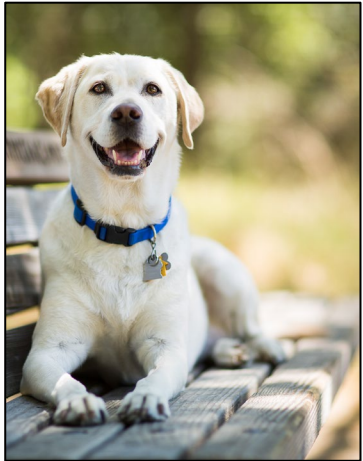


# Homebuying Seminar



LO Name at

**EQUITY**  
RESOURCES, INC.  
*mortgages*

# *What Houses Can I Look at?*

Buying Agents can show homes that are listed with any company and/or for sale by owner homes.





# Should I Rent or Own?



## *Benefits of Renting*

- Little or no responsibility of maintenance
- Easier to move if your needs change
- 1 year commitment
- Minimal cost to move in



## Cost of Renting

- Average rent of \$1,200/month
- $\$1,200 \times 5 \text{ years} = \$72,000$
- $\$1,200 \times 10 \text{ years} = \$144,000$
- $\$1,200 \times 20 \text{ years} = \$288,000$
- $\$1,200 \times 30 \text{ years} = \$432,000$



# Cost of Owning

- A \$1,200 rent payment equates to a \$140,000 purchase price & \$137,464 total FHA loan amount, 3.5% down with a Fixed Rate of 6.625% / APR 7.762%
- Principal & interest payment \$880
- Private Mortgage Insurance \$95
- Taxes and Insurance \$232
- Total monthly mortgage payment \$1,207







# Benefits of Owning

- Tax Deductions
- Sense of Community, Stability
- Freedom
- Home appreciation / Building Equity
- Your pets are welcome

# How Can I Find a Home?



- ✓ Zillow and 3rd party sites are not always updated in real time.
- ✓ Drive around, “For Sale” signs.
- ✓ Open Houses.
- ✓ Word-of-mouth.
- ✓ Real Estate Agent.



# Why work with a Real Estate Agent?

- ✓ The Seller pays commissions (typically 5-7%) so the service is free for buyers
- ✓ Agents are held to ethics by NAR
- ✓ Agents have pricing expertise
- ✓ Agents can help identify problems or concerns
- ✓ Agents can prospect homes
- ✓ Agents can unemotionally negotiate
- ✓ Agents can help with tons of paperwork

*Which agent should I choose?*





*What is my Price Range?*







# What do I look for when choosing a home?

- ☐ Community
- ☐ Price
- ☐ Bed/Bath
- ☐ School District
- ☐ Commute
- ☐ Structure
- ☐ Utilities




# Important Documents

- ✓ Consumer Notice
- ✓ Buyer Agent Agreement
- ✓ Standard Agreement of Sale



# Important Milestones

- 
- A hand is holding a white paper cutout of a house with a chimney and a rectangular doorway. The cutout is positioned over a lush green grassy field. The background is a blurred green landscape.
- ✓ Inspection
  - ✓ Appraisal
  - ✓ Final walk through






## Check the Market

What is the current inventory situation in the area?

How easy or hard is it to find a home?

A close-up photograph of a person's hand holding a set of keys. The person is wearing a white long-sleeved shirt. The keychain features a silver-colored house-shaped charm. In the background, a small, detailed model of a multi-story house sits on a wooden surface. The scene is set against a dark background, and the lighting is soft, highlighting the textures of the shirt and the wood.

What happens on  
closing day &  
how to prepare



# Getting Pre-approved to purchase a home

- The 1<sup>st</sup> step in the home buying process
- Call me to start the application process or apply with my easy Equity247 app
- Upload income documents to our secure Equity247 system
- This process is typically completed within 24 business hours



# ***Financing Strategies/ Mortgage Options***





An American flag is draped over a dark, rustic wooden surface. The flag's stars and stripes are clearly visible, with the blue field of stars on the left and the red and white stripes extending towards the right. The lighting is warm, highlighting the texture of the fabric and the wood.

# VA

- Must have served military time
- No money down
- No monthly mortgage insurance





# USDA

- Area specific, check eligibility:  
<http://eligibility.sc.egov.usda.gov>
- Income limit restrictions  
(depends on size of household)
- No money down 6% seller assistance





# FHA

- 3.5% down payment\*
- 6% seller assistance
- Credit scores as low as 580
- Base Loan Limit is \$524,225 for most counties

\*FHA 30-Year Fixed Rate Loan Example: Loan Amount \$245,471 with a fixed interest rate of 6.25% (7.056% APR) for 30 years = \$1,621.40\* monthly payment. (Principal, Interest & Mortgage Insurance Only). \*Does not include amounts for taxes and home insurance premiums. The actual payment obligation will be greater. Rates available as of 11/2024 but subject to change. Final approval subject to credit review. This is not a commitment to lend. Loan program example is for educational, illustrative purposes only.



# Bond Programs

- Down Payment Assistance Grants Available to those who qualify
- Income & Purchase Price Limits Apply
- Available for both Government & Conventional Loan Programs



# Conventional

- You pick your down payment! (3% and up!)\*
- 3% seller assistance
- Maximum mortgage amount \$806,500
- Mortgage insurance is credit score sensitive



*\*Conventional 30 Year Loan Example: Purchase Price \$300,000 with a 6.75% fixed interest rate/7.048% APR for 30 years = \$1,955.32 monthly payment. Payment is Principal, Interest & Mortgage Insurance based on a 790 credit score. Does not include amounts for taxes and home insurance premiums. The actual payment obligation will be greater. Rates available as of 11/2024 but subject to change. Final approval subject to credit review. Loan program examples are for illustrative purposes only. This is not a commitment to lend.*



# Two Great RENO OPTIONS

## All Reno Loans

- ⇒ All improvements must be fixed to the property & add value
- ⇒ Purchase or Refinance
- ⇒ Eligible Properties:  
Detached/Attached  
Single Family Residences &  
Planned Unit Developments

## Conventional Highlights

- ⇒ Minimum Credit Score 680
- ⇒ Owner Occupied and Second Home
- ⇒ Up to 95% of the lower of the as completed appraised value or sum of purchase price plus rehab costs
- ⇒ Initial draw at closing can be up to 50% of the cost of materials and supplies
- ⇒ Bid must be from an approved contractor

## VA Highlights

- ⇒ Minimum Credit Score 660
- ⇒ Owner Occupied
- ⇒ Purchase UP TO 100% Loan to Value
- ⇒ Refinance UP TO 90% Loan to Value
- ⇒ Bid must be an approved contractor with a valid VA builder ID number

*Call to discuss!*

Program terms and conditions are subject to change at any time. Final approval is subject to credit review and eligibility. This is not a commitment to lend. By refinancing an existing loan, total finance charges may be higher over the life of the loan.



## Seller assist from the seller's point of view

\$100,000 Home sale

-\$6,000 Sales commission *(on average)*

-\$1,000 Transfer tax

-\$500 Misc seller fees

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**=\$92,500 Seller will net**

-\$6,000 seller assistance (6%)

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**=\$86,500 Seller will net**



# What is a Credit Score?

- A credit score can change daily. Anytime information is updated on a credit report your score changes.
- 5 key parts we will discuss that make up your credit score.
- How will knowing this help me?



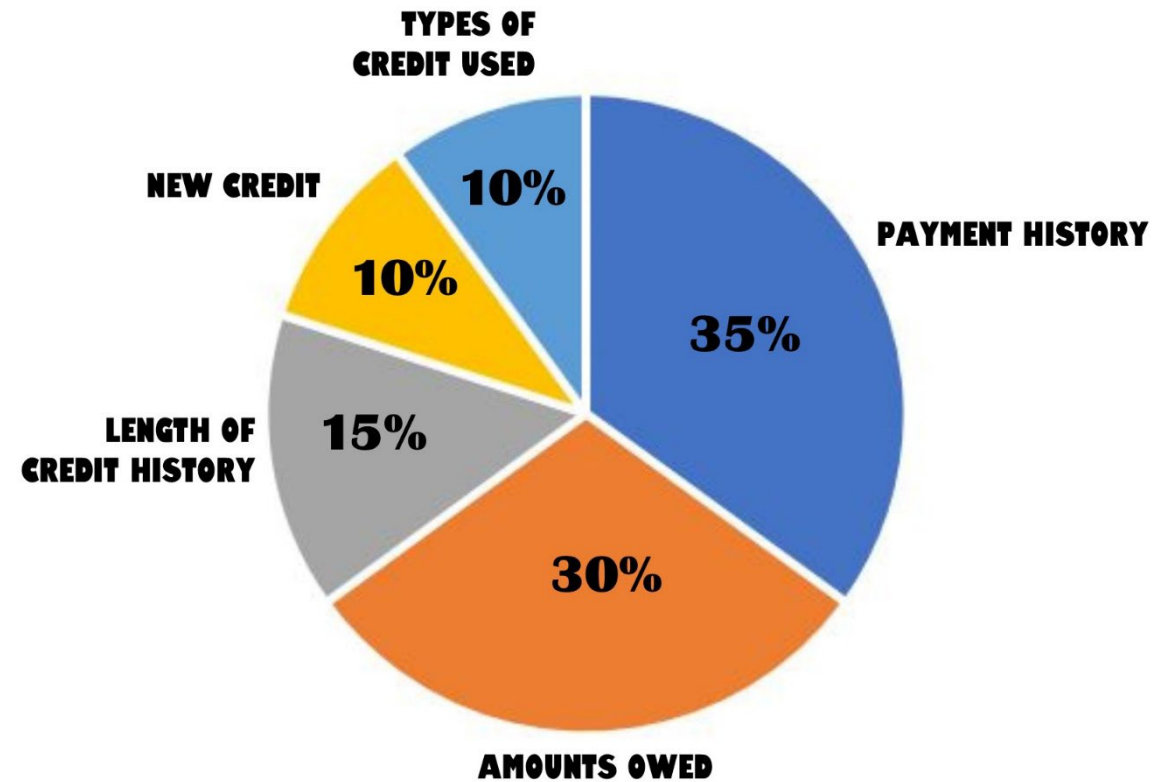


# *What does your Credit Score Affect?*

- Mortgage Loans
- Homeowner's insurance premium
- Car insurance premium
- Car loan rates
- Instant credit card approvals
- Employers (Should I hire them or not?)
- Mortgage insurance



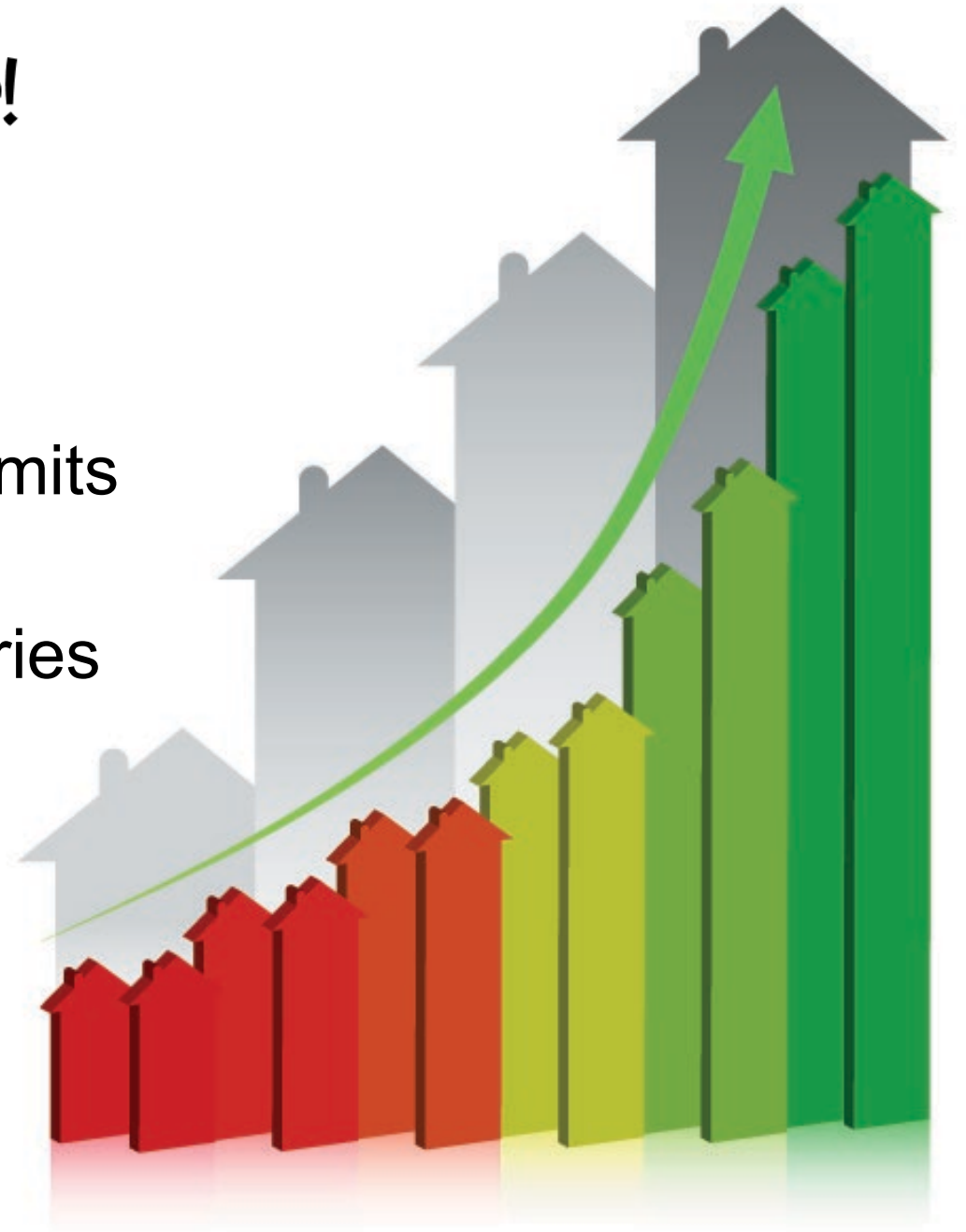
# Top 5 Items That Affect Your Credit Score





# Increase your Credit Score!

- ✓ Make sure all bills are paid on time
- ✓ Leave old collections alone
- ✓ Keep balances under 30% of card limits
- ✓ Authorized user accounts?
- ✓ Watch opening new accounts, Inquiries
- ✓ Some issues just require time
- ✓ Watch disputing items





# RESOURCES

[www.annualcreditreport.com](http://www.annualcreditreport.com)

- 1 free credit report per year
- All three credit reporting agencies
- No credit scores

[www.creditcards.com](http://www.creditcards.com)

- If you need to establish credit, use this website to obtain a major credit card.
- Do not apply for department store charge cards if you are trying to establish credit.

[www.myfico.com](http://www.myfico.com)

- With their programs you can monitor your credit report and obtain your credit scores.



**Download our Free  
Mortgage Calculator App!**



# Q&A



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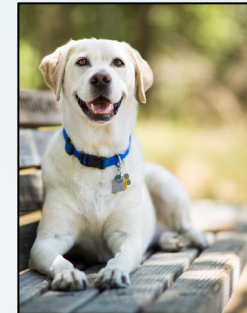
# EQUITY

RESOURCES, INC.

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*mortgages*

LO Address  
LO City, State, Zip



**LO Name**

*Mortgage Specialist*

**PHONE (123) 456-7890**

Email [LOName@CallEquity.net](mailto:LOName@CallEquity.net)

[CallEquity.com/LO-Name](http://CallEquity.com/LO-Name)

NMLS 1579/1234567

*Scan to  
Apply!*