

# Homebuyer Webinar

— *Buying a House to Make a Home* —

# Is now a good time to buy?

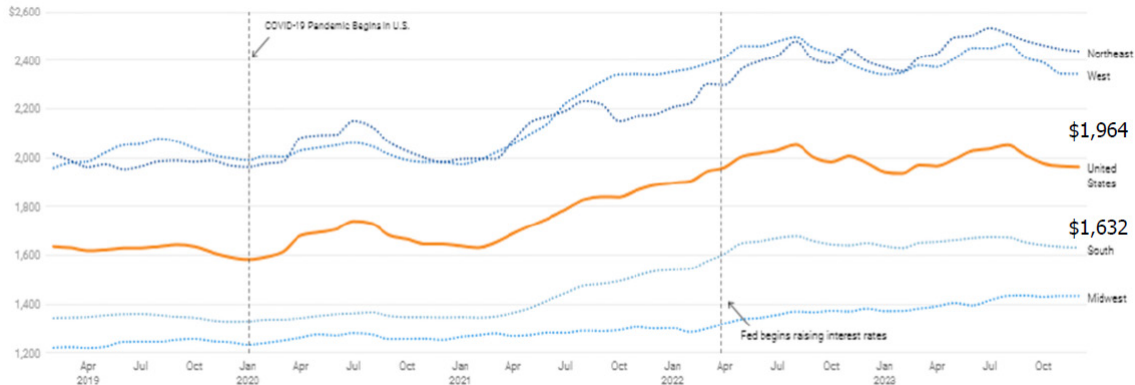


Interest rates are about  
at 40-year average.  
Rental rates and home  
values are fluctuating

# Renting vs. Buying

## National and Regional Asking Rents

Median asking rents in \$USD from February 2019 to December 2023



# Renting vs. Buying



Your trusted data source since 1991.

Search FRED ...

Categories > Production & Business Activity > Housing > New Residential Sales

## Median Sales Price of Houses Sold for the United States (MSPUS)

DOWNLOAD

Observations:  
Q4 2023: **417,700**  
(+ more)  
Updated: Jan 25, 2024

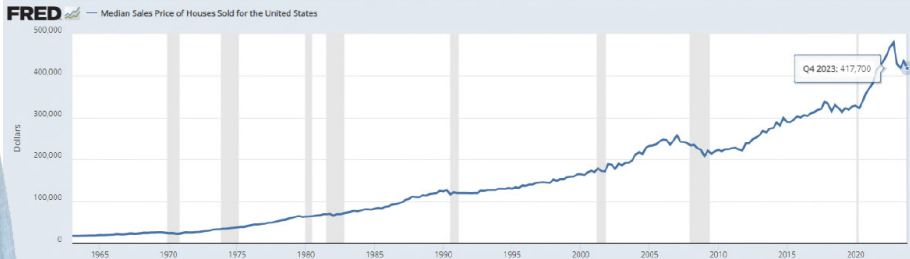
Units:  
Dollars,  
Not Seasonally Adjusted

Frequency:  
Quarterly

1Y | 5Y | 10Y | Max

1963-01-01 to 2023-10-01

EDIT GRAPH



National Average



# Renting vs. Buying

Categories > U.S. Regional Data > States > Florida

## ★ Housing Inventory: Active Listing Count in Florida (ACTLISCOUFL)

DOWNLOAD

Observation:  
Mar 2024: **131,880**  
(+ more)  
Updated: Apr 4, 2024 4:50 PM CDT

Units:  
Level,  
Not Seasonally Adjusted

Frequency:  
Monthly

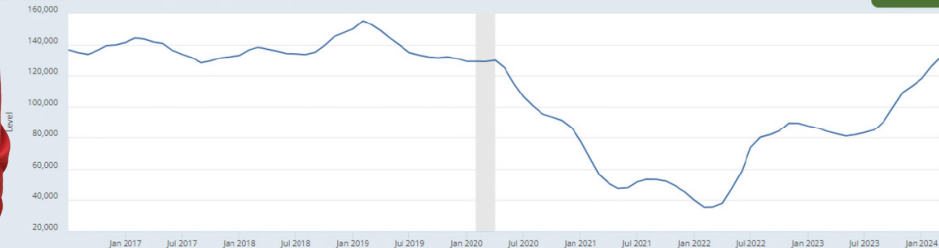
1Y | 5Y | 10Y | Max

2016-07-01 to 2024-03-01

EDIT GRAPH

### FRED — Housing Inventory: Active Listing Count in Florida

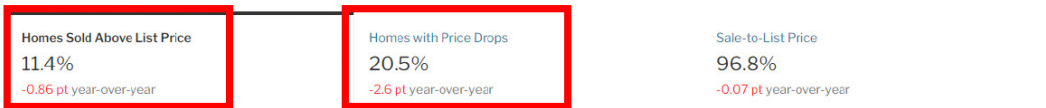
VIEW MAP



# Renting vs. Buying

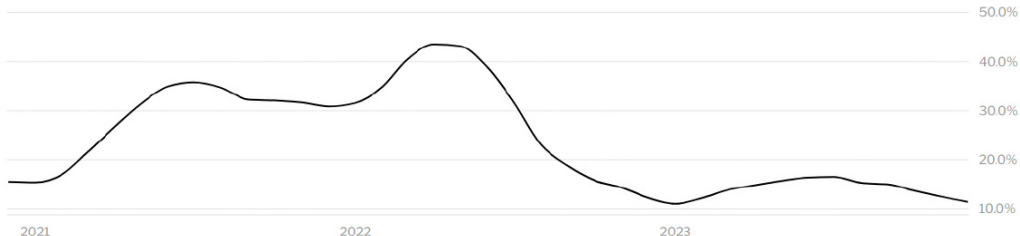
In December 2023, 11.4% of homes in Florida sold above list price, down 0.86 points year...

[Read More](#) ▾



All Home Types ▾

1 year 3 years 5 years



Based on Redfin calculations of home data from MLS and/or public records.

# Reasons to Buy Renting vs. Buying

## Rent \$2000 a month

Deposit 2 X \$2,000 -----	\$4,000
Security -----	\$2,000
5 Yrs Rent -----	\$120,000
Repairs -----	\$0.00
Balance on Lease -----	\$0.00
Value of Apartment -----	\$0.00
Residual Value / Equity -----	\$0.00

## Buy \$200,000 No Increase in Value

Down Payment -----	\$10,000
Closing Costs -----	\$6,000
5 Yrs Payments -----	\$120,000
Repairs -----	\$5,000
Balance on Mortgage -----	\$188,031
Value of House Zero Appreciation -----	\$200,00
Paid Down Loan -----	\$11,969
With 4% Appreciation -----	\$51,969



# Questions



# How buying a home is easier with iTHINK Financial

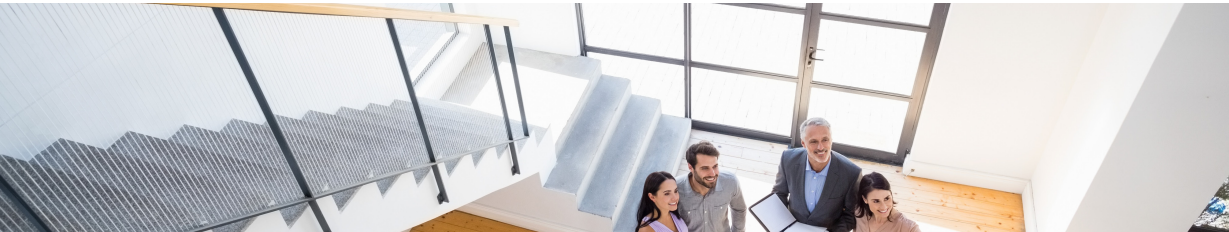
- Experienced Real Estate Agents
- We work with all Federal, State, County and Municipality grant and down payment assistants programs
- Down payment assistance for qualified low and moderate income members



# How buying a home is easier with iTHINK Financial

- Home Finder Real Estate Agents
  - Provide home criteria and they search for properties
  - Provide information neighborhoods and schools
  - 20% of the commission earned by Home Finder Agent is paid to Members at or after closing
  - Available for Buying or Selling

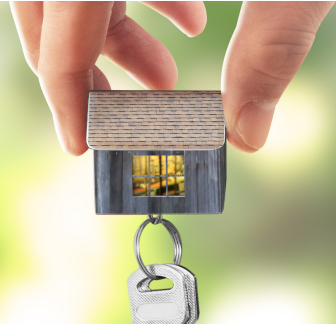
[www.ithinkfi.org//homefinder](http://www.ithinkfi.org//homefinder)



# How buying a home is easier with iTHINK Financial

- 20% of the commission is given to you after closing
  - \$300,000 Purchase Price
  - 3% Real Estate Agent Commission
  - \$1,800

[www.ithinkfi.org//homefinder](http://www.ithinkfi.org//homefinder)



Questions



# Common Misconception About Getting a Mortgage

Obtaining a mortgage loan is difficult...Not with iTHINK Financial Credit Union



Apply Online



Phone



Face to Face

# Home Buying Process



Apply & Get  
Pre-approved



Search for a  
Home and  
Sign a Sales  
Contract



Review Loan  
Application  
w/Loan Office



Get a Home  
Inspection,  
an Appraisal, &  
Home Owner's  
Insurance



Processor  
Coordinates  
w/Realtor, Title  
Company &  
Underwriter



Closing



[www.ithinkfi.org/first-mortgages](http://www.ithinkfi.org/first-mortgages)

# Questions



# Mortgage Approval based on three (3) things



- Ability to pay for the mortgage (Income & Assets)



- Willingness to pay for the mortgage (Credit History)



- Amount borrowed vs. property value



# Ability to Pay



- On a monthly basis, how much money is coming in versus going out
- 30 days of pay stubs for wage earners
- 2 years' tax returns for self employed
- 2 years' tax returns for rentals
- 2 months' bank

# Ability to Pay

- Government Guidelines for Debt to Income is 43% of Gross Income
- Income of \$75,000 per year can afford \$2,687 in monthly debt including house payment with taxes and insurance.
- \$200,000 at 7% interest would be approximately \$2,000 per month with taxes and insurance.
- Discuss requirements with your loan officer



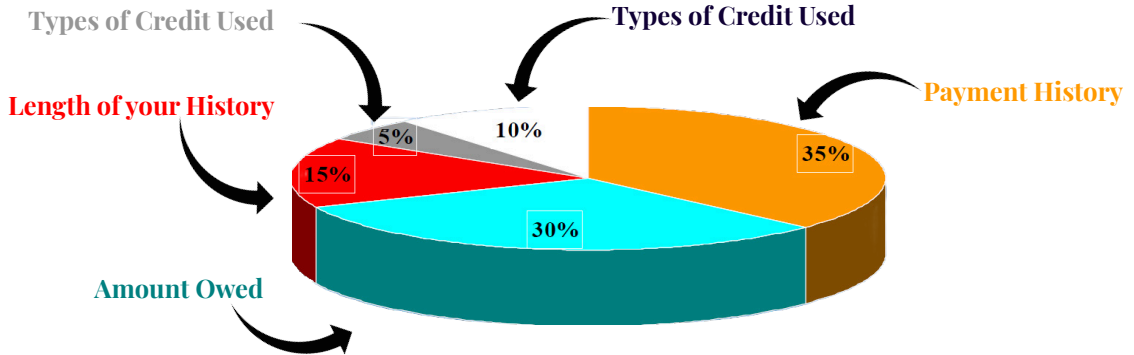
# Willingness to Pay



- Past payment performance is our predictor of future performance
- The higher your credit score the better your interest rate
- The higher your credit score the more you can borrow and the easier to get approval

# What makes up your Credit Score

Components used in your score:



Get FREE Credit Report and Credit Monitoring Service

[www.ithinkfi.org/credit-monitoring-and-identity-theft-protection](http://www.ithinkfi.org/credit-monitoring-and-identity-theft-protection)

# Amount Borrowed vs Property Value



- The more you put down on the property, the easier approval will be
- Less than 20% down will require Private Mortgage Insurance
  - Additional PMI Underwriting means more time to process



# Mortgage Terms

- Amount of the loan divided by house value is known as LTV (loan to value ratio)
- Government guidelines on all mortgage loans cannot exceed 43% total DTI (debt to income ratio)
- APR (annual percentage rate) recalculate interest after adding loan costs
  - Try our mortgage calculators

[www.ithinkfi.org/calculators](http://www.ithinkfi.org/calculators)

# Questions





# Types of Mortgages

- 100% Purchase: 720 credit score required
- Fixed rate mortgages: 30, 20, 15, and 10 year
- Adjustable rate mortgages: 10/1, 7/1, 5/1, 3/1, 1/1 ARM and 5/5 ARM
  - Any ARM with initial term greater than 5/1 can adjust up to 5% above the start rate on the 1st adjustment and 2% yearly thereafter
- Home Equity Loans – Fixed and Home Equity Lines of Credit



# Closing Costs

Processing fee = Zero with Credit Union

Credit report fee = \$62

Appraisal fee (based on price and location) \$500 - \$1000

Property inspection (recommended) \$300 - \$1000

Title insurance, attorney, and survey -Varies by Purchase Price & Location

Hazard, wind and flood insurance -Varies by Purchase Price & Location

Escrow reserves for taxes and insurances

Lender fees = 1,300

Government taxes and filing fees -Varies by county

Discount and origination points

# Should I Pay Points?

- A point equals 1% of the loan amount
- Origination points are fees paid to the lender and will not lower your rate
- Discount points will lower your rate
- Points are paid at closing
- We advertise at zero (0) point rates



# Benefits of a Mortgage with the Credit Union

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- 60-day lock in at no charge
- Rate Float Down option if rates fall
- 100% Purchase Mortgage
- No prepayment penalties
- Secure online application system
- Tools to give iTHINK members advantage in home purchase process
- Mortgage payments stay with Credit Union
- Gold Level REWARDS: no Credit Union ATM fees and free or reduced fees on many other services.



# Meet The Team


PC, MAC, iPhone,  
Android, Tablet or iPad



[www.ithinkfi.org/meet-the-team](http://www.ithinkfi.org/meet-the-team)

The screenshot shows the top navigation bar of the iTHINK FINANCIAL website. The logo is in the top left. The navigation menu includes: PERSONAL, BUSINESS, WEALTH, COMMUNITY, Banking, Loans, Credit Cards, Mortgages, Services, Education, Monthly Promotions, and a search bar. A "LOGIN" button is in the top right.

## Meet The Team



The main content area features a large image of several hands stacked together in a circle, representing teamwork. Below this image, the text "Meet The Team" is displayed.

The team members are listed in two rows:

- Dallas Vaughn**, Mortgage Loan Officer, NMLS # 3336003
- Mitchell Jaschinski**, Mortgage Loan Officer, NMLS # 406248
- Lisa Bucceri**, Mortgage Loan Officer, NMLS # 1287714
- Scott Dameron**, Mortgage Loan Officer, NMLS # 337802
- Debra Morrissey**, Mortgage Loan Officer, NMLS # 403182
- Michelle Dalton**, Mortgage Origination Specialist, NMLS # 146840
- Mary Trimboli**, Director of Retail Mortgage Lending

Each team member's profile includes a circular headshot, their name, title, and NMLS number. Below each profile are buttons for "APPLY" and "BIO". Mary Trimboli's profile includes a "CONTACT" button and the text "Contact me with issues regarding the lending process".

# Thank You



Mortgage Hotline 800-873-5100 X 7722  
[www.ithinkfi.org/mortgages](http://www.ithinkfi.org/mortgages)