

FIRST-TIME
**HOME BUYERS
GUIDE**





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Meet Your Welcome Home Funding Loan Officer

At Welcome Home Funding, our loan officers are here to act as your financial counselor throughout the lending process. Buying your first home is an exciting journey. We want to make the transaction as smooth as possible.

The Welcome Home Funding Advantage

We are able to deliver personalized customer service with the resources of a local lender. Borrowers prefer working with Welcome Home Funding because of our:



Reliable
Prequalifications /
Preapprovals



Competitive
Rates



Robust Menu of
Loan Products



Transparent
Communication

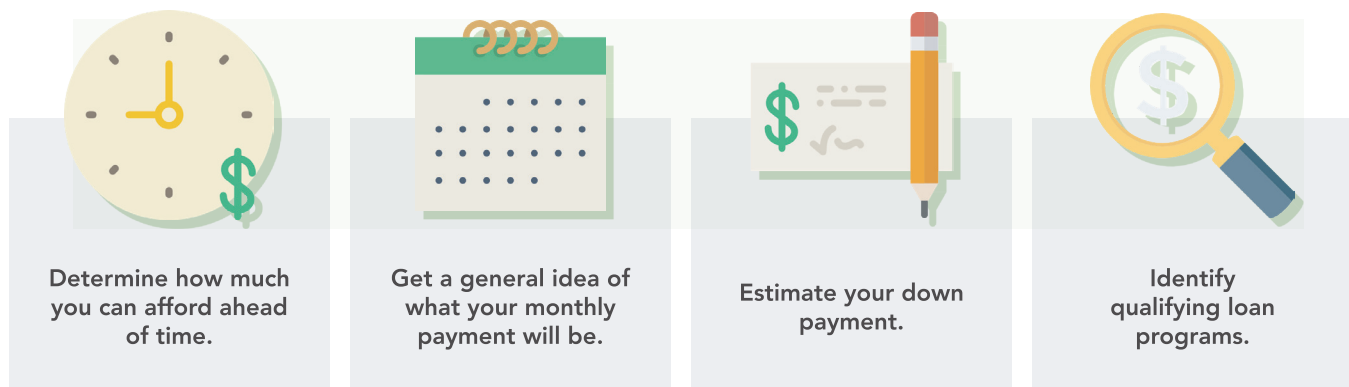


Dependable
On-Time Closings

Getting Preapproved at Welcome Home Funding

Getting preapproved can have many advantages for home buyers and can even expedite the buying process.

Some of the benefits include:



Most importantly, you can improve seller negotiations. The seller may be more inclined to accept your purchase offer when they know you are qualified to buy their home.

What you need for Preapproval:

-  Income and Employment History
-  Monthly Debts and Credit Score
-  Source and Amount of Down Payment and Closing Costs
-  Completed Loan Application

Know Your Mortgages!

You're going to start hearing some of these words a lot! It's important to get familiar with these common types of mortgages and mortgage terms before you begin the home buying process.

Conventional

Adjustable-Rate Mortgage (ARM) – a loan with an interest rate that is tied to a specified financial index, this increases or decreases at scheduled time periods during the life of the loan. The loan includes a margin that is tied to the index.

Fixed-Rate Loan – a loan with an interest rate and payment that remains constant throughout the life of the loan. Interest is amortized over the loan period and factored into the monthly mortgage payment.

Interest Only – monthly mortgage payments consist of interest only for a specific period, usually 5 to 10 years. During the interest only period, your balance remains the same unless you choose to pay extra toward your principal.

Government

Federal Housing Administration Loan (FHA) – FHA loans are available as fixed-rate and adjustable-rate mortgages (ARM). FHA loans are insured by the Federal Housing Administration and can offer low down payments as well as higher qualifying ratios. There is a maximum FHA loan limit that varies from region to region.

United States Department of Agriculture (USDA) – designed for rural property purchase or refinance loans.

VA Loan – available to eligible veterans. The Veterans Administration guarantees the repayment of VA Loans to the lender in case of borrower default.



VA Loans

Welcome Home Funding is a US Department of Veterans Affairs (VA) approved lender and can issue VA loans guaranteed by the VA.

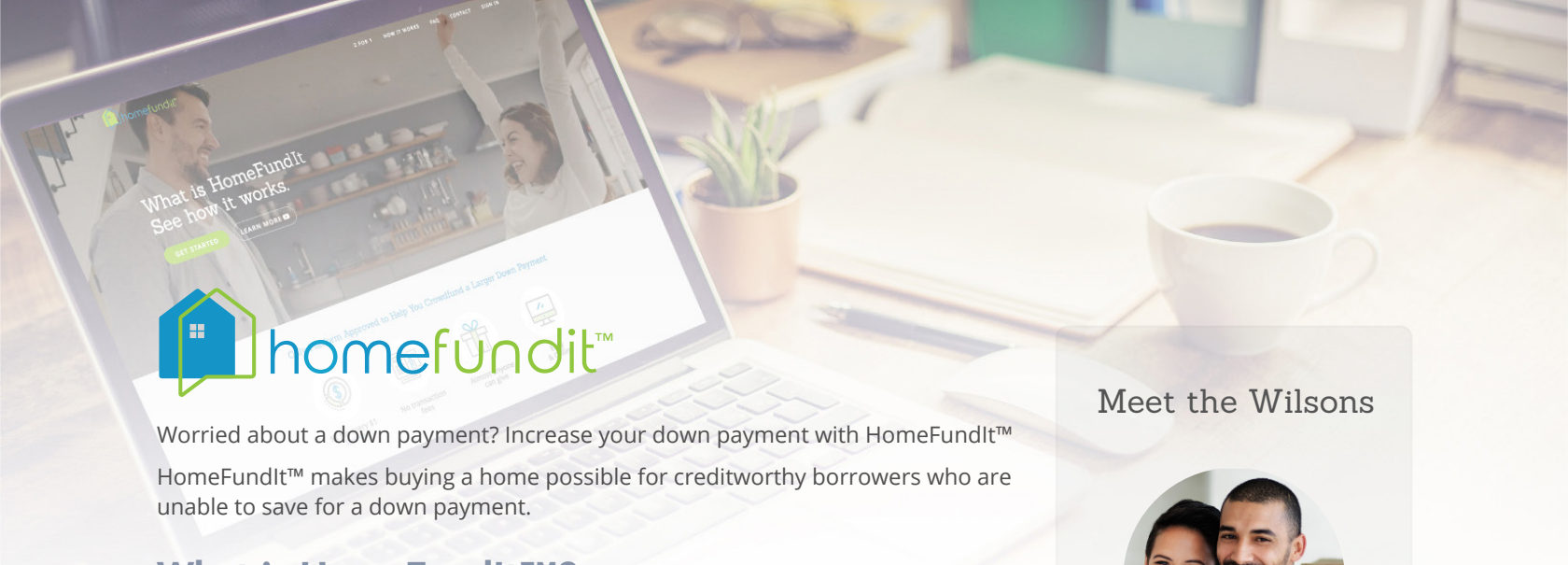
Who May Qualify?

- ▶ Veterans
- ▶ Active-Duty Service Members
- ▶ Reservists
- ▶ National Guard Members
- ▶ Eligible Surviving Spouses

Benefits of a VA Home Loan:

- ▶ Guarantees a portion of the total loan, enabling more favorable terms.
- ▶ Allows veterans to buy, build, repair, or adapt a home.
- ▶ No down payment needed in most cases. No monthly mortgage insurance payment, but an upfront Guaranty Fee is required (some applicants may be exempt).
- ▶ Flexible interest rates.
- ▶ Flexible financing options to reduce current interest rates (VA IRRRL).

Visit http://www.benefits.va.gov/homeloans/purchaseco_loan_limits.asp to learn more.



Worried about a down payment? Increase your down payment with HomeFundIt™
HomeFundIt™ makes buying a home possible for creditworthy borrowers who are unable to save for a down payment.

What is HomeFundIt™?

HomeFundIt™ is the first online crowdfunding platform that allows prospective home buyers to raise funds towards their down payment.

It works like any other social network:

- ▶ Connects directly with your social media accounts, like Facebook and Twitter, to allow users to share their campaigns with their network.
- ▶ Family, friends, and anyone else can contribute to your campaign through the shared link.
- ▶ The HomeFundIt™ App is now also available on Google Play and Apple Store.

Why use HomeFundIt™?

Saving for a down payment is one of the biggest challenges future home buyers face. Whether you need to increase your current down payment savings or you're starting from scratch, HomeFundIt™ can be the down payment solution you've been looking for.

Qualifying home buyers have a chance to have closing costs covered.

- ▶ Exclusive Closing Costs Covered program available for first-time home buyers (as defined by Fannie Mae) for users who complete home buyer education or pre-purchase counseling
- ▶ CMG Financial will give \$1 for every \$1 raised via crowdfunding (pledged funds to not apply) up to the lesser of 1% of the purchase price or the amount as noted below:
- ▶ Grant funds will be applied to non-recurring closing costs.

Meet the Wilsons



\$4,000
already saved

\$4,500
crowdfunded on
HomeFundIt™ +

\$8,500
new down payment

Here's how it works:

STEP 1

Sign up for a
free account



STEP 2

Get
prequalified



STEP 3

Set up your
campaign & profile



STEP 4

Tell your story and share
with family and friends



STEP 5

Raise money and buy
your new home



WWW.HOMEFUNDIT.COM



HomeFundIt™ is a service provided by CMG Financial © 2018 CMG Financial, All Rights Reserved. CMG Financial is a registered trade name of CMG Mortgage, Inc., NMLS# 1820 in most, but not all states. CMG Mortgage, Inc. is an equal opportunity lender, licensed by the Department of Business Oversight under the California Residential Mortgage Lending Act No. 4150025. To verify our complete list of state licenses, please visit www.cmgfi.com/corporate/licensing and www.nmlsconsumeraccess.org. Housing counseling must be completed by HUD approved housing counselor to receive CMG Financial grant. Find a housing counselor near you by visiting <https://www.hud.gov/offices/hsg/sfh/hcc/hcs.cfm>. CMG Financial grant will match every \$1 raised with a \$2 contribution up to 1% of the purchase price but is restricted to \$2500 for customers under the area median income and \$1000 for customers who are both over the area median income and first time home buyers. Please consult with your Realtor to determine if there are any Realtor association restrictions regarding their ability to contribute to down payment. Grants available to first time home buyers only. Housing counseling must be completed by HUD approved housing counselor to receive CMG Financial grant. Find a housing counselor near you by visiting <https://www.hud.gov/offices/hsg/sfh/hcc/hcs.cfm>. CMG Financial will contribute \$1 for every \$1 raised via crowdfunding (pledged funds do not apply) up to the lesser of 1% of the purchase price, or \$1500 if home buyer education and pre-purchase counseling is completed before the purchase contract is signed, or \$1,000 if home buyer education and pre-purchase counseling is completed after the purchase contract is signed. Grant funds can be applied to closing costs. If closing costs are fully paid by seller or interested party, grant funds can be used to buy down the rate. Under no circumstances can grant funds be used towards a down payment. Visit <https://homefundit.com/Terms> for complete terms and conditions.

Mortgage Terms

My Mortgage Payment

Your monthly mortgage payment is made up of several components. This housing expense is commonly referred to as P.I.T.I. or Principal, Interest, Taxes and Insurance. Mortgage Insurance, Flood Insurance, and Homeowners Association fees may also be a portion of your total payment.

Principal – The portion of your payment that is applied to pay down your mortgage.

Interest – A charge for the use, or loan, of money. The interest is calculated on unpaid principal balance.

Taxes – The county assessor charges property tax based on the valuation of your home. For example, in California, there are two tax installments due each year; one in November, the second in April.

Insurance – This pays for losses from certain hazards, including fire. This standard insurance pays for replacement costs based on actual cash value.

Homeowners Association (HOA) Dues – Fees paid by homeowners within a community of homes, condos, townhouses, or planned unit developments (P.U.D.). HOA dues are collected to cover the cost and maintenance of communal areas to the property.

Mortgage Insurance (MI) – Depending on your loan program or the amount of your down payment, you may be required to have MI. Anything less than 20% down - a higher note of default - requires MI. Because loans with small down payments involve substantially more risk for the lender, they require insurance as a hedge against borrower default. The cost of MI varies according to your loan type, down payment, and credit score. FHA Loans charge a fee for life-of-loan mortgage insurance, called Mortgage Insurance Premium (MIP). VA Loans charge an upfront Guaranty Fee in lieu of a monthly mortgage insurance fee.

Closing Costs

Below is an overview of the types of closing costs you may incur. When you apply for your loan, you will receive a Loan Estimate and a booklet that will explain these costs in detail. At loan closing, you will receive a Closing Disclosure summarizing your actual loan costs and fees.

Appraisal Fee – Conducted by an independent appraisal company, this pays for a statement of property value for the lender. You will receive your own copy.

Credit Report Fee – This covers the cost of the credit report that is run by an independent credit-reporting agency and is used to prequalify you for a loan and to underwrite your completed loan application.

Impound Account – If you choose to have an impound account, have a government funded FHA or VA Loan, or if your down payment is less than 20%, the lender may require you to establish an account held in trust for you by the lender to pay the costs of your property taxes and insurance. Your monthly payment will include the loan Principal, Interest, Taxes, and Insurance (collectively, P.I.T.I.).

Loan Discount – Often called discount points, a loan discount is a one-time charge used to buy down your specific transaction's interest rate. One point is equal to 1% of the loan amount.

Loan Origination – This fee covers the lender's costs for originating your loan.

Title Charges and Document Preparation – The title company may charge one-time fees for a title search and examination, document preparation, notary fees, recording fees, courier fees, and a settlement or closing fee. There are two title policies with a one-time fee: a lender's title policy, which protects the lender against losses due to defects on title, and a buyers title policy, which protects the borrower against defects on the title.

Prepaid Interest – Amount accrued on a daily basis from the date of loan closing to the due date of your first loan payment.

Taxes and Hazard Insurance – You will be expected to pay for property taxes upfront, including the entire years' hazard insurance premium. In addition, you may be required to allocate property taxes and property insurance (may include homeowners, flood) into a reserve account, called an impound account, held by the lender.

Down Payment Options

Low Down Payment – Pay 5% or less of the home's price in cash and borrow the rest. VA and USDA Loans have no down payment options, FHA Loans have low down payment options, and some Conventional Financing options require down payments as low as 3%.

10% Down Payment – Pay 10% of the home's price in cash and borrow 90%. Pay for any additional mortgage insurance.

20% Down Payment – Pay 20% of the home's price in cash and borrow 80%. No mortgage insurance is required.



Benefits of Homeownership



Join a Community – when you move into your new home, you become part of a new community. Get to know your neighbors, and build a lasting network.

Invest in an Appreciating Asset – real estate has the tendency to appreciate over time.

Escape the Volatile Rental Market – it costs more to rent than own in almost every city and state. Avoid skyrocketing rents and benefit from the stability of a monthly mortgage payment instead.



Rent vs. Own Crunching the Numbers

Compare your own situation to these 3 hypothetical examples of first-time homebuyers just like you.*

Example 1: \$200,000 Purchase Price

Financing	FHA Reg	VA	CONV	CONV
Notes	Fixed Rate	Fixed Rate	Fixed Rate	Fixed Rate
Sales Price	\$200,000	\$200,000	\$200,000	\$200,000
% Down	3.50%	0.00%	10.00%	20.00%
First Loan	\$196,377	\$204,300	\$180,000	\$160,000
Term	30 Years	30 Years	30 Years	30 Years
Rate	4.375%	4.375%	4.500%	4.500%
APR	5.990%	4.600%	4.946%	4.644%
Cash to Close				
Down Payment	\$7,000	\$0	\$20,000	\$40,000
Closing Costs	\$3,200	\$1,300	\$3,801	\$3,707
Prepaid / Impounds	\$2,301	\$2,192	\$2,280	\$2,243
Total \$ Required	\$12,501	\$3,492	\$26,081	\$45,950
Housing Expense				
First Loan P & I	\$980	\$1,020	\$912	\$811
Taxes, Ins & MI	\$475	\$258	\$369	\$258
Total Payment	\$1,456	\$1,278	\$1,281	\$1,069
Income to Qualify				
Income Guide	\$4,700	\$4,410	\$3,880	\$3,240

Example 2: \$300,000 Purchase Price

Financing	FHA Reg	VA	CONV	CONV
Notes	Fixed Rate	Fixed Rate	Fixed Rate	Fixed Rate
Sales Price	\$300,000	\$300,000	\$300,000	\$300,000
% Down	3.50%	0.00%	10.00%	20.00%
First Loan	\$294,566	\$306,450	\$270,000	\$240,000
Term	30 Years	30 Years	30 Years	30 Years
Rate	4.375%	4.375%	4.500%	4.500%
APR	5.966%	4.599%	4.922%	4.618%
Cash to Close				
Down Payment	\$10,500	\$0	\$30,000	\$60,000
Closing Costs	\$3,688	\$1,657	\$4,589	\$4,448
Prepaid / Impounds	\$3,451	\$3,289	\$3,421	\$3,365
Total \$ Required	\$17,639	\$4,946	\$38,010	\$67,813
Housing Expense				
First Loan P & I	\$1,471	\$1,530	\$1,368	\$1,216
Taxes, Ins & MI	\$713	\$387	\$554	\$387
Total Payment	\$2,183	\$1,917	\$1,922	\$1,603
Income to Qualify				
Income Guide	\$7,040	\$6,610	\$5,820	\$4,860

Example 3: \$500,000 Purchase Price

Financing	FHA Reg	VA	CONV	CONV
Notes	Fixed Rate	Fixed Rate	Fixed Rate	Fixed Rate
Sales Price	\$500,000	\$500,000	\$500,000	\$500,000
% Down	3.50%	0.00%	10.00%	20.00%
First Loan	\$490,943	\$510,750	\$450,000	\$400,000
Term	30 Years	30 Years	30 Years	30 Years
Rate	4.375%	4.375%	4.500%	4.500%
APR	5.946%	4.599%	4.904%	4.597%
Cash to Close				
Down Payment	\$17,500	\$0	\$50,000	\$100,000
Closing Costs	\$4,663	\$2,372	\$6,165	\$4,530
Prepaid / Impounds	\$5,727	\$5,482	\$5,702	\$5,609
Total \$ Required	\$27,915	\$7,854	\$61,867	\$110,139
Housing Expense				
First Loan P & I	\$2,415	\$2,550	\$2,280	\$2,027
Taxes, Ins & MI	\$1,188	\$645	\$923	\$645
Total Payment	\$3,603	\$3,195	\$3,203	\$2,672
Income to Qualify				
Income Guide	\$11,740	\$11,020	\$9,700	\$8,100

**Financing examples 1-3 are designed to assist you in selecting the loan that most closely suits your budget and are for comparison only. These examples are not an offer of credit or commitment to lend. Loans are subject to buyer/property qualification. Although rates are accurate to specific examples at present time, these examples are hypothetical and not meant to serve as indicators of current home prices, market rates, or your financial situation. Rates and fees are subject to change without notice. Cash reserves may be required for conventional loans. These simulations are reflective of Contra Costa County, California*

The Home Loan Process

Understand the Life of Your Loan



Meet Your Loan Officer

Review your FICO score and determine your financing options. Having relevant documentation such as pay stubs, W2's, and government identification can help.



Contracting a Home

Make an offer on the home and obtain a contract on price and terms of purchase. When you have an offer accepted, provide a copy to your loan officer.



Processing

The processing team verifies the accuracy of the information provided on the application and reviews the loan request.



Underwriting

Once fully processed, underwriting begins. If there are additional supportive documents needed, the underwriter will condition those items and work closely with processing and your loan officer to satisfy those requirements.



Loan Approval

After full review, conditional approval is issued.



Closing Day and Document Signing

Once the loan is "Clear to Close," your loan officer facilitates all final procedures so that you can close your loan on time and without hassle.




The Role of the Real Estate Agent

- ▶ Helps you determine your goals to find the home that best suits your budget, lifestyle, and personal needs.
- ▶ Access the Multiple Listing Service (MLS) to find properties for sale in your preferred community. The MLS is the most complete database of properties for sales, and it speeds up research your real estate agent can do for you: <http://mls.com>
- ▶ Protect your rights. Real estate and mortgage finance laws have become quite complicated. Your agent will keep you up-to-date on what is required of you, the seller, and of all other parties involved in your transaction.
- ▶ Negotiate for you. Once you find a home you want to buy, your real estate agent handles the process with the seller or seller's agent.

Learn More:

California Association of Realtors (CAR) - <http://www.car.org>

National Association of Realtors (NAR) - <http://www.realtor.org>



What Type of Home Suits Me?

Single Family Home

Standalone structure with no shared property.

Planned Unit Development

Community of single family structures or townhouses with shared common areas (play areas, community pool, etc.). A Homeowners Association will manage the common areas and charge a Homeowners Association (HOA) fee.

Condominium

Unit within a complex with shared walls and common areas. A Homeowners Association (HOA) will manage common areas and the exterior of your unit, for which you pay an HOA fee. The units are sometimes called townhouses.

Picking the Right Neighborhood

When you are shopping for your new home, you will be checking out a variety of different neighborhoods. Before putting an offer on a home, how do you narrow down where you would like it to be?



Pricing Predictability

To determine whether your new home will retain its value over time, check out the historical sale prices for nearby, comparable properties.



Rate of Ownership

Primary residents are more likely than renters to spend money upgrading property over time. This will increase the overall value of the community over time.



Safety

Higher percentages of homeownership often correlates with a safer community. Permanent residents are more invested in their neighborhood security and quality of life.



School District

Even if you do not have children, a community with a highly ranked school district is likely to offer a better quality of life.



Location

Are you looking for rural or suburban? Where is the nearest highway? How far away is your workplace, the grocery store, or other services you will need?

Home Inspection Checklist

Pay for a professional home inspection and talk to your Real Estate Agent about the benefits of purchasing a home warranty.

- | | | |
|---|--|--|
| <input type="checkbox"/> Age of Home | <input type="checkbox"/> Included Appliance & Fixtures | <input type="checkbox"/> Waste Disposal |
| <input type="checkbox"/> Floor Plan | <input type="checkbox"/> Heating System | <input type="checkbox"/> Wiring |
| <input type="checkbox"/> Square Footage | <input type="checkbox"/> Working Appliances | <input type="checkbox"/> Insulation |
| <input type="checkbox"/> Location | <input type="checkbox"/> Air Conditioning | <input type="checkbox"/> Number of Entrances |
| <input type="checkbox"/> Street Traffic | <input type="checkbox"/> Plumbing | <input type="checkbox"/> Basement |
| <input type="checkbox"/> Ceiling Height | <input type="checkbox"/> Drainage | <input type="checkbox"/> Attic |
| <input type="checkbox"/> Brightness | <input type="checkbox"/> Water Supply | |

Must-Have Features

It could be beneficial to rank the importance of the following features. Check those that are most important to you.

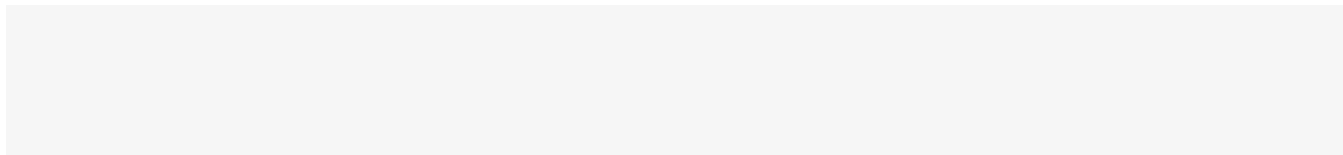
- | | | |
|---------------------------|---|---|
| _____ Desired Age | <input type="checkbox"/> Home Office | <input type="checkbox"/> Attached Garage |
| _____ Number of Bedrooms | <input type="checkbox"/> Study / Library | <input type="checkbox"/> Pool |
| _____ Number of Bathrooms | <input type="checkbox"/> Living / Rec Room | <input type="checkbox"/> Large, Landscaped Yard |
| | <input type="checkbox"/> Separate Dining Room | <input type="checkbox"/> Mature Trees |
| | <input type="checkbox"/> Master Bath | <input type="checkbox"/> Fenced Property |
| | <input type="checkbox"/> Spacious Closets | <input type="checkbox"/> Walk-In Closets |
| | <input type="checkbox"/> Family Room | |

Other important features: _____

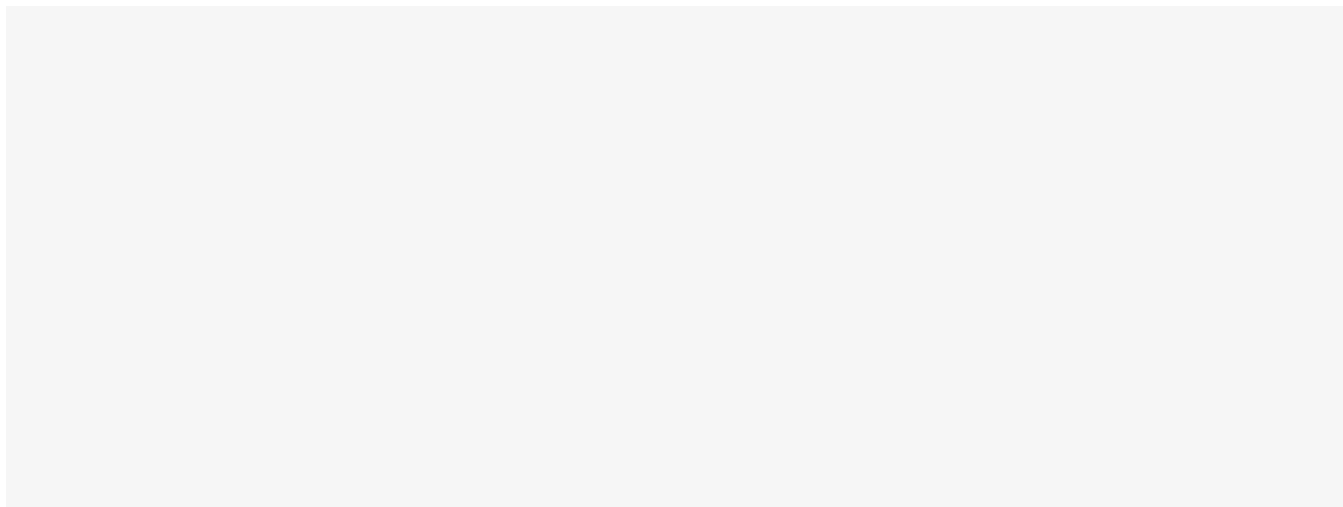
My Home Tour Notes

Organize your thoughts about each open house.

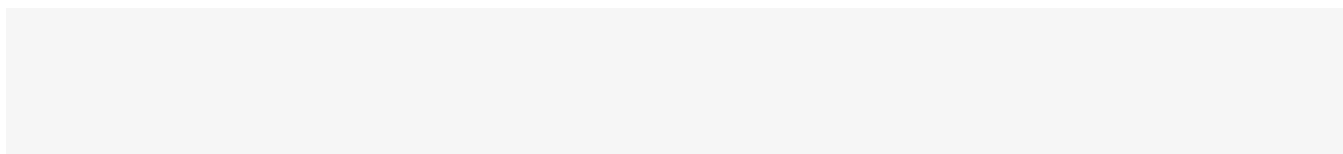
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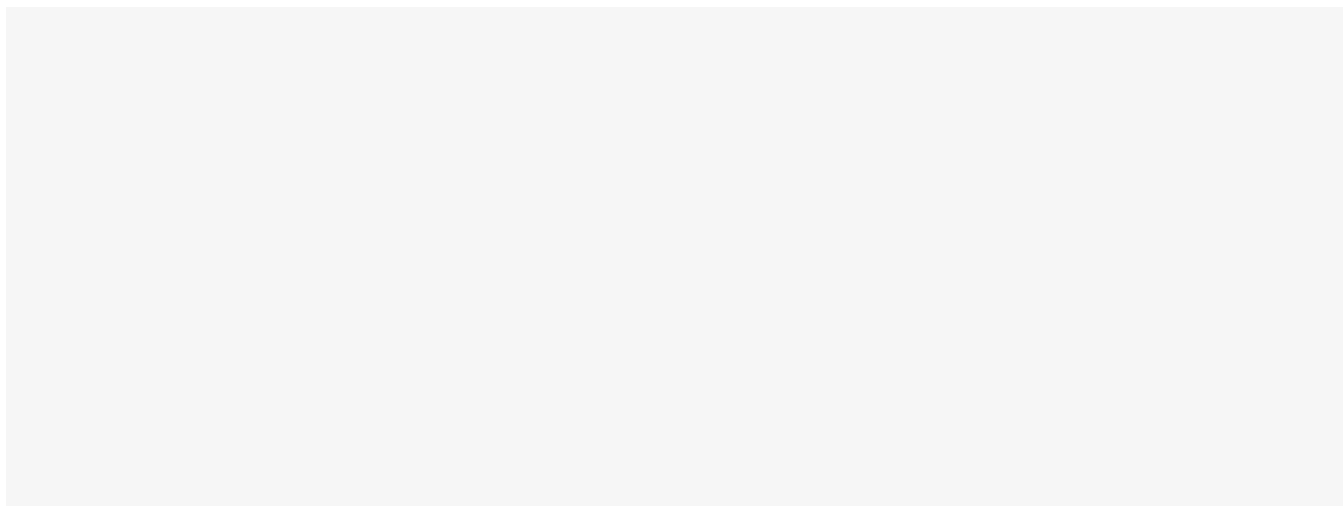
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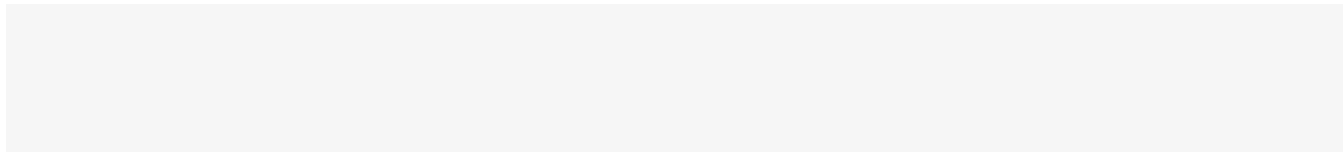
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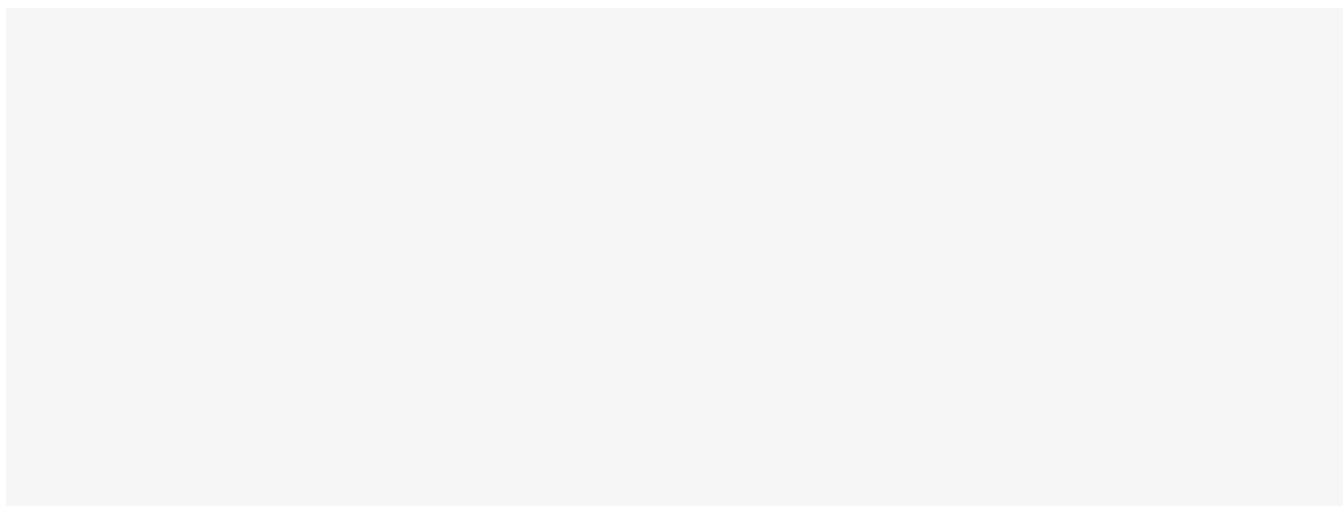
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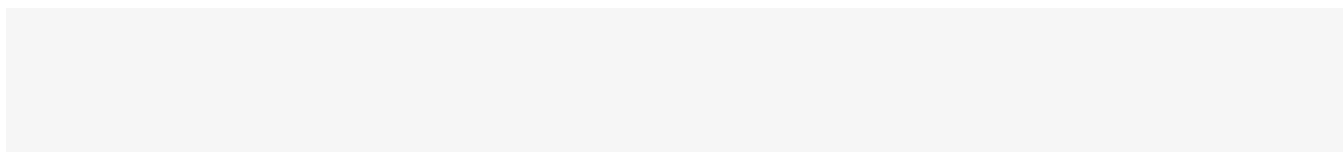
Property Address:

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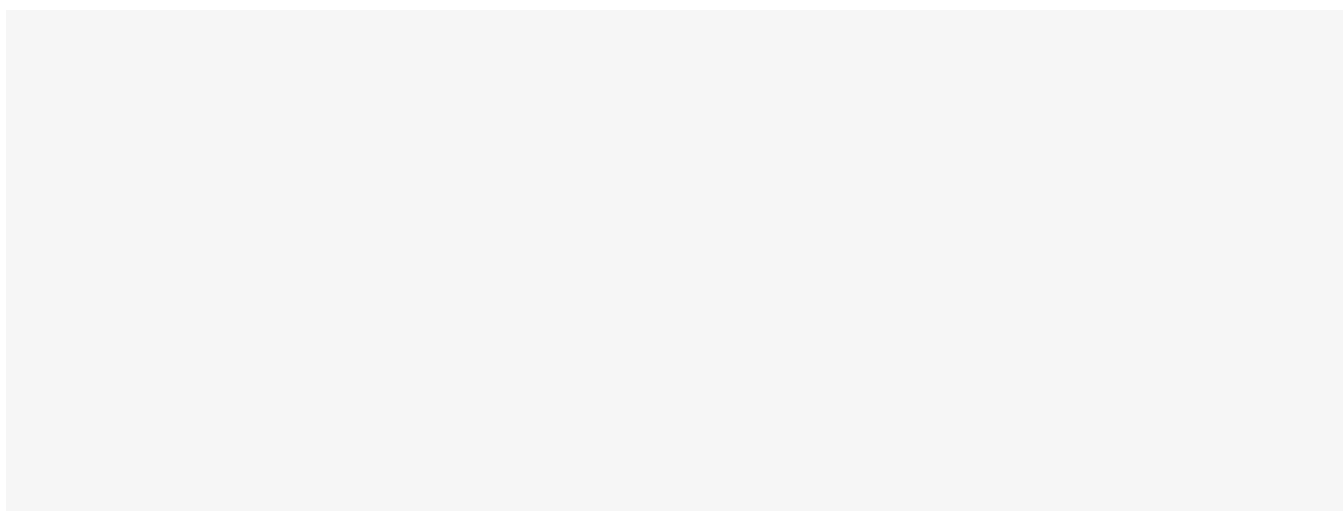
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Property Address:

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About Welcome Home Funding

Welcome Home Funding is a joint venture between CMG Financial, a privately held, well-capitalized mortgage banking firm headquartered in San Ramon, CA, and Berkshire Hathaway HomeServices Drysdale Properties, one of the nation's fastest-growing, 100% woman-owned real estate brokerages. Welcome Home Funding delivers a full-service real estate experience that supports the home buyer from home search to home financing. Both CMG Financial and Berkshire Hathaway HomeServices Drysdale Properties are privately held and are quick to adapt to the needs of today's home buyers.

About CMG Financial

CMG Financial is a well-capitalized, privately held mortgage-banking firm founded in 1993. The company makes its products and services available to the market through three distinct origination channels including Correspondent Lending, Wholesale Lending and Retail Lending.

As a direct lender, CMG Financial has the advantage of developing and launching proprietary products like the All In One Loan and HomeFundIt. The All In One Loan combines banking and mortgage financing to allow homeowners to apply payments to principal balance first, lowering the lifetime cost of mortgage interest, and paying off their mortgage faster. HomeFundIt is the first and only crowdfunding platform designed specifically for the down payment on a home.

CMG Financial currently operates in most states, including District of Columbia, and holds federal agency lending approvals with HUD, VA, RHS, GNMA, FNMA and FHLMC. Throughout the mortgage banking and housing markets, CMG Financial is widely known for responsible lending practices, industry and consumer advocacy, product innovation, and operational efficiency.

About Berkshire Hathaway HomeServices Drysdale Properties

Berkshire Hathaway HomeServices Drysdale Properties is a real estate agency founded in 2005. The brokerage currently operates throughout Northern California and Nevada, specializing in residential, luxury, relocation, commercial, and property management.

It is ranked 13th in sales volume in the Berkshire Hathaway HomeServices Network and earned the QE Service Excellence Award two years in a row in the category of large real estate companies across the United States.

The brokerage is dedicated to providing the highest level of customer service by employing knowledgeable specialists to guide home buyers through every situation they may encounter. Agents specialize in transferring buyers, corporate relocation, third-party relocation, acreage, commercial real estate, and many other niche markets.



Welcome Home
FUNDING

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