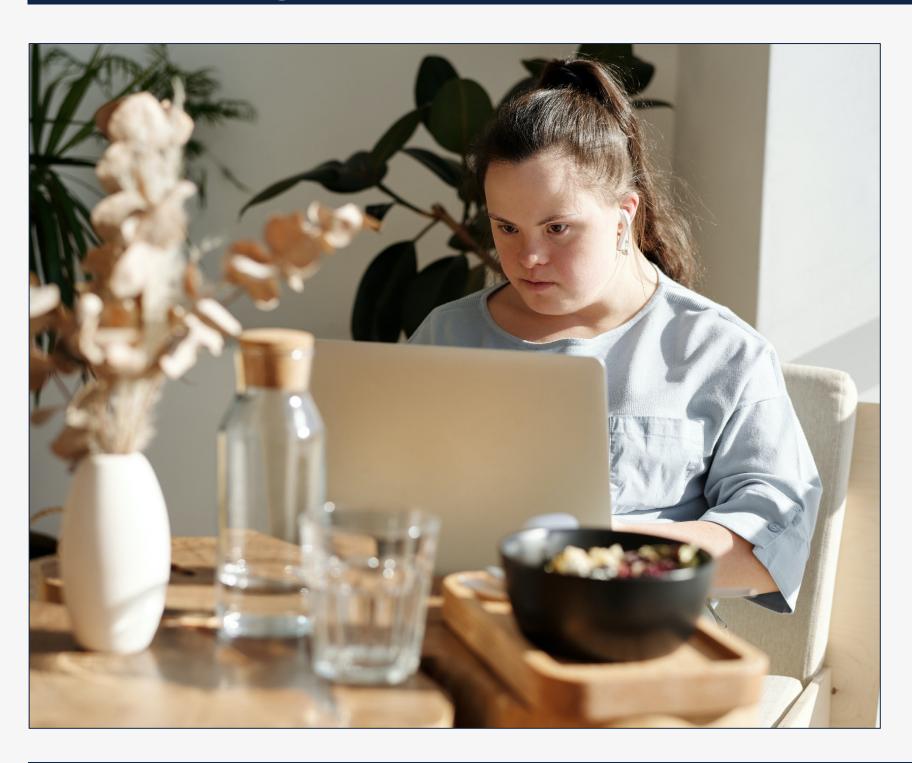


## Making an Offer





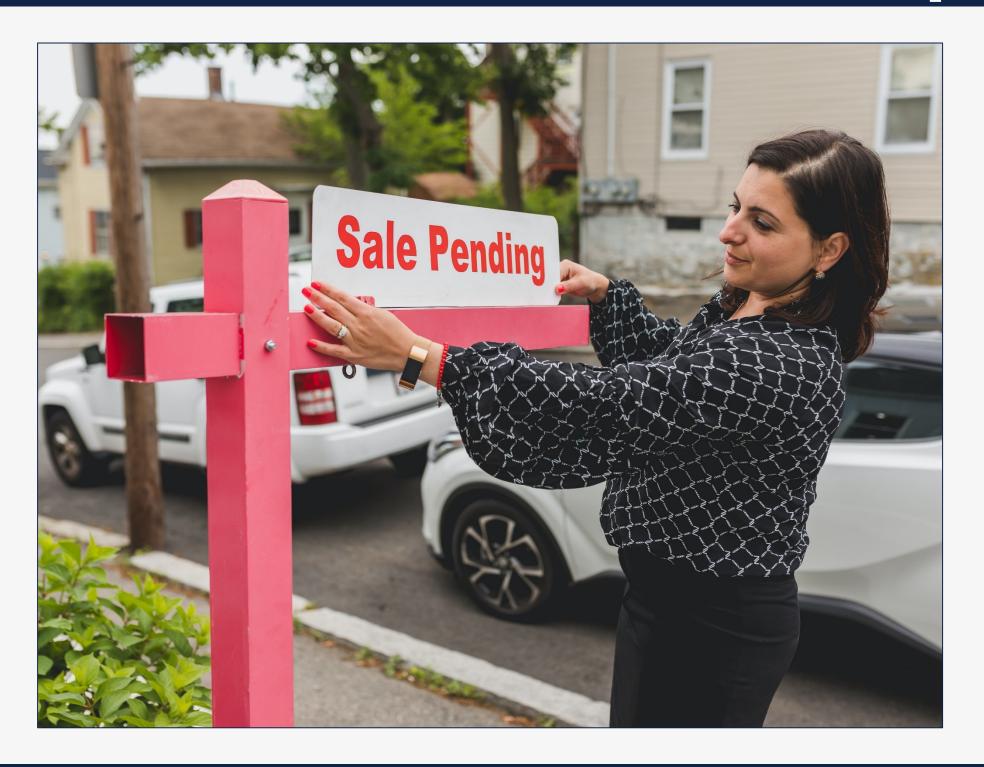
### Making an Offer



#### Things to consider:

- Purchase price to offer
- Any contingencies you'd like to include
- Any concessions to request from the seller
- Preferred closing & move-in dates
- Deadline to accept the offer
- Earnest money to deposit

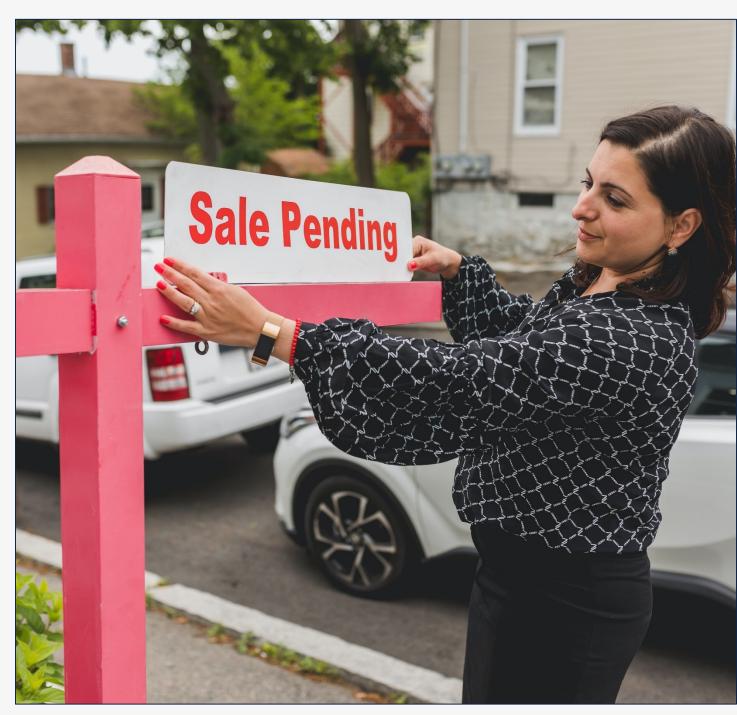






#### Apply for a mortgage:

- Types of mortgages:
  - Conventional
  - FHA
  - VA
  - USDA
- Fixed rate vs. adjustable rate
- APR vs. interest rate
- PMI or MIP
- Escrow account



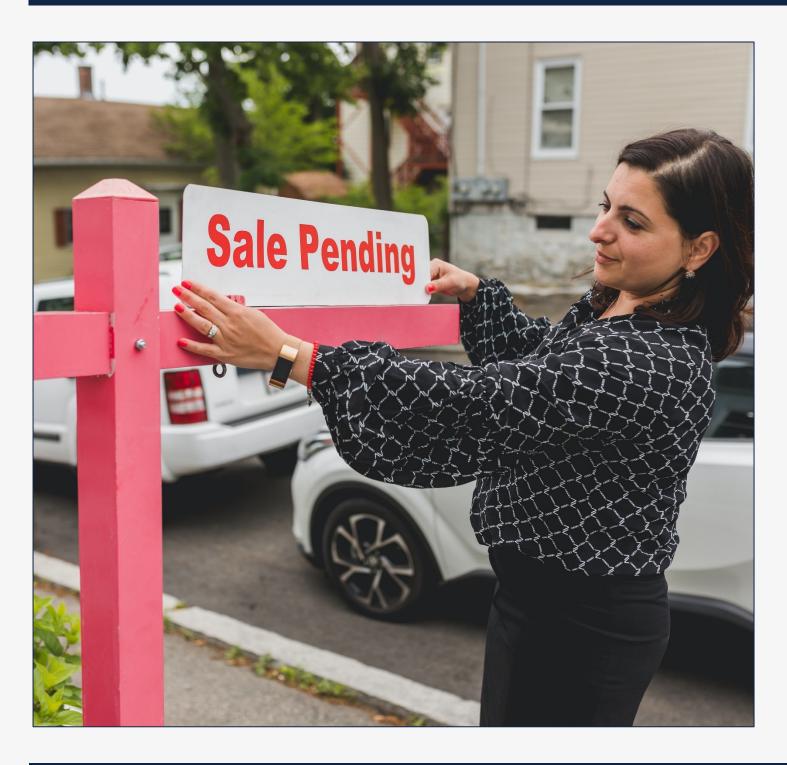


#### Apply for a mortgage:

- Underwriters will consider your:
  - Capacity
  - Capital
  - Credit
  - Collateral
- Loan estimate within 3 business days of application
  - Estimated interest rate
  - Estimated monthly payment
  - Estimated total closing costs
  - Any other unique details about the loan





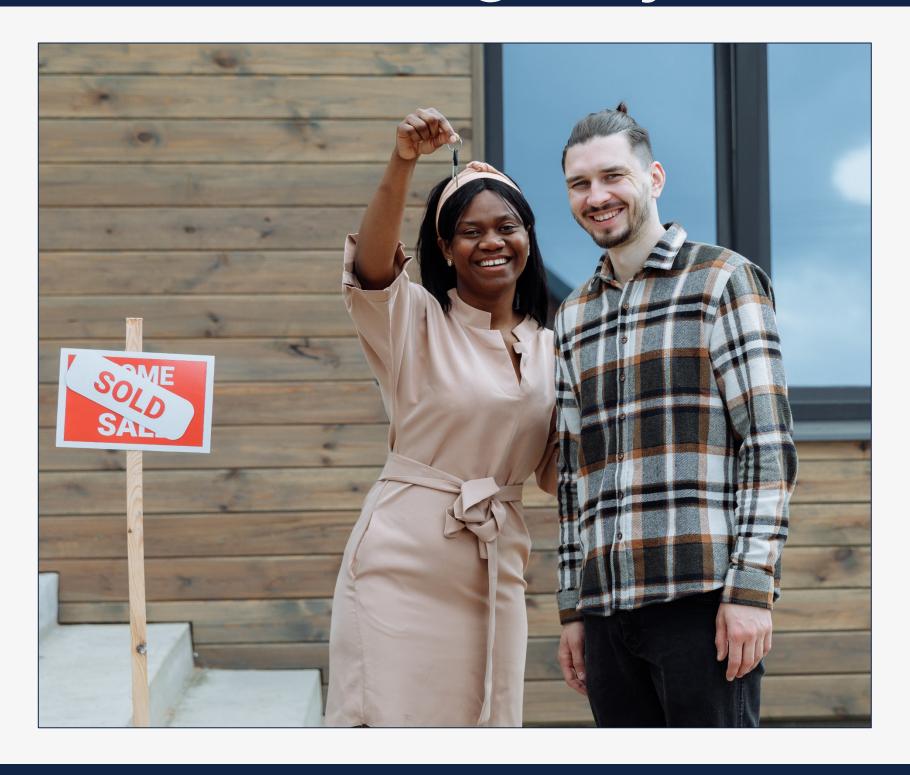


#### **Next steps:**

- Home inspection
  - Typically not required, but highly recommended
  - May be contingencies in offer related to home inspection findings
- Home appraisal
  - Scheduled by the mortgage lender
  - Confirms how much the mortgage company can lend for this home



# Closing Day





## Closing Day

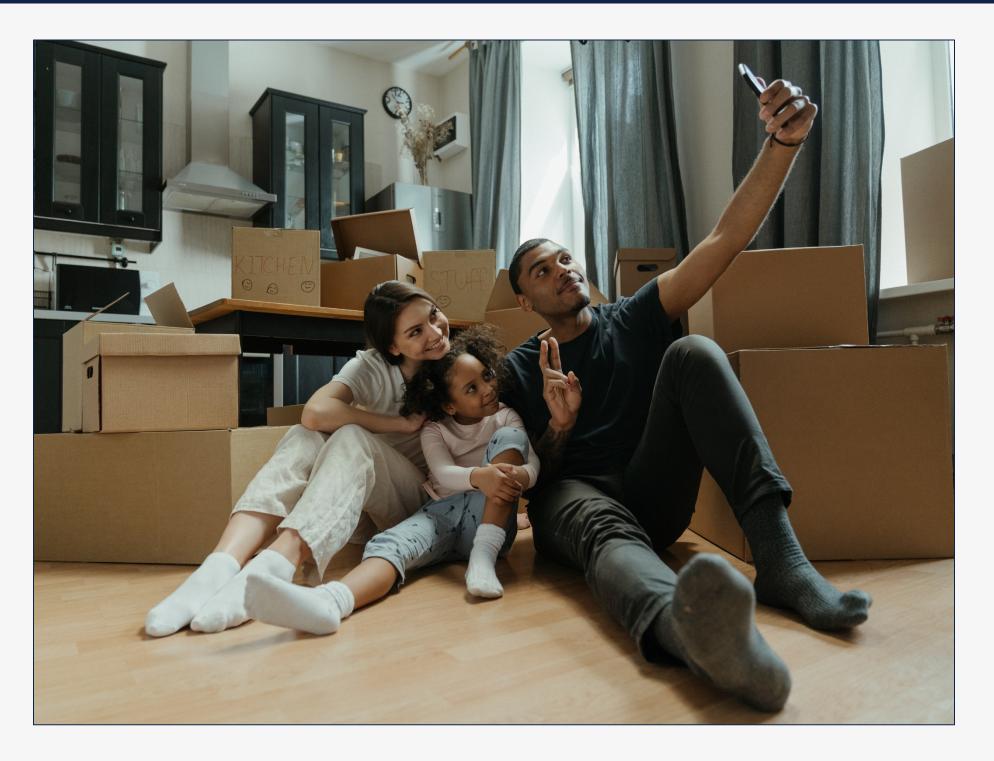
#### **Preparing:**

- Review closing documents
- Confirm location to meet for closing
- Request a final walk-through of the home
- Initiate moving utilities into your name
- Confirm what to bring to closing
  - Typically includes:
    - Photo ID
    - Certified check if cash to close has not already been transferred



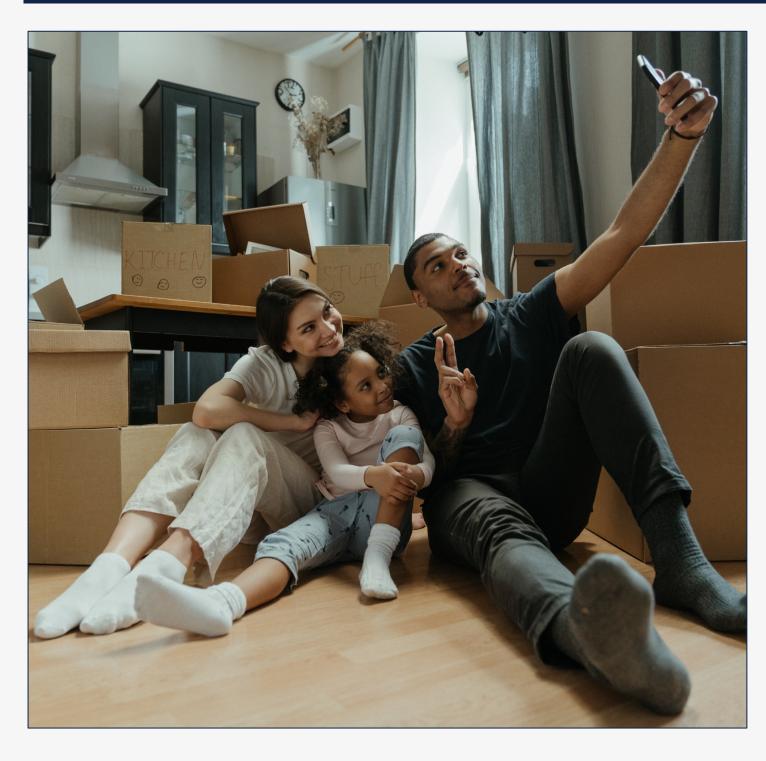


### Keys to Successful Homeownership





### Keys to Successful Homeownership



#### Tips for homeowners:

- Rebuild your savings as soon as possible
- Create a home maintenance plan
- Keep a separate emergency fund
- Anticipate your mortgage payment will increase
- Prioritize repairs and improvements based on inspection report
- Always prioritize your mortgage



#### USSFCU'S MORTGAGE TEAM



Kim Ta

NMLS: 468198 571.719.1450



**Jeremey Hill** 

NMLS: 1267086 571.253.6345

mortgageadvisor@ussfcu.org

ussfcu.org/mortgage



Ask About our Closing Cost Credit\*

Up to \$1,500

April 1 - June 30, 2023

\*Limited time offer. Terms and conditions apply. Visit ussfcu.org/mortgage for complete details.



Membership eligibility required.

# conversations & cocktails



Kim Ta Mortgage Expert



Sharon McDonald Home Equity Expert



Jeremey Hill Mortgage Expert



Phil Cefaratti
Real Estate Expert

#### DREAM HOME AFTER HOURS

June 28 | 6 pm - 8 pm

RSVP Required: ussfcu.org/mortgage



The Loft at Lena's | 401 E Braddock Rd. Alexandria, VA 22301