



## FIRST STEP IN FINDING YOUR NEW HOME. **PRE-QUALIFY**

BEFORE YOU BEGIN SEARCHING FOR YOUR NEW HOME,  
YOU NEED TO DETERMINE HOW MUCH YOU CAN AFFORD.

### DETERMINE HOW MUCH HOME YOU CAN AFFORD.

Pre-qualification helps you avoid buying less of a home than you can afford or being disappointed if you don't qualify for as much as you hoped.

### SHOW WHAT YOUR DOWN PAYMENT WILL BE.

You'll know approximately how much money you'll need for down payment and closing costs.

### KNOW WHAT YOUR MONTHLY PAYMENT WILL BE.

You'll have a general idea of what your monthly principal, interest, taxes and insurance payment will be. With the wide variety of loan programs available, it's important to know which types you qualify for and which program will best suit your needs.

Pre-qualification is a great way to start your home buying process. It helps set expectations of how much money you will be able to borrow as well as down payment and monthly payment. Keep in mind that a pre-qualification is not a full application, so it is only an estimation.

**WHEN YOU ARE PRE-QUALIFIED YOU WILL RECEIVE A PRE-QUALIFICATION CERTIFICATE TO GIVE TO YOUR REAL ESTATE AGENT. THEN IT'S TIME TO START LOOKING FOR A HOME!**

# THINGS TO AVOID DURING THE MORTGAGE PROCESS.

BEFORE MAKING ANY CHANGES TO YOUR FINANCIAL SITUATION, HERE ARE A FEW TIPS TO HELP YOU CONTINUE ON YOUR PATH TO HOME OWNERSHIP.

## AVOID CHANGING JOBS

Changing jobs before or during the loan process can create a problem qualifying you for a loan, particularly if that job is in a different line of work or at a lower rate of pay than your current job. Many loan programs require you to have a two-year work history.

## AVOID FINANCING ANY MAJOR PURCHASES

The resulting payment of your purchase may impact your ability to qualify for a mortgage. A new large monthly payment can affect the amount of home you qualify for, and it can make it difficult to get your loan approved.

## AVOID PULLING YOUR CREDIT SCORES

Multiple credit inquiries in a short time period may have a negative impact on your credit score. Since interest rates and good credit scores are directly linked, it is in your best interest to minimize the number of times your credit is pulled.

## AVOID SWITCHING BANKS OR MOVING YOUR MONEY BETWEEN ACCOUNTS

Funds for new accounts opened or large deposits will have to be explained which can lengthen the verification process. If you are transferring money from investment or retirement accounts, make sure you keep the withdrawal/deposit receipts, and make sure you clearly show where you deposited the money.

**THIS LIST DOESN'T COVER EVERYTHING, BUT IT IS A GREAT START TO A SMOOTH APPROVAL PROCESS. CONSULT A CREDIT ADVISOR FOR A FULL LIST OF DO'S AND DON'TS.**

# BE PREPARED. YOUR APPLICATION CHECKLIST.

USE THIS SIMPLE CHECKLIST TO KEEP TRACK OF YOUR NEEDS AND ACCOMPLISHMENTS.

WHAT IS TYPICALLY NEEDED TO PROCESS YOUR MORTGAGE APPLICATION:

- Contract for purchase
- Last 2 year's W2s & tax returns - all schedules
- Last 2 month's bank statements - all pages
- Last 30 day's pay stubs
- Business tax returns & K1s for 2 years (if self employed)
- Real estate closing attorney's phone number
- Realtor's phone number
- Insurance agent's phone number
- Drivers license

## WHO IS INVOLVED?

IT IS IMPORTANT TO KNOW WHAT EACH PERSON IS RESPONSIBLE FOR IN THE MORTGAGE PROCESS.

### APPRAISER

An individual who uses experience and comparable properties to determine the market value of a property.

### BUYER'S AGENT

A real estate agent that works to negotiate the best terms and price for the buyer.

### HOME INSPECTOR

A professional who inspects a property to make sure that potential buyers know any structural issues with a property.

### INSURANCE AGENT

A professional who assists buyers in obtaining homeowners insurance, a necessary step in obtaining a mortgage.

### LISTING AGENT

A type of real estate agent that represents homeowners when trying to sell their home.

### REAL ESTATE CLOSING ATTORNEY

Legal professionals who specialize in aspects of buying and selling real estate properties.

### TITLE COMPANY

Independent agency that issues title related documents without bias.

### MORTGAGE LOAN ORIGINATOR

An employee of Wintrust Mortgage who works with you to set up the best loan structure to fit your needs.