



Homebuyer Guide



Let's Do This.

You did it! You made the decision to buy a home. High fives all around.

At Primis, we know that the right home starts with the right mortgage. We're not only here to help with financing. We're here to help you navigate the process so that you are empowered, educated and confident.

This booklet is just the beginning. We've gathered helpful information to guide you through the process, but we won't stop there. We've got your back with as much support as you need along the way.

Before we dive in, let's note that all loans will be subject to approval and that there are federal and some state guidelines that impact how your loan is processed and what documentation you'll need. Now that the nitty gritty is out of the way — let's get started!

The Process

1 Get Pre-Qualified

How much can you afford to spend? Pre-qualification is a high-level estimate that helps you during the homebuying process. It helps narrow down your list, and also puts you in a strong position when you're submitting a contract.

2 Apply

Applying online is simple and your loan officer will be on standby to answer questions. Once the loan application has been signed and submitted, you will receive an estimate from your specialist that describes the loan terms.

3 Get Organized

Now it's time to gather the items on our checklist. Organize yourself ahead of time, and you'll be in even better shape.

4 Processing and Underwriting

Now it's our turn. Our in-house processing and underwriting teams kick into high gear to review your application and gather additional documents that may be necessary.

5 Approval Time

First comes conditional approval. We'll continue to review and verify information you provided. We'll also check these items again closer to closing.

6 Closing

Cue the confetti! Once the loan is approved, you will be ready to schedule your closing. We'll prepare final documents, which you'll sign at closing when you pay closing costs, if applicable.

Checklist

Don't be overwhelmed — be prepared! Gathering key information ahead of time puts you one step ahead.

- ☐ Income documents for past 30 days (paystubs, leave and earning statement, etc.)
- ☐ Completed tax returns from the last two years for personal and business if applicable (signed)
- ☐ W2s from last two years (signed)
- ☐ Most recent bank statements for the past two months (all pages)
- ☐ Other income documentation you may have, such as 401(k), IRA, or other retirement account statements
- ☐ Copy of your current Driver's License
- ☐ If non-resident, copy of Certificate of Resident Alien Status (Green Card)
- ☐ If applicable: divorce decree/separation agreement, child support documentation, bankruptcy documentation, etc.



Common Mortgage Terms

Amortization: Repayment of a mortgage loan through monthly installments of principal and interest. The monthly payment amount is based on a schedule that will allow you to own your home at the end of the specific time period (for example 15, 20, or 30 years).

Annual Percentage Rate (APR): Calculated by using a standard formula, the APR shows the cost of a loan. Expressed as a yearly interest rate, it includes the interest, points, mortgage insurance, and other fees associated with the loan.

Appraisal: A document that gives an estimate of a property's fair market value. An appraisal is generally required by a lender before loan approval to ensure that the mortgage loan amount is not more than the value of the property.

ARM (Adjustable Rate Mortgage): A mortgage loan subject to changes in the interest rate. When rates change, the interest rate (and therefore the monthly payment) on an ARM loan can increase or decrease at intervals determined by the index and margin. The change in the interest rate, however is usually subject to a periodic and lifetime cap.

Certificate of Title: A document provided by a qualified source (such as a title company, or attorney) that shows the property legally belongs to the current owner. Before the title is transferred at closing, it should be clear and free of all liens or other claims.

Conventional Loan: A private sector loan, one that is not guaranteed or insured by the U.S. government.

Credit Report: A record that lists all past and present debts and the timeliness of their repayment. It documents an individual's credit history.

Debt-To-Income (DTI) Ratio: A comparison of gross income to housing and non-housing expenses. Traditionally, this ratio should not exceed 35-43% (depending on the lender), but some lenders can offer much more liberal ratios to strong borrowers.

Down Payment: The portion of a home's purchase price that the borrower pays and is not part of the mortgage loan.

Equity: An owner's financial interest in a property. Calculated by subtracting the amount still owed on the mortgage loan(s) from the fair market value of the property.

Escrow Account: A separate account into which the lender puts a portion of each monthly mortgage payment. An escrow account provides the funds needed for such expenses as property taxes, homeowners insurance, mortgage insurance, etc.

Fixed Rate Mortgage: A mortgage with principal and interest payments that remain the same throughout the life of the loan, because the interest rate does not change.

Interest Rate: The amount of interest charged on a monthly loan payment, usually expressed as a percentage.

Lien: A legal claim against property that must be satisfied when the property is sold.

Loan-To-Value: A ratio representing the amount borrowed versus the agreed upon value of the property. A percentage calculated by dividing the amount borrowed by the lower of the price or appraised value. The higher the LTV, the less cash a borrower is required to pay as down payment.

Mortgage Insurance: A policy that protects lenders against some or most of the losses that can occur when a borrower defaults on a mortgage loan. Mortgage insurance is required primarily for borrowers with a down payment of less than 20% of the home's purchase price.

Origination Fee: The charge for originating a loan which is typically paid at closing.

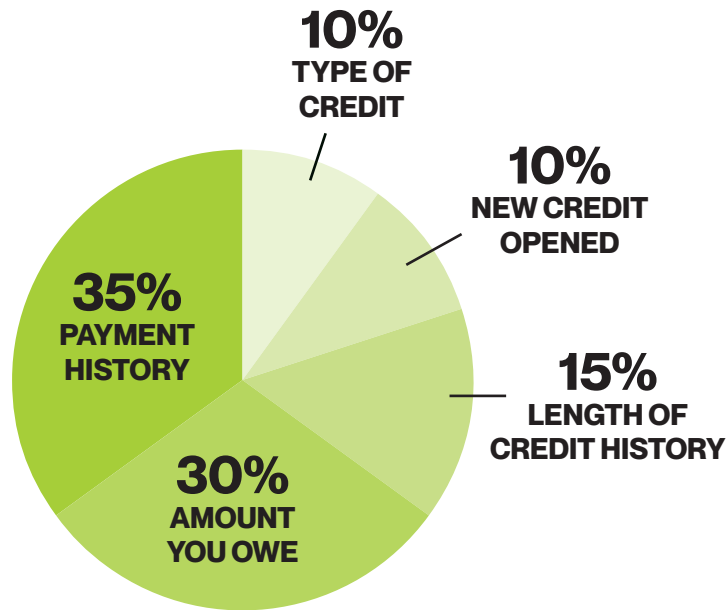
Refinancing: Paying off one loan by obtaining another. Refinancing is generally done to secure better loan terms (like a lower interest rate).

Underwriting: The process of verifying and analyzing a loan application to determine the amount of risk involved in making the loan. It includes a review of the potential borrower's credit history and a judgment of the property value.

Stay Credit Strong

Strong credit scores can help you obtain a more favorable interest rate on your mortgage.

What impacts your credit score?



Pro Tips to Send Strong Credit Signals During the Mortgage Process:

1. Pay bills on time
2. Avoid late payments
3. Try not to close old accounts
4. Minimize credit inquiries
5. Do not incur additional debt

Greatest Hits

We'll be honest — we have a lot of options. A lot. Check out some of our greatest hits and let's have a conversation about the right loan for you.

First Time Homebuyer Programs

Your first home is a big deal. We have specialized options to make homeownership a reality.

Fixed Rate Mortgage

Predictable payments help you stick to a budget.

FHA Loans

Government-backed mortgages with low down payment requirements.

VA Loans

Loans guaranteed by the U.S. Department of Veterans Affairs (VA) offer up to 100% financing for active duty military and veterans and their families.

Construction Financing

Building instead of buying? We've got multiple options to make it happen.

Rental Properties

Low down payment programs help you start or grow your real estate portfolio

Specialty Loans

We've got special loans for medical professionals and business owners.

Refinance

It may be possible to save money by switching to a mortgage with a lower interest rate or reducing monthly payments.

Why Primis Mortgage?

Primis comes from the idea of being first. We were born out of a belief that we can do things better when we put our customers first.

Your home financing is a big choice — and we don't take that lightly. We're built like an independent mortgage company, but we're backed by a bank. That means we have the expertise you need paired with resources you'll love.



Competitive Rates



Robust Lending Options



Super-Fast Turn Times with In-House Processing and Underwriting



**Portfolio Products
(More Options Than the Other Guys)**



Dedicated Specialists

Questions? Let's Talk.



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