Assurance FINANCIAL

A REALTOR'S GUIDE TO MORTGAGE

PRE-QUALIFICATION 101

Always have clients get pre-qualified before house hunting.
This helps to identify a price range, down payment amount, and set realistic expectations.

Always submit a pre-qualification letter with the offer.
The offer will look more attractive to the seller.

Borrowers can easily apply online.
They will need to verify aspects of their finances and history, such as income and employment, assets, and credit.

A pre-qualification can take as little as 15 minutes.
Our online application makes it quick and easy, as long as the borrower provides all necessary information.

A mortgage pre-qualification is best qualified by pulling credit.
This likely affects the borrower's credit score, however, very little.

GOOD TO KNOW

- **The minimum down payment is not always 20%. Clients may qualify for loan types with 0% down.**
- **Buyers should never make big purchases, open or close credit lines, or change jobs during the loan process.**
- **Credit scores of 720+ have the best chance at better mortgage terms, but lower scores still have options too.**
- **Down-payment gifts can be accepted for some loan types.**
- **Down payment assistance programs are available for qualified buyers.**

THE HOME-BUYING PROCESS

1. Pre-Qualification/ Loan Application
2. House Hunting
3. Offer Accepted
4. Loan in Processing
5. Appraisal
6. Loan in Underwriting
7. Final Loan Approval
8. Close

Assurance FINANCIAL

MORTGAGE MENU

We have a product to fit virtually any situation.

CONVENTIONAL
For borrowers with good credit and a stable income. They can usually afford a down payment.

FHA
Great for first-time homebuyers. 3.5% down payment with gift funds accepted, flexible credit requirements, and sellers can help with closing costs.

VA
For active service members, veterans, and surviving spouses. 100% financing with little to no down payment, and flexible credit requirements.

USDA
For low-to-moderate-income borrowers. Must be in a designated, USDA-qualified area. 0% down payment.

JUMBO
For borrowers who need a loan larger than the area's conforming loan limits. More strict requirements such as a higher credit score and a larger down payment.

DOWN PAYMENT ASSISTANCE PROGRAM
Typically a first-time homebuyer that needs help with a down payment and closing costs. Income limits may apply.

We also offer **Construction, Renovation, NON-QM, Manufactured Home Loans, HELOC and Second Mortgages.**

Free marketing tools on us!

- Single property websites with easy lead capture
- Open house flyers
- Event promotion assets
- Co-branded marketing materials
- Lead database management
- First-Time Homebuyers Guide

Contact me to sign up!

We make the process simple & seamless.

In House Underwriting

Digital Applications

Automated In-Process Communications

Digital E-Closing

Whitney Gentry

Loan Officer

NMLS#: 954687

Office: (334) 851-3385
Cell: (334) 558-8164
wgentry@assurancemortgage.com
assurancemortgage.com/wgentry

7065 Fain Park Drive, Suite C
Montgomery, AL 36117

Assurance FINANCIAL
Apply at AssuranceMortgage.com

Not a commitment to lend or extend credit. Restrictions may apply. Information and/or data subject change without notice. All loans subject to credit approval. Not all loans or products are available in all states. Assurance Financial is committed to compliance with Section 8 of RESPA and does not offer free marketing services in exchange for referrals or the expectation of referrals. NMLS# 70876 www.nmlsconsumeraccess.org MS & GA Licensed Mortgage Company. Licensed by the Department of Business Oversight under the California Residential Mortgage Lending Act.