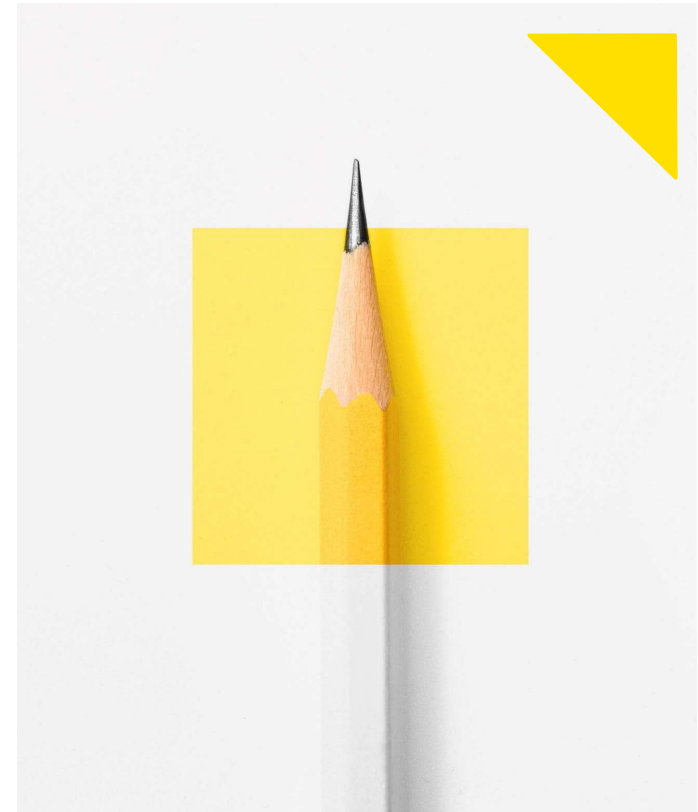




Mortgage 101

Agenda

- Pre-qualification
- Choose the loan that fits your life
- Househunting
- Pre-approval
- Next steps
- Smooth closing tips
- Why Guild?



Pre-qualification

Getting to know you

What we'll review

- Income/employment
- Credit
- Assets



We can determine your options and the direction we're headed together.



Choose the loan that fits your life

Common loan types

Conventional loans

Credit scores as low as 620
3% down payment

FHA loans

Credit scores as low as 540*
3.5% down payment

VA

Credit scores as low as 540
Up to 100% financing available
Attractive terms for eligible military

USDA

Credit scores as low as 540
Up to 100% financing available

Jumbo

As little as 10% down with no mortgage insurance
Credit scores as low as 660

Programs

Wide variety of municipal, county, state
and national programs to assist you.

Down payment assistance programs

First-time homebuyer programs

Niche program options

Lock & Shop

StrongStart program

FHLMC BorrowSmart Grant

Energy Efficiency programs

GreenSmart Advantage
powered by The Home Depot

Bridge loans

ITIN Mortgage Program

3-2-1 Home Plus

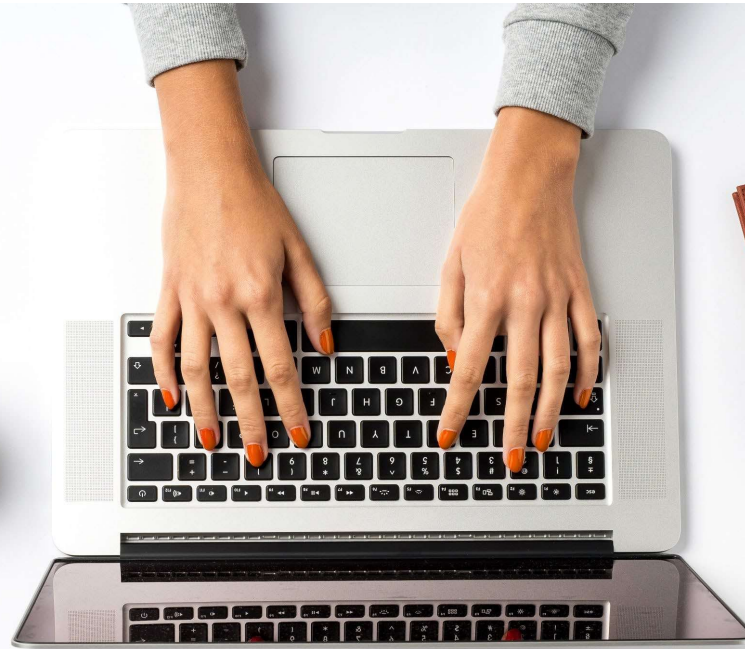
Renovation programs

1% Down Payment Advantage

Payment Advantage

Program eligibility and availability varies. Borrower must meet eligibility requirements. *Credit scores for FHA loans from 540-579 have a maximum loan-to-value of 90%.





Begin the dream home search

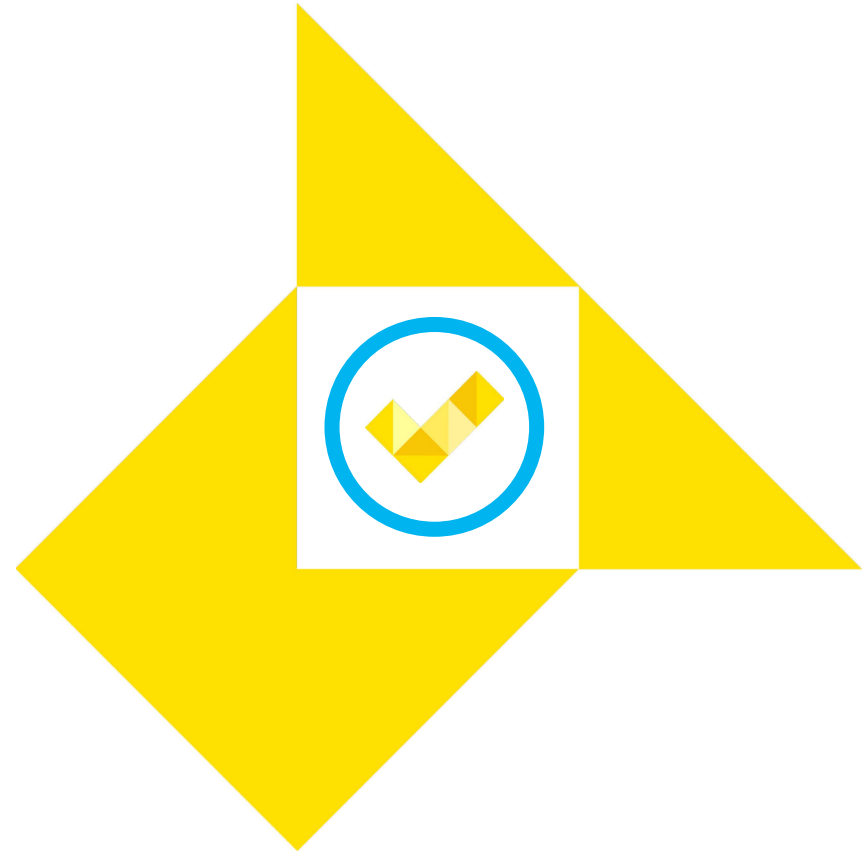
Guild
mortgage
OWN WHAT MATTERS

MONTAYA
MORTGAGE
TEAM
MMT

Pre-approval benefits

Why get pre-approved before home shopping?

- We can provide detailed information on your best options
- More leverage in sales negotiations
- Maximum price range is known, keeping buyer and agent on track
- Sales contract can be written and closed faster



Fast and easy pre-approval

Documents needed

- Paystubs for the last 30 days
- W-2s and 1099s for the last 2 years
- Federal income tax returns for last 2 years (including schedules & attachments)
- Government-issued photo ID and, if applicable, resident alien card

If applicable

If VA applicant: provide DD-214 if discharged, or statement of service if active duty

If retired: award letter or retiree statement for any Social Security, retirement or pension income

If paying or receiving child support: copy of court order and proof of payments

If bankruptcy in last 7 years: complete copy of bankruptcy papers, including schedule of debtors and discharge

If foreclosure or short sale in past 7 years: property address of foreclosure/short sale

If on an IRS repayment plan: copy of plan

After you have received your Loan Estimate, we will need the above information to approve your loan. The items listed above will not inhibit you from starting the loan process.

Ask how we can
FastTrack your
document collection
by connecting directly
with your bank.



Stay pre-approved

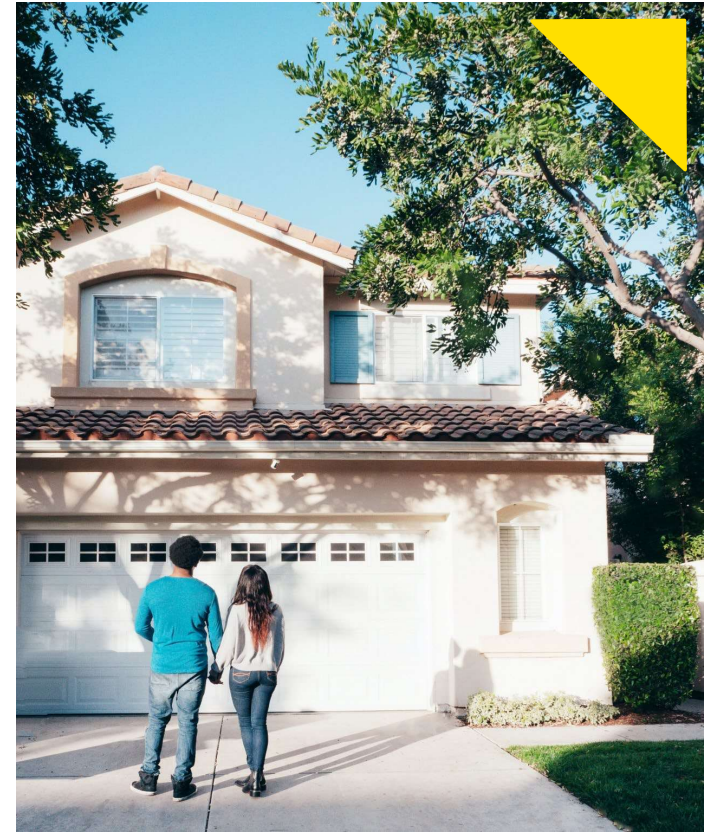
Keep your financing secure while shopping for your perfect home.

- Continue to make all payments on time.
- Don't open new loans, increase credit lines or allow any inquiries on your credit report.
- Leave your down payment alone.



Let your lender know:

Before making a payment on a collection account | If your name, address or marital status will change | If any sources of income are changing (i.e. new job)



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The home loan process



Take your time while house-hunting, but once you make an offer and a purchase contract is signed, you'll have only 30-45 days to complete the transaction. Know the steps ahead so you can prepare.

- 1. Loan application**
We receive complete, updated financial information from you.
- 2. Home inspection**
Work with your real estate agent for this report, detailing the property's condition.
- 3. Property appraisal**
We send a local appraiser to confirm the home's value.
- 4. Homeowners insurance**
Secure any necessary insurance on the property.
- 5. Loan processing**
Guild Mortgage's local, in-house loan processing means expedited handling when you need it.
- 6. Underwriting**
Our underwriters review all documentation, and may approve a sale with conditions.
- 7. Closing**
Once all conditions have been met, you'll sign a closing disclosure and transfer funds.
- 8. The keys, please!**
At long last, you'll realize your milestone: walking through the front door of your new home!

Why Guild?

Deep expertise

As one of the nation's largest independent mortgage companies, Guild Mortgage has more than 60 years of experience in all types of home loans—including yours.

Loans to fit your life

You'll find a wide array of loan products and programs for every borrower situation. We specialize in first-time homebuyers, including condo buyers, military families and rural homeowners.

Direct lender

Our direct lending relationships mean fewer delays and more control in providing the best products and service.

Local speed and support

Your loan officer can meet with you face-to-face, and our local processing, underwriting and funding means we're able to expedite your loan and close on time.

We've got your back

No other mortgage lender
has our stability, experience
and uncompromising focus
on customer service.



Questions?



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Apply Online

www.themontoyateam.com



I am authorized to do business in the states of California and Nevada. Licensed by the Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act; NV Mortgage Company #1141; Montoya Mortgage Team is part of Guild Mortgage, not a separate entity. Guild Mortgage Company; NMLS #3274; Equal Housing Opportunity; www.nmlsconsumeraccess.org. All information, loan programs & interest rates are subject to change without notice. All loans subject to underwriter approval. Terms and conditions apply. Always consult an accountant or tax advisor for full eligibility requirements on tax deduction.