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# HOME BUYING GUIDE

TIPS, TOOLS, & INFORMATION BROUGHT TO YOU  
BY YOUR FRIENDS AT LUXURY MORTGAGE.

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# BUYING A HOME

Buying a home can be extremely exciting. But many buyers also find it confusing and even overwhelming at times. There is a lot of paperwork to complete, big decisions to make, and it can sometimes feel like real estate professionals are speaking a foreign language.

In this guide we'll seek to clarify the process of buying and financing a home—from making the decision to become a homeowner, to coming up with a price range, to navigating the transaction from home search to closing.

If you have any questions along the way don't hesitate to reach out. We are here to help.



# IS THE TIME RIGHT?

Should you buy a home? There's no easy, right answer to this question. For some, buying a home is the fulfillment of a long held dream. Others prefer to rent. Sometimes it makes sense to put off buying a home for a year or two.

Here are a few questions to ask yourself (and your spouse or partner if applicable) to help you determine whether or not now is the right time to become a home owner.



## DO YOU PLAN TO MOVE IN THE NEXT FEW YEARS?

Buying a home often makes more sense when you know you will own it for at least a few years (before selling and moving someplace new). However, in an area where property values are on the rise, some people might choose to buy a home even if they know they won't own it long. It's important to understand that while home prices might go up over time, it's also possible they could decrease.

## HOW WOULD YOU HANDLE UNEXPECTED EXPENSES?

A new roof or AC unit can wreak havoc on the household budget. Do you have funds available to cover the cost of a large home repair? Consider setting up a savings account just for this purpose.

## ARE YOU EXCITED ABOUT THE IDEA OF MAKING A HOME YOUR OWN?

Renters often face restrictions when it comes to decorating or improving their space. They also may not want to invest in renovating a property that's not theirs. As a homeowner you can create a home you love, whether that's painting the walls a favorite color or designing your dream gourmet kitchen.

## HOW DO YOU FEEL ABOUT MAINTAINING A HOME?

From dealing with broken appliances to painting the exterior to mowing the lawn, when you own the property you get a nice big to-do list...a list that used to belong to your landlord. Think about when you would take care of these tasks and if you'll need to acquire any additional skills and knowledge to complete them. Another option is outsourcing these jobs to professionals, but be sure to account for that in your budget.

## CAN YOU AFFORD A HOME THAT MEETS YOUR NEEDS?

In some parts of the country rental prices may exceed typical monthly mortgage payments for comparable properties. So it's possible you could see your housing costs go down when you switch from renter to homeowner. Of course it's important to factor in all the potential costs. These include upfront expenses such as the down payment and closing costs, as well as ongoing costs like insurance fees, real estate taxes, homeowners association dues, utilities, etc. (We'll discuss this further when we explore budgeting).

## HOW IS YOUR CREDIT?

Perfect credit isn't required to buy a home, but if your scores are low you may not qualify for the best pricing for home financing. If you've experienced a lot of credit issues it may be worth working to improve your scores before you decide to buy a home.



# A HOME BUYING BUDGET

If you've decided the time is right to buy a home, congratulations! Whether this is your first home, a new home, or even a second or vacation home this is a very exciting time. One of the keys to making your home buying experience a success is determining an appropriate budget.

So how much can you afford to spend on a new home? A lot of factors go into figuring out a price range.

## STEP ONE: INCOME

First, look at how much you make each month. If you get a regular paycheck that number is easy to find. If your compensation is variable and includes commission or bonuses you may have to look back over the past few years to come up with an average amount.

All mortgage lenders place limits on the percentage of income that may be applied toward housing costs. While these percentages vary by lender and program a good baseline would be 28-29% of your monthly income on your mortgage payment (including principal, interest, taxes, and insurance). While you won't want to consider homes that would put you above this limit, it's important to consider your full financial picture to come up with an amount that is truly affordable.

**GROSS INCOME PER MONTH:**

*Include salary, retirement income or social security, and alimony or child support you receive. In some cases you may be able to also include rental property income and interest and dividends from investments.*

## STEP TWO: DEBTS

Next, examine your existing debts. Again, this will depend on the mortgage program, but typically you can allocate up to 36 - 41 % of your monthly income towards all debt payments combined.

That means adding payments towards student loans, car loans, minimum credit card payments on outstanding balances, etc. to your monthly mortgage obligations. And just like with the limit discussed on the previous page, this is the ceiling you can't exceed. You may be more comfortable restricting your budget to an even lower number.

### MONTHLY PAYMENTS TOWARDS OTHER DEBTS:

*Account for car loans, boat loans, personal loans, minimum payments on any credit card balances (even if you pay them off each month only the minimum payment will be counted towards your debt limits), alimony or child support you pay, student loans, and mortgages on other properties.*

## STEP THREE: EXPENSES

Now it's time to examine the rest of your monthly expenses. If you're not sure exactly where your money goes each month it can be a valuable and eye-opening experience to track your spending for a couple months. There are apps and online programs that make it easier to record and analyze the data.

These monthly costs may include items such as groceries, dining out, utilities, cell phones, cable and internet services, trash pickup, gas and/or public transportation, parking, entertainment like movie or concert tickets or a round of golf, buying new items (from clothes to household items to sports gear), memberships to social clubs or workout facilities, gifts, charitable contributions, and investments in short term or retirement savings.

### MONTHLY EXPENSES:

## STEP FOUR: OTHER EXPENSES

It's also important to consider those occasional big ticket items. These are the expenses that come up a few times a year, and may not have occurred in the one or two months you examined earlier. Think about things like vacations, holiday gifts, and purchasing a larger item such as a TV or piece of furniture.

### OTHER EXPENSES:

*Come up with a rough amount spent per year, and then divide by 12 to calculate monthly expense.*

## ADDING IT UP

Subtract the amounts you came up with in steps two through four from your monthly income. What you'll be left with is the amount you feel comfortable spending each month on your mortgage obligations. Discuss that number with your mortgage representative. Also discuss the amount you would like to contribute up front towards a down payment and closing costs, and he or she can calculate the price range of homes you should consider.

It's smart to look at homes a little above and below that range as well. Sellers are often willing to come down a bit from their asking price, or you may find a home you love that's less than you planned to spend. This could leave room for some renovations, new furniture, or extra financial breathing room.

Debt Payments:	_____
+ Monthly Expenses:	_____
+ Other Expenses:	_____
<b>Total Monthly Expenses:</b>	_____
Monthly Income:	_____
- Total Monthly Expenses:	_____
<b>Available Housing Budget:</b>	_____

**MANAGEABLE MONTHLY  
MORTGAGE PAYMENT:**

**AVAILABLE FOR UP FRONT  
EXPENSES:**

**HOME SHOPPING PRICE  
RANGE:**



# CREDIT DO'S & DON'TS

Good credit is critical when it comes to obtaining the most favorable mortgage rates and terms. Here are ten Do's and Don'ts to keep in mind when looking to secure a mortgage.

## **1. DON'T APPLY FOR NEW CREDIT.**

Every time you have your credit pulled by a potential creditor or lender, you can lose points from your credit score.

## **2. DON'T PAY OFF COLLECTIONS.**

If you want to pay off old debts, request a "letter of deletion." A paid collection is like pleading guilty to an outstanding ticket.

## **3. DON'T CLOSE CREDIT ACCOUNTS.**

If you close a credit card account, it may appear that your debt ratio has gone up. Closing an account could affect other factors in the score, such as credit history.

## **4. DON'T MAX OUT OR OVER CHARGE CREDIT CARD ACCOUNTS.**

Try to keep your credit card balances below 30 percent of their limit during the loan process. If you pay down balances, do it evenly across accounts.

## **5. DON'T CONSOLIDATE YOUR DEBT.**

When you consolidate your debt into one or two credit cards, it may appear that you are "maxed out" on a card, or using all the available credit, and lower your score.

## **6. DON'T RAISE A RED FLAG.**

This includes adding new accounts, co-signing for a loan, or changing your name or address with the credit bureaus.

## **1. DO JOIN A CREDIT WATCH PROGRAM.**

This allows you to check your credit reports regularly (you won't get dinged for a "hard" inquiry). If something unexpected shows up you can address it quickly.

## **2. DO STAY CURRENT ON EXISTING ACCOUNTS.**

One of the most important things you can do to maintain strong credit is to pay each and every bill on time each month.

## **3. DO CONTINUE TO USE CREDIT AS NORMAL.**

Red flags are easily raised within the scoring system. If it appears you are changing your pattern it could appear risky and your score could go down.

## **4. DO CALL YOUR LOAN ORIGINATOR.**

He or she may be able to supply you with the resources you need to stop any derogatory reporting to the credit bureaus. Ask for details.

## **5. TALK TO YOUR CREDITORS.**

If you run into a financial hardship talk to your creditors before missing a payment.

## **6. MAKE PAYMENTS AUTOMATIC.**

Take the guesswork out of paying on-time by settings up automatic payments for large items such as the mortgage or auto loan. Be sure there are enough funds to cover them.

# MORTGAGE CREDIT APPROVAL

An important next step in your home buying journey is to obtain Credit Approval for a mortgage. This is a free service provided by Luxury Mortgage and goes several steps beyond the standard preapproval offered by many lenders.

A Credit Approval shows sellers you are eligible for home financing. It also bolsters your offering power. It is a fully underwritten approval for mortgage credit issued before a property is under contract. Begin the Credit Approval Process before you start shopping for a home, and before putting in an offer. It generally takes only two days to receive the Credit Approval.

## CREDIT APPROVAL VS PRE-APPROVAL

Prequalification is based on just a few pieces of information provided by the borrower (which may or may not be 100% accurate), and can often be done in just a few minutes online. With Credit Approval, the information goes to an underwriter who verifies it and issues the written approval.

## CREDIT APPROVAL VS LOAN COMMITMENT

Because the Credit Approval is issued prior to the execution of a purchase contract the underwriter will still need to review additional items such as the contract, an appraisal on the property, insurance, and title work before fully approving the application and issuing a loan commitment.

## REQUIRED INFORMATION

- Income - Can be found on a recent pay stub, W-2, or tax return.
- Current Assets - The balance of your checking, savings, investment, and retirement accounts.
- Current Debts - Your mortgage representative can find this data on your credit report, accessed with your permission.
- Credit History & Score - This information can be found on your credit report as well.

Ready to get started? Call 888-379-0303 to speak with a mortgage representative about generating a Credit Approval.



# CHOOSING AN AGENT

A real estate agent does much more than simply walk you through available listings. Below are just some of the functions they perform:

- Educate buyers on the home buying process.
- Find homes for sale that fit the wants, needs, and budgets of their clients.
- Perform market analysis on homes being considered.
- Share information on the overall market and specific area (or neighborhood) to aid in decision-making.
- Counsel clients on the amount to offer, considering not wanting to over-pay or lose the home to other buyers.
- Negotiate with the sellers and/or their agent.
- Coordinate with appraisers, inspectors, contractors, and others who may need access to the home while it's under contract.
- Keep the buyers up to date with the progress throughout the process.
- Aid in the transition to the new home with recommendations for home services.

Finding the right real estate agent for you can help make the home buying experience enjoyable, and give you confidence throughout the process.

A good place to start is to ask friends, family members, or co-workers for recommendations. Your mortgage representative or other professionals within the real estate industry may also be able to point you towards individuals they trust and respect.

Here are a few questions to ask agents when you interview them. These will help you get a feel for whether they would be a good choice for you. Keep in mind there are no right or wrong answers. What matters is what makes you most comfortable as the client.

**WHAT HOURS ARE THEY AVAILABLE TO SHOW PROPERTY?**

**HOW DO THEY COMMUNICATE WITH CLIENTS? PHONE, EMAIL, TEXT, IN PERSON?**

**HOW MUCH EXPERIENCE DO THEY HAVE?**

**HOW MANY TRANSACTIONS DO THEY DO EACH YEAR?**

**DO THEY HAVE A SPECIFIC NICHE IN TERMS OF GEOGRAPHICAL AREA, TYPE OF PROPERTY, OR PRICE RANGE?**

**WHAT IS THEIR NEGOTIATING STYLE?**

**WHAT ADVICE DO THEY HAVE ABOUT HOUSE HUNTING AT THIS TIME IN YOUR MARKET?**

**DO THEY WORK ON A TEAM? IF YES, HOW MUCH WOULD YOU WORK WITH THEM VERSUS OTHER MEMBERS OF THE TEAM?**

**CAN THEY PROVIDE REFERENCES OF PREVIOUS CLIENTS THEY HAVE WORKED WITH?**

# FINDING A HOME

Now we're getting to the fun part - searching for your new home! Current technology makes real estate research incredibly easy. You can browse new listings from the comfort of your couch on your smart phone. Technology can also make things overwhelming.

The internet and social media can be a visual onslaught of huge amounts of information, making it tough to narrow down choices and make decisions. Starting with a good idea of what you're looking for can be helpful as you navigate a home search.

## MUST HAVES & NICE TO HAVES

Start with a list of all the features you would love to have in a home. It's easy to start with the things your current space is lacking, but don't forget to include the things you love about where you live now. Prioritize these in two categories - the things you don't want to be without, and the extras you'd love to find in a new home.

You might want to consider the following features:

### THE BASICS

- Number of bedrooms
- Number of bathrooms
- Square footage
- Style of home
- Age of home
- Garage or shed
- Number of stories

### INTERIOR

- Open floor plan
- Type of flooring
- Updated kitchen
- Fireplace
- Master suite
- Storage
- Natural Light
- Formal dining room
- Upgraded finishes
- Energy saving features

### OUTDOORS

- Yard
- Acreage
- Deck or patio
- Outdoor entertaining space
- Outdoor kitchen
- Landscaping
- Fire pit
- Pool or Hot Tub
- View
- Proximity to neighbors

## LOCATION

- Distance to work and school
- Sidewalks
- Walk to commercial areas
- Quiet
- Amount of road traffic
- School district

## CONDITION

- Needs work
- Move in ready
- Opportunity to add value with cosmetic updates

Your real estate agent can help identify homes that have what you are looking for, and you can keep these features in mind as you look through listings online. Keep in mind it's not always possible to find a property with everything on your list. You might need to compromise on some lower priority items, or make changes to a home after moving in. It's also a good idea to look at a few houses that don't quite have all your must haves...it's not uncommon to fall in love with a home you didn't think you'd like until you saw it in person!

Once you have a few properties you are interested in your real estate agent can arrange showings so you can tour them. Use the worksheet on the following page to record your thoughts on each, and include photos from the MLS listing. Try completing one after each visit - it can be tough to remember the specifics after a day spent walking through multiple listings.



# HOME TOUR NOTES

MLS #:

Address:

A few identifying features:

**LIKES:**

**DISLIKES:**

*Rate the following on a scale of 1- 5.*

Curb Appeal	1 2 3 4 5
Entry	1 2 3 4 5
Kitchen	1 2 3 4 5
Living Area	1 2 3 4 5
Master BR	1 2 3 4 5
Additional BR	1 2 3 4 5
Bathrooms	1 2 3 4 5
Storage	1 2 3 4 5
Exterior	1 2 3 4 5
Outdoor area	1 2 3 4 5
_____	1 2 3 4 5
_____	1 2 3 4 5

*Notes*

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**SHORT LIST?** Yes No

MLS #:

Address:

A few identifying features:

**LIKES:**

**DISLIKES:**

*Rate the following on a scale of 1- 5.*

Curb Appeal	1 2 3 4 5
Entry	1 2 3 4 5
Kitchen	1 2 3 4 5
Living Area	1 2 3 4 5
Master BR	1 2 3 4 5
Additional BR	1 2 3 4 5
Bathrooms	1 2 3 4 5
Storage	1 2 3 4 5
Exterior	1 2 3 4 5
Outdoor area	1 2 3 4 5
_____	1 2 3 4 5
_____	1 2 3 4 5

*Notes*

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**SHORT LIST?** Yes No

# HOME TOUR NOTES

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Additional BR	1 2 3 4 5
Bathrooms	1 2 3 4 5
Storage	1 2 3 4 5
Exterior	1 2 3 4 5
Outdoor area	1 2 3 4 5
_____	1 2 3 4 5
_____	1 2 3 4 5

*Notes*

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**SHORT LIST?** Yes No

MLS #:

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Additional BR	1 2 3 4 5
Bathrooms	1 2 3 4 5
Storage	1 2 3 4 5
Exterior	1 2 3 4 5
Outdoor area	1 2 3 4 5
_____	1 2 3 4 5
_____	1 2 3 4 5

*Notes*

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**SHORT LIST?** Yes No

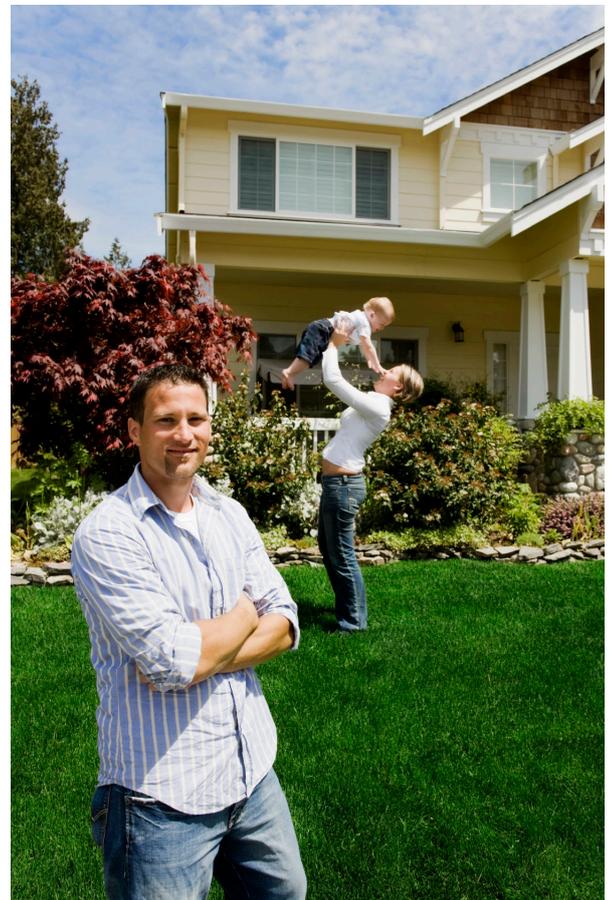
# THE PROCESS

From offer to closing - what to expect.

Once you've found a home you love, and are ready to make it yours, it's time to make an offer!

Your real estate agent will help you decide what price to offer based on current market conditions, the value of the home (as determined by a market analysis), time on the market, and how strongly you feel about the property. The offer will specify the amount of the earnest money deposit (funds that are generally not returned to the buyers should they walk away from the transaction) and the length of the escrow period (the time between executed contract and closing). The offer will also include any contingencies, like the buyer must sell an existing property, or the home must appraise for the sales price.

Your real estate agent will then present the offer to the seller and/or their agent. It's not uncommon for some negotiations to take place at this point before the final terms are agreed upon by all parties.



Next, everyone gets to work on the transaction.

**As the buyer you will arrange financing with a mortgage lender as well as insurance coverage.**

Your mortgage loan originator will provide you with information to allow you to better choose a loan program and complete your portion of the application and required documentation. The originator will also work with his or her team to complete the other aspects of the application, ordering an appraisal of the property, ordering a title search (looking for undisclosed liens on the property), and more.

Your real estate agent will arrange an inspection of the property and negotiate on your behalf to determine who will cover the cost of any necessary repairs.

A mortgage underwriter will review all aspects of your application and the transaction to make sure it fits within the guidelines of the loan program you are applying for. The underwriting also makes sure that, based on the data, you are in a good financial position to repay the money you are borrowing as agreed, through monthly mortgage payments over time.

Once everything is in place it's on to closing! During this meeting, either at an attorney's office or with an escrow agent, you will sign the documents which finalize the purchase as well as the mortgage financing.

The seller will sign their paperwork also, though this may be done ahead of time and you might not see them at your closing.

Once the necessary contracts and documents are executed, the funds will be transferred, the deed recorded, and the keys are handed over. It's time to move into your new home!



# APPLYING FOR A MORTGAGE

If you began your home search with a Credit Approval a good portion of your mortgage application may already be complete. After a home is under contract you will need to update any data that may have changed, choose a loan program, and provide any additional required information and documentation.

## LOAN PROGRAM OPTIONS

You have a lot of options when it comes to selecting a mortgage program. Because home buyers, their scenarios, and their financial goals are so varied there is a wide selection of programs to suit them.

### **Rate**

Fixed rate - Consistent rate and payment throughout the repayment period.

Adjustable rate - Low rate during the introductory period. Following that the principal and interest payment can adjust over time according to the market.

### **Term**

Choose to repay the loan over 30, 20, 15, or 10 years.

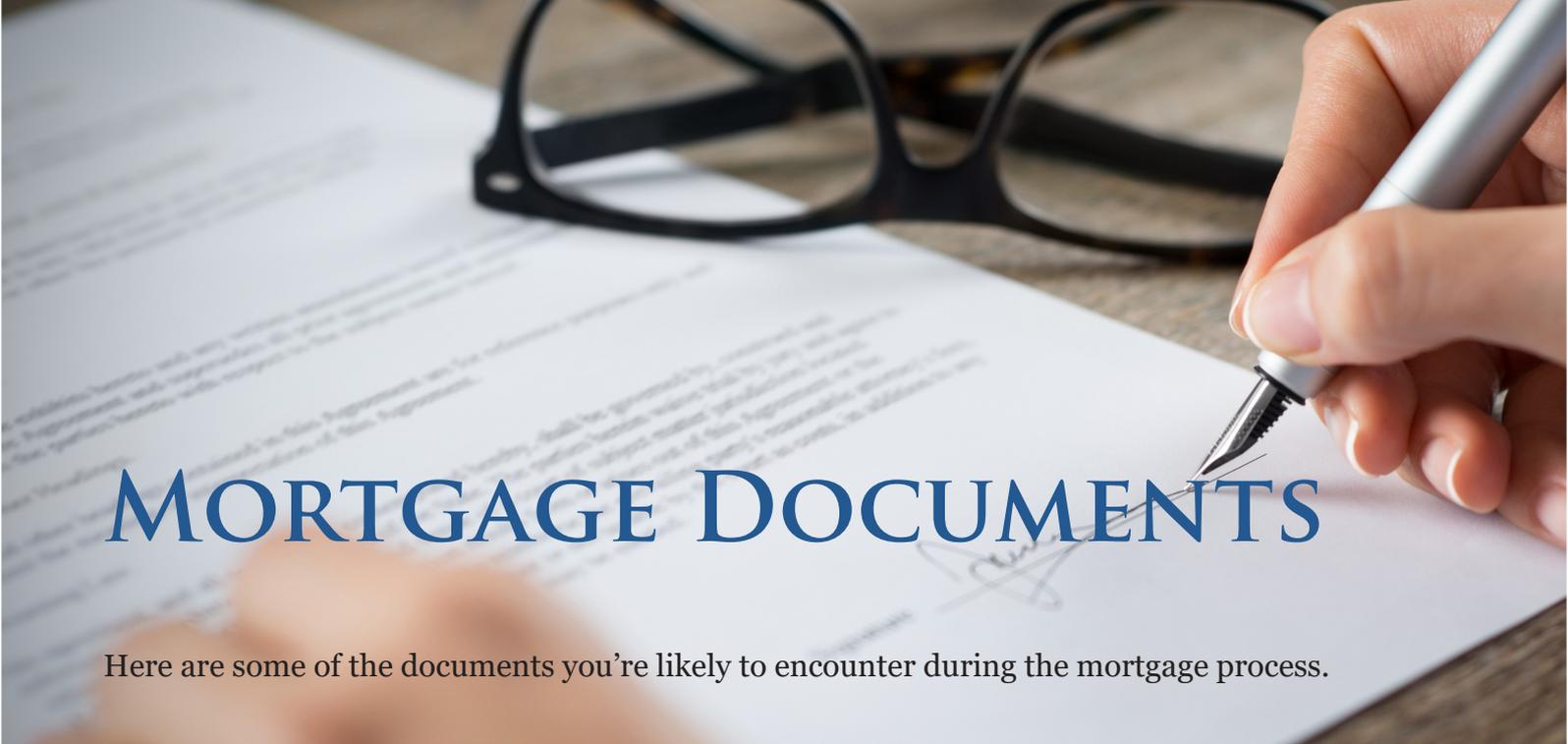
### **Down payment**

Conventional loans often require twenty percent down, or the payment of private mortgage insurance.

Low down payment options such as FHA loans allow for much lower up-front costs. VA and USDA loans can even provide 100% financing.

### **Loan Amount**

Jumbo or super jumbo financing may be required for high loan amounts.



# MORTGAGE DOCUMENTS

Here are some of the documents you're likely to encounter during the mortgage process.

## UNIFORM RESIDENTIAL LOAN APPLICATION

This form is used to share information about you, your financial situation, the home you plan to purchase, and the home mortgage you would like to obtain with the lender.

## LOAN ESTIMATE

A document that provides estimates of the various costs associated with buying a home. For some charges you can shop around in search of competitive pricing, and these will be clearly identified. The Loan Estimate helps you compare one loan offer to another and better understand the financial implications of a real estate purchase.

## CLOSING DISCLOSURE

Laid out similarly to the Loan Estimate, this form also details all the costs related to your transaction, and allows you to easily see that there were no large changes between what was quoted and the numbers you will see at closing. The Closing Disclosure must be presented to you at least three days before your closing date to give you time to thoroughly review it.

## MORTGAGE NOTE

Signed at your real estate closing, this document states that you will repay the home loan you are taking out as agreed. It lists the terms of the mortgage such as the interest rate and loan term, as well as what the lender may do if loan payments are not made as agreed.

## DEED OF TRUST

Also referred to as a Trust Deed, this document transfers the title of the property you are purchasing to a trustee, who holds it as security for the mortgage lender during the time the home loan is being repaid. This may give the lender the right to take back the home if the loan is not repaid, so they can sell the home to reduce or eliminate their losses. Once you pay off the mortgage in full the title will be transferred to you. You will own the property free and clear.

## DEED

The deed is the document that shows you are now the owner of the home you are purchasing. Though the title will be held by a trustee until the mortgage is repaid as explained above, you will receive a copy of the deed showing you are the owner of the property.

# DOCUMENT CHECKLIST

Every loan is unique and the documentation requirements may vary based on the specifics of your scenario and the type of mortgage you are applying for.

Your mortgage representative will give you a list of documents needed for your loan application, but here are some examples of the documents that may be requested:

## INCOME:

- Pay stubs for the last 30 days
- W-2 forms for the last 2 years

If self-employed:

- Tax returns for the past 2 years (personal and business if applicable)
- Year-to-date Profit & Loss statement (unaudited in most cases)

## ASSETS:

- Bank statements for the past 2 months reflecting sufficient funds to close and required cash reserves (NOTE: Large deposits will need to be explained and source verified.)
- Investment account statements for the past 2 months
- Retirement account statements for the past 2 months

## LIABILITIES:

- Auto loan account information
- Personal loan account information

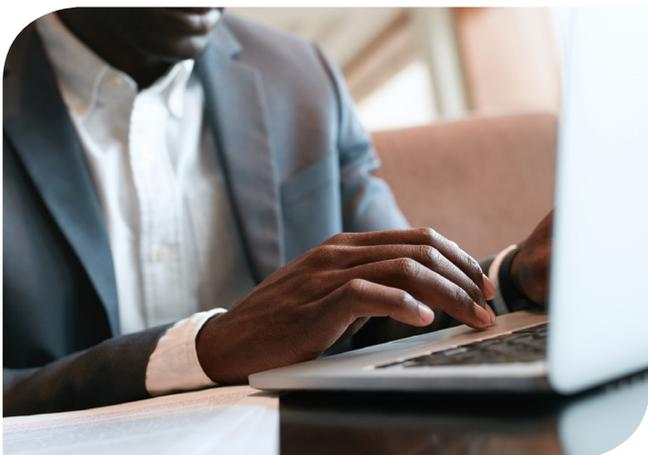
## IDENTIFICATION:

- Government issued photo identification

## IF YOU CURRENTLY OWN REAL ESTATE:

- Copy of current mortgage account statement(s) and current tax bill(s) for all properties
- Copy of current home equity account statement(s)
- Home insurance policy and broker contact information

*Additional documents may be required initially or during the underwriting process.*



# THE PROFESSIONALS

Several industry professionals will work together on your home purchase. Here is an explanation of their roles, with space to record the contact information of the people you will likely be in communications with for quick access.

## REAL ESTATE AGENT

As discussed earlier, your agent will help you find and select a property, negotiate the terms of the purchase, and coordinate access to the property as needed throughout the transaction.

NAME: \_\_\_\_\_

PHONE: \_\_\_\_\_

EMAIL: \_\_\_\_\_

## LOAN ORIGINATOR

He or she will coordinate the financing of the home, from Credit Approval through loan closing. This involves helping you select a program, complete your loan application, and ensure things move smoothly as your application is processed, underwritten, closed, and funded.

NAME: \_\_\_\_\_

PHONE: \_\_\_\_\_

EMAIL: \_\_\_\_\_



## PROCESSOR

An employee of the lender, the processor handles all the data that makes up your loan application. This will include gathering all necessary documentation from you, as well as the appraisal, title work, and credit report and submitting the full package to underwriting. He or she may also need to acquire additional information if needed during underwriting.

## APPRAISER

The appraiser will evaluate the home to determine its value on the current market. This is done through thorough inspection of the property and comparison to similar homes that have sold recently in the same area. The appraiser's report will be a key piece of your mortgage application.

## HOME INSPECTOR

Also responsible for thoroughly evaluating the home, the inspector is concerned with the current condition of each element of the property from the roof to the crawlspace, appliances and electrical systems. He or she will create a report identifying anything that may need to be repaired or replaced.

NAME: \_\_\_\_\_ PHONE: \_\_\_\_\_ EMAIL: \_\_\_\_\_

## PEST INSPECTOR

Yet another person examining the home, this time on the lookout for termites, bugs, rodents, or other creatures that may be occupying the property or have done damage in the past.

## TITLE OFFICER

A title company will perform a search on the property for any unpaid liens. They also provide insurance coverage should any debts against the property be discovered in the future.

## UNDERWRITER

An employee of the lender, he or she will carefully review your application to make sure it meets the requirements of the loan program.

## CLOSING ATTORNEY OR AGENT

This professional runs the closing meeting where all the final documents are executed and handles recording the deed and transferring funds. In some jurisdictions the closing agent must be an attorney, and in others it can be an employee of an escrow company.

NAME: \_\_\_\_\_ PHONE: \_\_\_\_\_ EMAIL: \_\_\_\_\_

# CONTACT INFORMATION

Record contact information for the professionals you are working with on your home loan.

## LOAN ORIGINATOR

NAME: \_\_\_\_\_

PHONE: \_\_\_\_\_

EMAIL: \_\_\_\_\_

## PROCESSOR

NAME: \_\_\_\_\_

PHONE: \_\_\_\_\_

EMAIL: \_\_\_\_\_

## REAL ESTATE AGENT

NAME: \_\_\_\_\_

PHONE: \_\_\_\_\_

EMAIL: \_\_\_\_\_

## TITLE COMPANY

NAME: \_\_\_\_\_

PHONE: \_\_\_\_\_

EMAIL: \_\_\_\_\_

## BUILDING INSPECTOR

NAME: \_\_\_\_\_

PHONE: \_\_\_\_\_

EMAIL: \_\_\_\_\_

## CLOSER

NAME: \_\_\_\_\_

PHONE: \_\_\_\_\_

EMAIL: \_\_\_\_\_

## MOVING COMPANY

NAME: \_\_\_\_\_

PHONE: \_\_\_\_\_

EMAIL: \_\_\_\_\_

## OTHER

NAME: \_\_\_\_\_

PHONE: \_\_\_\_\_

EMAIL: \_\_\_\_\_



# HOME OWNERSHIP

## SEASONAL AND ANNUAL MAINTENANCE

Protect your investment by maintaining your home.

- Pressure wash home exterior and driveway
- Touch up exterior paint as needed
- Clean gutters
- Have chimney inspected and cleaned by a professional
- Replace batteries in smoke and carbon monoxide detectors
- Recharge or replace fire extinguishers
- Change HVAC filters regularly
- Winterize outdoor irrigation, hoses, pool, or spa, if living in a cold climate
- Repair any cracks or gaps in doors and windows
- Have missing or damaged shingles replaced

## HOME IMPROVEMENT

Thinking of making some updates or improvements? Here is a list of home improvement projects that offer a high return on investment:

- Improve attic insulation
- Replace entry door
- Minor kitchen remodel
- Replace siding
- Add a deck
- Remodel basement
- Add family room

*Data from <http://www.remodeling.hw.net/cost-vs-value/2017/>*



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## ABOUT LUXURY MORTGAGE

We understand you have choices when it comes to your mortgage financing, and want to be sure you're working with the best.

Here's a bit about what sets us apart.

## WHO WE ARE

Luxury Mortgage Corp© has been providing residential mortgage products to consumers since 1996. As a residential mortgage banking firm, Luxury Mortgage offers a variety of mortgage products, from FHA and jumbo mortgages to our proprietary super jumbo mortgages.

With our headquarters in Stamford, CT and branch locations throughout the country we strive to meet the needs of our clients in their communities - the places where they live, work, and play.

Our staff is made up of experienced professionals dedicated to providing the highest level of support to each and every client. We have all chosen this field because we love helping people achieve their dreams of home ownership.

## ACCESS TO THE PROGRAMS YOU NEED

Providing access to a wide range of programs has been one of the keys to our success. There is no one size fits all mortgage, and we are prepared to meet the needs of a large variety of clients and scenarios.

We will listen to your financial and home ownership goals, as well as any challenges or unique circumstances you may be facing, and work to find the solution that is the best fit for you, at highly competitive rates and terms.

## COMMITMENT TO CUSTOMERS

Our focus every single day is on performing quality work and providing the highest level of customer service. We never lose sight of the fact that this industry is not all about numbers, dollars, and figures, but is instead about people, their homes, their dreams for the future, and their financial security.

When you trust us to handle your home financing we take that responsibility seriously. We would love the opportunity to put our in-depth knowledge, wide variety of programs, and commitment to service to work for you!



Learn more at [luxurymortgage.com](http://luxurymortgage.com)

Four Landmark Square, Suite 300, Stamford, CT 06901 | 866-633-8900

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