

Let us help you assess your readiness for home ownership – are you six months or two years away from buying a home. Our Mortgage Makeover will help you prepare financially for home ownership and provide you the guidelines to secure the best financing you are able to buy your first home.

## Where do you stand in the home buying process? On average the home buying process takes 45 days. STEP ONE STEP FIVE REVIEW YOUR FINANCES HOME INSPECTIONS • Meet with your Dupaco representative • Make sure final acceptance is to determine how much you can afford predicated on suitable home Strengthen your credit STEP SEVEN and radon inspections Analyze your budget MORTGAGE COMMITMENT Calculate your down payment • The lender agrees to provide a loan to you, provided certain STEP THREE conditions are met SHOP FOR YOUR HOME **CLOSING** • Find a good real estate agent to represent WELCOME HOME! you in the search and negotiation process STEP FOUR SUBMIT AN OFFER X • Most importantly: Make sure you have locked down your financing before you submit an offer STEP EIGH STEP TWO • Look at neighboring property to compare price FINAL WALK THROUGH Add how much you can expect to pay in closing costs GET PRE-APPROVED > • Verify the home includes all • Know how much you can borrow items you have contracted to buy • Allows you to comfortably make an offer **STEP SIX** • Make sure the house has not without having to rush to secure financing been damaged UNDERWRITING AND PROCESSING · Reassures seller that you are a serious buyer Order Appraisal

Send out initial documentsVerify income and assets



**DURING THE HOME BUYING PROCESS** do not open any new lines of credit without consulting with your mortgage lender.



## **Know Your Score**

Why should you care about your credit score? Your credit score can be used by:

- lenders (in figuring out how much interest and/or closing costs you'll pay)
- insurance providers (to determine your rate)
- landlords (to assess your ability to pay your rent)
- employers (to aid in determining personal integrity and responsibility)

As you can see, your credit score affects several aspects of your life. The lower your score, the higher the likelihood you'll pay more for credit and other services, or be denied credit until your score improves.

Over 200 factors of a credit report may be taken into account when calculating a credit score. There are three major credit reporting bureaus—Equifax, Experian and TransUnion—that determine consumers' credit scores. Each model may weigh credit factors differently, therefore no scoring model is identical. Financial institutions choose the bureaus and scoring models they use. No matter which credit bureau or credit scoring model is used, the following credit ranges remain consistent:

RATING	CREDIT POINT RANGE
Excellent	781-850
Good	661-780
Fair	601-660
Unfavorable	501-600
Deficient	Below 500

Your Credit Score	
Beginning Credit Score:	Date:
To IMPROVE YOUR SCORE, Focus On:	
Score Check-Up: Focus On:	Date:
Score Check-Up: Focus On:	Date:
Score Check-Up: Focus On:	Date:

Don't wait until a few weeks before you apply—start as soon as you can to help you have a clean credit record and boost your chances of getting approved for the best possible interest rate you can at that time. It also will make your mortgage payment so much easier to live with.

Know the factors that affect your credit score and take steps to improve it, if necessary.

## Your Monthly Budget

INCOME
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MONTHE NET SI END	ABLE INCOME	\$	
EXPENSES HOUSING EXPENSES		MONTHLY PAYMENT	
Rent or Mortgage:		\$	
Utilities:		\$ \$	
Gas: \$	Water: \$	Energy: \$	
Cable: \$	Phone: \$	Internet: \$	
I <b>nsurance</b> (set aside for	annual evnences	\$	
	unnuur expenses)		
Repairs Taxes		<del>\$</del>	
TOTAL		\$ \$	
		٧	
CAR EXPENSES			
Loan Payment(s)		\$	
Gas		\$	
Insurance (set aside for		\$ \$ \$	
	(set aside for unexpected expenses)	\$	
TOTAL		\$	
DEBTS			
Other Loan	Total Balance:	\$	
Other Loan	Total Balance:	\$	
Other Loan	Total Balance:	\$	
Credit Card Debt	Total Balance:	\$	
Credit Card Debt	Total Balance:	\$	
Student Loan Debt	Total Balance:	\$	
TOTAL		\$	
MISCELLANEOUS		\$	
Cell Phone		\$ \$ \$ \$ \$	
Church Tithes & Offeri	ings/Charitable	\$	
Groceries		\$	
Meals Out		\$	
Childcare		\$	
School Tuition/Supplies			
Medical Bills and CoPa		\$	
Pet Supplies & Vet Exa		\$	
Entertainment Video Rentals		\$	
Club Dues (fitness, Hom	eowner's Assoc., etc.)	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$	
Newspaper, Magazine		\$	
Clothing		\$	
Haircuts		\$	
Gifts		\$	
Cash		\$	
Other		\$	
TOTAL		\$	
MONTHLY EXPENSE TO	OTALS	\$	
HOUSING			
CAR		<del>*</del> \$	
		ė.	
DEBTS		\$ \$	
		\$ \$ \$ \$	

Take steps NOW—before shopping for a mortgage—to get control of your other debt. Analyze your current expenses and budget and determine how much you can afford, based on your spending plan and in addition to your comfort level.

Identify spending leaks and your lifestyle. Keep track of extras that don't fall into your Monthly Budget in the chart below. Is there something you can cut out or cut back on?

Duoit on:			
Loo	k for Lea	ks	
	\$	\$	
13	\$	\$	
Week 1	\$	\$	
Z	\$	\$	
	\$	\$	
	\$	\$	
Ŋ	\$	\$	
Week 2	\$	\$	
2	\$	\$	
	\$	\$	
	\$	\$	
က	\$	\$	
Week 3	\$	\$	
Z	\$	\$	
	\$	\$	
	\$	\$	
4	\$	\$	
Week 4	\$	\$	
Z	\$	\$	
	\$	\$	
TOTAL LEAKS			



## **Saving for a Down Payment**

When you're considering buying a home, the amount of your down payment plays an important role. A down payment is a percentage of your home's purchase price that you pay up front when you close your home loan. Not only will it affect how much you'll need to borrow, it can also influence:

- Whether your lender will require you to pay for private mortgage insurance (often referred to as "PMI"). This typically happens if you put down less than 20% of the home's purchase price.
- What type of loan is best suited to you, such as a fixed-rate or adjustable-rate mortgage.
- Your interest rate. Because your down payment represents your investment in the home, your lender will often offer you a lower rate if you can make a higher down payment.

**So how much will you need?** That depends on the purchase price of your home and your loan program. Different loan programs require different percentages, usually ranging from 3% to 20%.

Most people finance the majority of their home with a mortgage. Knowing how much you should save for a down payment can be challenging, but there can be several benefits to waiting until you have 20% or more.

- Reduced mortgage payments
- Lower interest rate
- No mortgage insurance fees

When you begin planning for the purchase of a home there are many possible sources for the funds you will need for a down payment. Typically the down payment will come from a source of cash savings, but there are other options available, such as borrowing from a retirement plan or down payment assistance programs. Use the graphic to the right for ideas to jump start your down payment savings and record your plan below.

Your Savings Pla	an

Date	Source	Amount Saved	Total
		\$	\$
		\$	\$
		\$	\$
		\$	\$
		\$	\$
		\$	\$
		\$	\$
		\$	\$
		TOTAL	\$
	•		





