

MORTGAGES THAT FEEL LIKE HOME

ECU Mortgages



Overview

- Preparing to buy
- Finding the perfect home
- The loan process



Advantages

- Build equity
- Tax advantages
- Appreciates in value

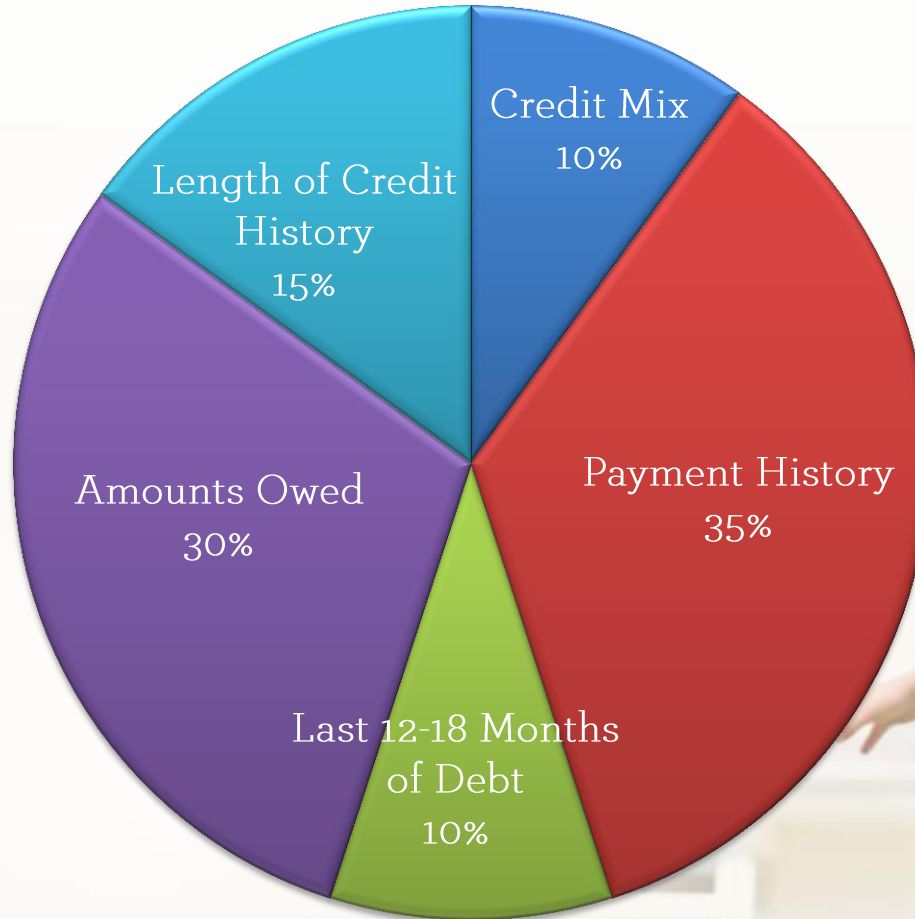


Get Pre-qualified

- Apply
 - *In person*
 - *By phone*
 - *On-line thru www.ecu.org*



What makes up a credit score?



What Hurts Your Score?

- Late payments
- Maxed out credit cards
- Closing credit cards that have long histories
- Excessive inquiries
- Opening several credit lines/loans in a short period of time
- Having more credit cards than installment loans
- Borrowing from finance companies (i.e. 0% on furniture)



Understanding Your Score?

How you can improve your score?

- Make payments on time
- Credit Cards -Pay them down and use them properly
- Don't close out cards – specifically ones with a long history
- Open fewer accounts
- Move revolving debt to installment/secured loans



How Much Can You Afford?

- Debt to income ratio
- Down payment
- Closing cost
- Reserves



Ongoing Costs

- Monthly payment
- Property taxes and homeowners insurance, HOA fees, flood insurance, if applicable
- Utilities
- Maintenance



Congratulations!
You have been
prequalified!

So.....what's next?



REALTOR®



Questions



Apply for your loan

- Realtor has helped find the home of your dreams
- You have a fully executed Purchase and Sale Agreement

Time to choose your final loan product....



Low & No Down Payment Options

- 100% LTV Financing Options

First Time Home Buyers

ECU Select 100

Purchase Plus

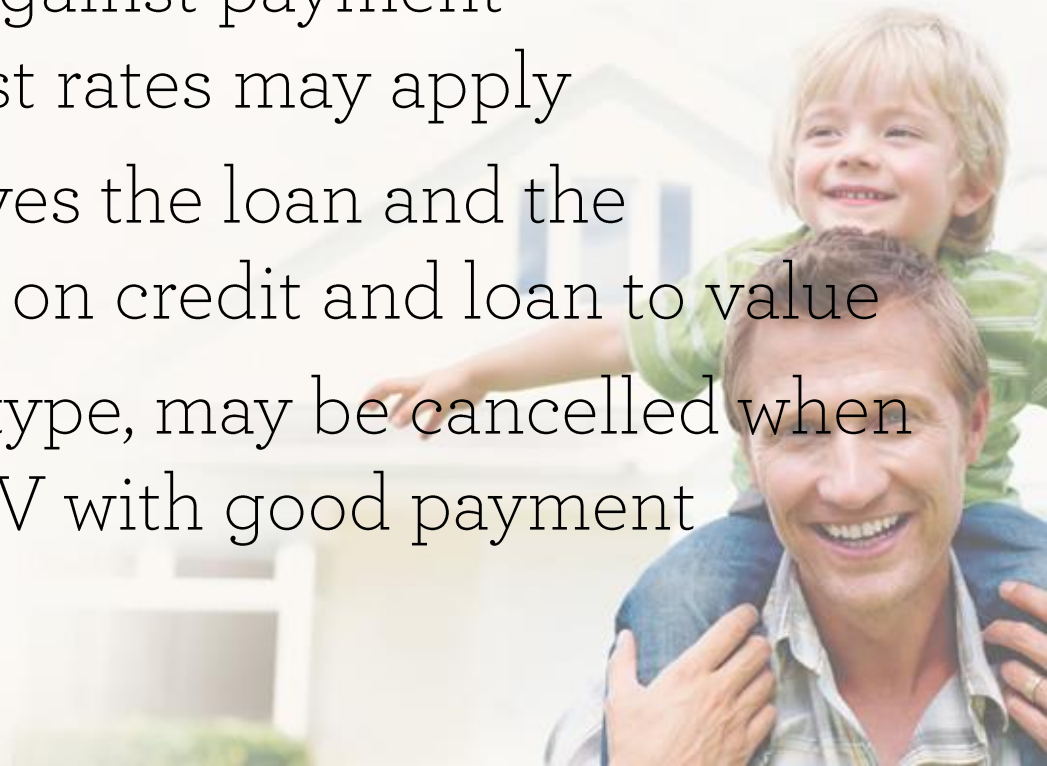
VA, USDA

- FHA – 96.5% LTV (requires MIP)
- Up to 97% conventional (requires PMI)



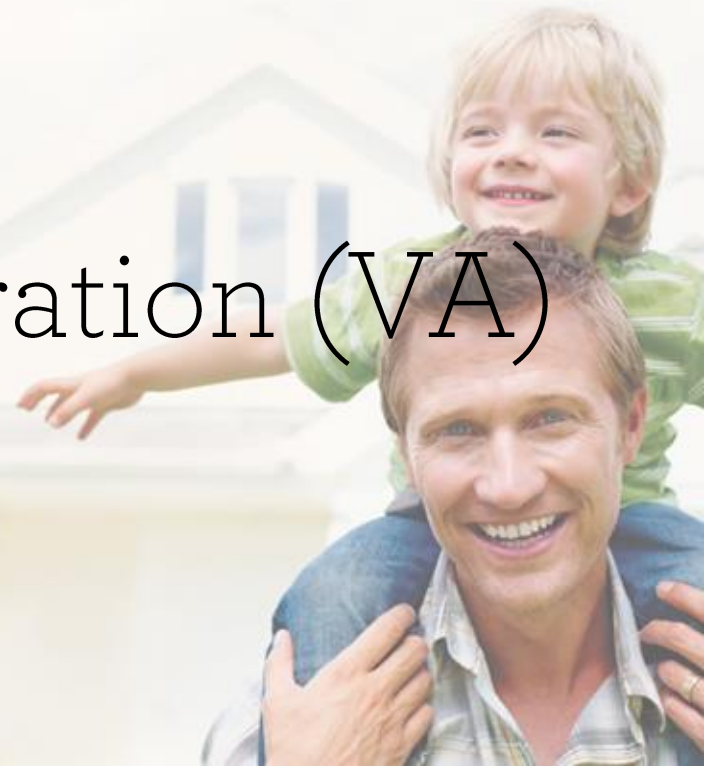
What is PMI/MIP?

- Required for loans with loan-to-values above 80%
- unless a NO PMI Loan Product
- Added to the monthly payment
- Insures the Lender against payment default/lower interest rates may apply
- PMI provider approves the loan and the premiums are based on credit and loan to value
- Depending on loan type, may be cancelled when loan reaches 80% LTV with good payment history



No PMI Options

- First Time Homebuyer
- ECU Select
- Purchase Plus
- Veterans Administration (VA)



Loan Processing

- Appraisal
- Verifications of Deposit/employment
- Title Search
- Underwriting
- Receipt of Insurance, Survey, and Pest Inspection



The Appraisal Process



Questions



Homeowner's Insurance



Questions



Closing Settlement Agent



Questions



The Ten Do's and Don'ts

1. Don't apply for credit of any kind.
2. Don't close credit card accounts.
3. Don't max out or over-charge existing credit cards.
4. Don't consolidate debt to one or two credit cards.
5. Don't change or quit your job.
6. Don't make any large deposits into any of your accounts.



The Ten Do's and Don'ts

7. Don't make any large purchases.
8. Do pay off collections reported within 1 year, judgments, and/or tax liens. (Please consult your MLO prior to paying these off for further instructions.)
9. Do stay current on your existing accounts.
10. Do call your lender before you do anything that could affect your credit rating in anyway whatsoever.



Questions



Thank You

