



MAKE YOUR DREAMS COME TRUE

Our promise is to build our relationship on ***integrity and trust***. It is our job to communicate and make sure that you receive ***outstanding customer service***. Together we will close your loan ***timely and smooth***, because with us, you can expect 100% commitment when it comes to delivering an ***exceptional home lending experience***.

SEAN BRENNAN

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START THE PROCESS



- Speak with a Loan Officer
- Review credit report, financial and personal goals
- Assessment of how much you qualify for
- Prequalification letter is issued, contingent upon final underwriting approval

LOAN APPLICATION



- Meet with your Loan Officer
- Appraisal fee is collected, after 3 days
- Great time to ask any questions you may have

UNDERWRITING



- Underwriting reviews file and approves credit and collateral
- Satisfy final approval conditions



FIND YOUR NEW HOME

- Find a Realtor® partner you trust
- Search for your new home
- Negotiate purchase agreement



PROCESSING

- Finalize rate and loan program
- Verify asset / income documents and employment
- Finalize homeowners insurance
- Order appraisal
- Submit to underwriting



SIGNING DOCUMENTS

- Loan documents sent to title / escrow
- Title / escrow company will provide you with the amount needed for closing – make sure to bring a cashiers check
- Review and sign final documents
- Loan is funded, home records
- Receive your keys and celebrate!

Navigating the home loan process can be tricky. Although we have layed it out here for you to see, we will be in constant communication during the process to make sure that you know exactly what to do and where you are the entire way.





TIPS FOR BUYING A HOME

THINK ABOUT THE FUTURE. If you plan to move within a few years, tell your loan officer so they can find the right loan for you.

CHECK YOUR CREDIT HISTORY. Review your credit before house hunting. Fix any errors you find.

DETERMINE YOUR BUYING POWER. Our loan calculators will give you an idea of possible payments: www.summitfunding.net/calculators

BUY IN A GOOD SCHOOL DISTRICT. This is a significant factor for many home buyers. When you sell, it could help maximize your sale price.

GET PROFESSIONAL HELP. A professional agent, especially an exclusive buyers agent, will help you with strategies and have your interests at heart.

DO YOUR HOMEWORK. Research sales trends in the area because it will affect your initial bid and can end up saving you thousands.

TIPS FOR REFINANCING A HOME

DETERMINE YOUR MAIN GOAL. Are you looking to reduce your payment or pay off your mortgage faster to reduce your term? Speak with your loan officer about your refinance goals and discover the options that are available to you.

DON'T BE FOOLED BY RATE ALONE. It is a common myth that dropping your interest rate a certain percentage indicates a benefit for you to refinance. This is not necessarily the case. There are many factors to determine if refinancing will truly be a financial benefit.

There are tons of loan options out there and sometimes it seems like we offer all of them. Here are a few examples of what do have, but we will make sure to present you with all the options that are available to you during your free consultation.

CONVENTIONAL

5% down payment, 3% down payment for first-time homebuyers
Direct servicer for FNMA / FHLMC
Minimum credit score of 620
Gift funds and seller concessions allowed

FHA

3.5% down payment
Direct seller servicer for FHA
Minimum credit score of 550
Upfront and monthly mortgage insurance

VA

No down payment required
Direct servicer for Veteran's Administration
Minimum credit score of 550

USDA RURAL DEVELOPMENT

0% down payment options
100% of closing costs can be gift funds
Minimum credit score of 620

REFINANCES / HOME EQUITY LOANS

Great rates are available
Can close in a timely manner

NICHE PROGRAMS

Jumbo Loans
Manufactured Homes
Renovation / 203(K) Loans
Down Payment Assistance

PURCHASE CHECKLIST

- ☐ Valid photo identification
- ☐ Bank/asset statements for the last two months on all checking, savings, stock, mutual funds, IRA, or other liquid assets you would like on your loan application
- ☐ Pay stubs for the last 30 days
- ☐ W-2 forms for the past two years
- ☐ Federal tax returns for the past two years, including all schedules
- ☐ If self-employed or you own more than 25% of a business, copies of business tax returns for the past two years, including all schedules. Provide all K-1's to prove ownership interest in any entity.
- ☐ For other real estate owned, we need loan information, monthly payment, and any rent collected
- ☐ Homeowners insurance contact info
- ☐ Landlord/mortgage company information for past two years
- ☐ Certificate of Eligibility and DD-214 or Statement of Service, if applying for a VA loan
- ☐ Bankruptcy or property short-sale/foreclosure information
- ☐ A copy of the settlement statement if you sold property in the last three months
- ☐ Child support payment info, copy of divorce decree and/or separation agreement, if applicable
- ☐ A copy of the signed real estate contract, if you've already made an offer on a home
- ☐ Resident alien card, front and back, if applicable

REFINANCE CHECKLIST

- ☐ Current mortgage statement for property you want to refinance
- ☐ Current second mortgage or equity line statement for property you want to refinance
- ☐ Estimated value of your home
- ☐ Recent annual Homeowners insurance policy statement for the property you want to refinance

Just a gentle reminder
on the items that we
might look for and things
that you should and
should not do.



— DON'T make major purchases
DON'T apply for new credit
DON'T close any credit card accounts
DON'T deposit large amounts of cash



DO stay current on all accounts
DO keep working at your current job
DO call us with questions





BECOME A HOMEOWNER

Purchasing a home may be one of the biggest financial decisions of your life. You want to be able to trust the people you are working with and know what is going on at all times. So this is what we will do together...

WE WILL REVIEW...

- The home loan process
- Available home loan programs
- Your short and long-term goals
- Different monthly payment options
- Your total cash to close and home buying budget
- How impound accounts, property taxes and homeowners insurance work
- Your credit report

YOU WILL OBTAIN...

- A home loan prequalification letter
- Your available home loan programs
- Monthly home loan payment options
- A copy of your credit report
- A list of missing items and what the next steps will be

WE WILL CONFIRM 24 HOURS BEFORE YOUR APPOINTMENT

NOTES