

**WELLS
FARGO**

HOME
MORTGAGE

A guide for veterans and active-duty military personnel

Buying a home

Together we'll go far



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Buying a home

Military service brings enough challenges to life. Buying your first home shouldn't be one of them. Call upon the strength of Wells Fargo Home Mortgage, a leading FHA/VA lender, for attention and service from our team of professionals.

Whether you're a veteran or active-duty military, Wells Fargo Home Mortgage can help make it faster and easier for you to purchase a home. Regardless of your situation – whether you're rushing to respond to PCS orders or seeking to establish roots near your current station – we can help you realize the American dream of homeownership.

A home is a significant long-term investment that often represents the foundation of our lives. It is also the largest single transaction most people ever make. That's why Wells Fargo Home Mortgage believes it's so important to choose a home and mortgage that are well suited to your needs. This guide is designed to help you learn about the home buying process, so that you can make informed decisions.

But you don't have to do it alone. Understanding your mortgage options and how much they may cost will help you to make an educated decision about home financing packages. We specialize in tailoring our home financing packages to your short- and long-term goals, and helping you ensure that your financing fits with your unique financial needs. We'll be pleased to work with you and the real estate, financial and building professionals of your choice to help make sure that finding and financing a home is a friendly and rewarding experience.

Start living life “at ease”

Benefit from the strengths of a leading residential lender with the resources and capabilities to provide funding for *one out of every fourteen homes* financed in America. As the nation's #1 retail mortgage lender, our comprehensive **Military Mortgage Express**[®] home financing program can help speed you into homeownership.

- We have programs to assist individuals with credit challenges, as well as low- and no-down payment programs that can help overcome the savings hurdle.
- It takes minutes to apply through our **Military Mortgage Express** program's toll-free number (1-866-810-2597). In some cases, you can get a decision right over the phone.¹ If eligible, you can receive a mortgage preapproval decision and lock in a range of interest rate pricing before you start house hunting.
- If you are moving as the result of a PCS order, you may be eligible for relocation-specific benefits.
- With the **Wells Fargo Closing Guarantee**SM program, if you don't close on your new home by the initial close date stated in your purchase contract due solely to a Wells Fargo Home Mortgage delay, we will write you a check equal to your first month's principal-and-interest mortgage payment.²

1. You will need a minimum of a 5% down payment and an overall good credit profile to be eligible for a loan decision during your application call.

2. Available on all qualified purchase transactions. Other terms and conditions apply. See a Home Mortgage Consultant for details.

- As a member of the military, you'll receive exclusive access to a comprehensive line of financial services through Wells Fargo Worldwide Military Banking. Visit www.wellsfargo.com/military for more information.

To learn more, visit us online (www.wellsfargo.com/militarymortgage), call us toll-free at 1-866-810-2597, or stop by any Wells Fargo Home Mortgage office.

Why buy instead of rent?

Homeownership is a meaningful goal for a large number of individuals and families. Buying a home is considered by many to be a wise investment because houses typically increase in value over time. And, as the years go by, you can build ownership interest, called equity, which you can borrow against. In contrast to renters, most homeowners receive tax breaks, because interest paid on a home mortgage is generally tax deductible.³ Finally, there's the personal satisfaction of having a home you can call your own to share and enjoy with friends and family.

Owning can cost less than renting

Renting certainly has some advantages over owning. If you need to move frequently, if you're not at a stage of your life where you want to commit to the responsibilities or costs of maintaining a home, or if your future income is extremely uncertain, renting may be a preferred option. Just don't assume that renting is less expensive than owning. A monthly mortgage payment is often lower than the monthly rent on a much smaller property. Every month, the payment you make on your mortgage adds to the equity you have in your home and makes your home asset a more valuable part of your portfolio. Money paid for rent simply evaporates each month. Plus, research has shown that over the long-term, real estate has proven to deliver a highly reliable increase in value compared to other types of investing. If you're renting, those reliable returns are going into your landlord's pocket, not yours. When you add potential federal tax deductions for mortgage interest and real estate taxes, homeownership becomes an even more attractive idea.³

The basics

What is a mortgage?

A mortgage is a loan secured by real estate. In other words, in return for the funds necessary to purchase a home, a lender, such as Wells Fargo Home Mortgage, gets your promise to pay back the funds over a certain period at a certain cost. Your promise to pay is backed by the value of the property. Typically, the repayment of a mortgage occurs through monthly payments.

What does my mortgage payment include?

Usually, your monthly mortgage payment is made up of four parts: principal, interest, taxes and insurance (PITI). But it can also include maintenance expenses, such as condominium homeowners' association dues. The principal is the amount in your monthly payment that reduces the original amount borrowed. Over the life of a standard mortgage loan, the entire original amount borrowed is generally scheduled to be fully paid off, or amortized. The interest rate is the fee charged to borrow the outstanding balance for the past month. In addition, a monthly amount may be collected and held in a separate escrow account to cover property taxes, homeowner's insurance and mortgage insurance. Your lender uses the money in the escrow account to pay your tax and insurance bills, as they come due. Escrow of taxes and insurance may not be required.

Mortgage payment breakdown

Principal + Interest + Taxes + Insurance = PITI

► **Principal** is the amount of money you borrow based on the purchase price of the home. In the early stages of your mortgage term, your monthly payment includes only a small portion that repays your original principal. As you continue to make payments through the years, a greater portion of your payment goes to reduce the principal.

- **Interest** is the cost of borrowing money. In the early stages of your mortgage term, your monthly payment is mostly interest. As you continue to make payments through the years, a smaller portion of your payment goes to interest.
- **Taxes** are paid by homeowners to local governments and are usually charged as a percentage of the assessed property value. Tax amounts vary depending on where you live.
- **Insurance** offers financial protection in the event of a loss and has two main components that can be included as part of your payment.
 - **Homeowner's, or hazard insurance**, protects you against financial losses on your property as a result of fire, wind, natural disasters or other hazards. Most lenders will require you to have a homeowner's insurance policy on your home because it will help protect their investment as well as yours.
 - **Mortgage insurance (MI)** is required on certain loans to protect the lender against financial losses if the borrower fails to repay the loan. Usually, whenever the down payment is less than 20% of the home's purchase price, lenders require some type of insurance. Loans insured by FHA/HUD programs require a mortgage insurance premium (MIP). While VA loans don't require MIP payments, they do include a funding fee to be paid at closing. Conventional loans, or those without government backing, can be insured with Private Mortgage Insurance (PMI).

Typically, the portion of your monthly mortgage payment that covers taxes and insurance is held in a special account by your lender. Then, when these bills are due, the lender forwards payment on your behalf to the local government or insurance company. This process is known as escrow. Using

escrow for taxes and insurance is an option for the homeowner and not always a requirement. Once your mortgage is paid in full, you are still responsible for taxes and homeowners insurance.

How do I qualify for a mortgage?

In general, all lenders use the same four basic standards to approve applicants for a mortgage. Different mortgage products have varying guidelines within those standards. The lender looks at what is referred to as the “the four C’s”: capacity, character, capital and collateral.

Income (capacity)

Do you have steady and sufficient income to make the monthly payments? This income can come from a primary, second, or part-time job(s), overtime and bonuses, commissions, self-employment, retirement benefits, pensions and annuities, public assistance, child support, alimony or maintenance payments, veteran’s benefits, disability payments or rental property income. In most cases, you need to provide documentation regarding your income. Alimony and child support need not be noted unless you want to have them included as the basis for repayment of the debt.

Credit history (character)

Have you paid back money you borrowed in the past? Have you been late in making your payments? Do you have a record of judgments and collection accounts filed? Some lenders, like Wells Fargo Home Mortgage, do have special products for homebuyers with past credit problems. If you have a limited or no credit history, a “nontraditional” credit history may be considered. You may need to show paid receipts and canceled checks for rent and utility payments that document a pattern of paying your monthly obligations on time.

Savings (capital)

Have you saved any money that can be used toward the purchase of your home? The savings can be money in a savings account, certificate of deposit, retirement [401(k)] account, or a gift from a relative or friend⁴. A lender wants to see that you have the capital to fulfill your current obligations as well as your new mortgage. Ideally, you should have enough savings to act as a source of funds for your down payment and several months of reserve funds to cover your anticipated monthly mortgage payments should anything happen to you or your job.

Property (collateral)

Your lender will require an appraisal on your home to determine its market value in comparison to similar houses that sold recently in the neighborhood. Your lender will also

look at the type of the property and whether there are additional fees such as homeowner’s association dues.

If you’d like to be preapproved for a mortgage loan, you do not need to have a property in mind. You can actually get a conditional approval pending the property appraisal, if you qualify. (Not available in New Jersey due to state law.) Before you begin working with a real estate agent or builder, ask your home mortgage consultant about getting a **PriorityBuyer**[®] preapproval decision. It is a smart move for serious homebuyers because it shows sellers that you come to the negotiating table ready to complete the transaction.

What loan amount can I qualify for?

To answer that question, lenders look at all the elements that make up your financial profile, including your credit history, the cash you have available for a down payment and closing costs, your income and your existing debt expenses and financial obligations. Then, taking the current market interest rate into account, a lender can give you an estimate of the maximum mortgage amount you can qualify for. By adding your maximum mortgage amount to the funds you plan to use for your down payment, you will know your home purchase price range. Speak with a Wells Fargo Home Mortgage consultant who can help you get an estimated mortgage amount.

Two general guidelines are used by lenders to determine the loan amount for which you may qualify. Based on your individual financial profile, these guidelines ensure that your housing expenses and debt payments don’t take up too much of your income. These guidelines can help you remain inside your financial comfort zone after you buy a home.

The first guideline, known as the housing expense-to-income ratio (or front-end ratio), compares your proposed monthly house payment (PITI) to your total household gross monthly income. The second guideline, known as the debt-to-income ratio (or back-end ratio), compares your anticipated monthly housing payment to your gross (pre-taxed) monthly earnings and your monthly debt requirements. Monthly debt includes expenses such as credit cards, car loans, student loans, consumer loans plus other financial obligations such as child support and alimony.

Your Wells Fargo Home Mortgage consultant can help you get a better idea of the maximum mortgage amount you may be eligible for. Once you have this maximum figure, it’s up to you to decide if this is the right amount for you, or if you would feel more comfortable with a smaller mortgage and a lower monthly payment.

How important is my credit?

Your credit report is an important consideration to lenders reviewing your financial profile. If you have a history of paying your monthly obligations on time, that's a signal to a lender that you are likely to make your monthly mortgage payments on time as well. Your credit can be a factor in the kind of mortgage program you may qualify for. Your credit history can also affect the amount required for a down payment, the amount of money you can borrow in relation to your income and the interest rate you are offered. But keep in mind that even if you have no established credit history or less-than-perfect credit, there are still loan programs that may help you buy a home.

Here are some steps you can take to establish or improve your credit rating:

- If you've always paid cash or used checks to make purchases and haven't established a credit record, it's a good idea to do so before you buy a home. You can use credit to purchase low-priced items, make prompt payments and pay off the balance.
- Some loan program guidelines allow "alternative" credit records. If you have a limited credit history, your paid receipts and canceled checks for rent and utility payments can help you document a pattern of paying your monthly obligations on time.
- If you already have outstanding loans or credit card debts, try to pay off as many as possible. The amount of monthly debt you are responsible for paying reduces your capacity for taking on housing debt.

What if my credit is "less than perfect?"

Wells Fargo Home Mortgage understands that dealing with life's challenges may lead to falling behind on payments. That's why we have special financing programs for individuals who may have difficulty qualifying for traditional mortgage loans.

Past credit difficulties – a previous bankruptcy, foreclosure or delinquent taxes – don't necessarily mean an end to your dream of homeownership. Wells Fargo Home Mortgage has a variety of flexible credit solutions. Contact us so that we can assess your individual needs.

How much do I need for a down payment?

In the past, saving money for a down payment on a home was often the largest obstacle to homeownership with lenders requiring a minimum of a 20% down payment. But today's flexible home loan programs can make this issue less of a challenge, with some programs allowing you to put very little down. In fact, as a veteran, active military personnel or a certain other dependent you may qualify for programs that don't require down payments at all.

Veterans, active military personnel and certain dependents may be eligible for no down payment assistance from VA mortgage programs. Your Wells Fargo Home Mortgage consultant can give you further details.

If your down payment is less than 20% and you are not eligible for a VA loan, your lender may require private mortgage insurance (PMI). These insurance programs protect the lender in the event you do not fulfill your commitment to repay the mortgage.

If you are eligible for a VA mortgage and your down payment is less than 20%, PMI is not required.

However, the VA requires a one-time funding fee to be paid at closing. Funding fees can range from 1.5% to 3.3% of the loan amount. The amount you'll pay is based on a number of factors, including the amount of your down payment. Your Wells Fargo Home Mortgage consultant can provide details about the amount of your funding fee.

What about closing costs?

The cost of buying a home is more than just the purchase price. Each homebuying transaction requires the services of a large number of professionals from a variety of fields. It's common for these costs to add up to between 3% and 5% of your total mortgage. When you choose to work with a lender, your home mortgage consultant will give you a Good Faith Estimate of your closing costs shortly after you apply. While it is only an estimate, it can help you budget for your closing. We can also work with you to include your closing costs in your loan amount to reduce the amount of out-of-pocket money involved.

The amount you pay in closing costs varies among lenders, mortgage products and localities. The closing cost fees generally fall into one of three categories: out-of-pocket expenses, pre-paid items and points.

- ▶ **Out-of-pocket expenses** usually cover third-party services that are directly charged to you, such as fees for appraisals, attorneys, credit reports, title (deed recording), or tax services. Which services you must pay for varies on the property location and home financing program. If you don't understand what a particular fee covers, or why you are required to pay it, ask your home mortgage consultant to explain.
- ▶ **Prepaid items** can vary based on the type of property and the time of the closing, but they generally include homeowner's insurance, mortgage insurance, and fees associated with establishing an escrow account. Escrow accounts are set up by lenders to pay property tax and insurance premiums. Instead of paying the entire premium every six or twelve months, the borrower pays a portion of the cost along with every monthly mortgage payment. This helps the borrower avoid the hassle of planning for the large payments, while

reassuring the lender that tax and insurance payments are always up to date. Using an escrow account can be an option, but is a requirement with less than a 20% down payment.

► **Points** are fees, with each point representing 1% of your loan amount, that cover the cost of your mortgage loan. Generally, points can be split into two categories:

- **Origination points:** This is an amount collected by the lender for making the loan.
- **Discount points:** This is a fee that allows you to buy down your interest rate. In other words, in return for paying more discount points upfront, you can lower your interest rate and thus your monthly payment.

To make the best apples-to-apples comparison on lenders and home financing packages, be sure that the rates all have the same number of total points and that you factor in the total amount you will be paying in closing costs. While one loan may offer a lower interest rate, it may also require you to pay a higher number of points at closing and more money out of pocket for you. Also, don't forget to consider loan features and service after closing in addition to the interest rate, APR, and points when you compare different loan programs. Your home mortgage consultant can give you information on average closing cost percentages for specific areas and loan programs.

Creative ways to save

While low- to no- money down payment options may make homebuying more accessible, it's still a good idea to have some savings you can bring to the table. Having some funds on hand is also helpful in covering closing costs, any work your property may need, or unforeseen expenses that may come along. Here are several suggestions to help build the size of your funds reserves.

- **Set up a forced savings plan:** Set up a separate banking account and deposit a set amount into it every month. This works best if you do it through an automatic deduction. If you don't see the money, you're less likely to spend it.
- **Skip or downsize luxuries for a year:** Start small and stick with it. Things you might not necessarily think of as luxuries can really add up in terms of dollars saved. For instance, if you usually buy lunch every day try "brown bagging" a few days a week. If your family has gotten used to eating out at least once a week, try cutting back to just a couple of times a month. On the "big ticket" side, you might consider a less expensive car than you might otherwise buy or a lower-cost vacation than you might normally take.
- **Pay off credit cards:** Big credit card balances don't do you any favors on credit reports or when qualifying for a loan. They can make you appear overextended. They can also put a huge

burden on your savings efforts. Always start by paying off the cards with the highest interest rates, even before the ones with lower balances. And you don't have to completely get rid of your credit cards. You just need to be careful about using them. Credit cards used smartly are actually signs of a financially responsible and creditworthy borrower.

- **Certificates of deposit (CD):** Certificates of deposit are a convenient, low-risk method of saving. But when rates are low, committing to a few long-range CDs isn't a good idea. Get several shorter-term CDs of varying ranges, instead. That way, you can adjust or "ladder" your CD choices to take quick advantage of movements in interest rates.
- **Sell unwanted items:** Chances are good that an in-depth search of your current home will turn up quite a few items you rarely use and/or simply don't even want to keep. Sell all that stuff and put the proceeds straight into your down payment fund.
- **Earn some extra income:** Look for a part-time job that you can do without interfering with regular employment. Try an evening job in retail, party-oriented sales, or a seasonal job. Some of these part-time positions may even offer dependable employees insurance options or discounts that make the job more attractive. The key here is discipline, so that your extra income goes directly into your down payment fund and not into taking advantage of your employee discount at every opportunity.

Finding funds in surprising places

The most common sources for a down payment are personal savings accounts and traditional investments, but there are several other places that can supply part or all of your down payment.

- **IRA account:** The federal government allows first-time homebuyers to use \$10,000 in IRA funds for a down payment. For married couples who are first time buyers, this could provide up to \$20,000 in down payment funds.
- **401(k):** If you have money in a company retirement fund, like a 401(k), you may be able to borrow against your balance for a down payment. Be sure to ask about the rules regarding paying back the money and anything you may need to do to avoid tax penalties.⁵
- **Gifts:** Depending on the loan guidelines, you may be able to use monetary gifts from family or friends as part of your down payment. However, you will most likely be required to provide written proof that the funds were truly a "gift" and not a personal loan. Also, there are caps on how much gift money you can receive per year without increasing your tax obligations.⁴ Check with a financial advisor, tax accountant, and a home mortgage consultant to learn more about how these options can impact your overall home financing plans and future goals.

Making choices

What mortgages are available?

It's a good idea to gain a basic understanding of the kinds of available home mortgages. As you review the list, keep in mind that these categories widely overlap — for example, we provide VA, FHA, adjustable-rate and fixed-rate mortgages. As your advisor through the mortgage process, your home mortgage consultant will help you determine the right loan to fit your needs and tailor a financing solution for you.

► **VA loans.** Qualified veterans, reservists, active-duty personnel, and their spouses can purchase a home up to a specified amount with little or no down payment. Available through Wells Fargo Home Mortgage, VA loans feature:

- Low or no down payment requirements
- A wide range of rate, term, and cost options
- Flexible qualifying guidelines
- Use of gift funds for closing costs

► **FHA loans.** The Federal Housing Administration (FHA) insures a wide variety of mortgages provided by Wells Fargo Home Mortgage. These loans are designed to meet the needs of homebuyers with low or moderate incomes and feature:

- Low down payment requirements
- Loan limits based on geographic locations
- Generally more liberal qualifying guidelines
- Use of gift funds for down payment and/or closing costs

► **Fixed-rate mortgages.** The interest rate remains fixed for the life of the loan. These loans:

- Offer predictable monthly principal and interest payments throughout the life of the loan.

- Provide protection from rising rates. No matter how high market rates go, your interest rate stays the same.
- Generally are well-suited for borrowers who plan to stay in their homes for a long period of time, have a fixed or slowly-increasing income, and have a lower tolerance for financial risk.

► **Adjustable-rate mortgages (ARM).** The interest rate adjusts periodically to reflect market conditions on pre-determined dates. These loans:

- May be more appropriate for borrowers who may want to sell or refinance early, are able to make larger monthly payments after the rate adjusts, or are looking to buy a home when interest rates are relatively high.
- Have an initial introductory period that usually offers a lower rate (relative to fixed-rate mortgages), after which the rate adjusts periodically, based on a market index.
- There are annual and lifetime adjustment caps.
- The initial rate can be locked in for different periods. Wells Fargo Home Mortgage offers introductory periods of one, three, five, seven, or 10 years. Typically, after the introductory period, the rate will adjust annually and will have annual and lifetime adjustment caps.

► **Jumbo loans.** These are loans that exceed a specified size (conforming loan amounts).

- Jumbo loans on single-family homes exceed \$417,000 (\$625,500 in Alaska and Hawaii).
- Rates are generally higher on jumbo loans than on smaller comparable loans.

Wells Fargo Home Mortgage is the nation's leading retail mortgage lender providing a full range of standard home loan

program options with a variety of interest rate, term and cost options to answer individual homebuyer needs. In addition, we have programs that provide special options, services, and conveniences. These programs include specialized options for homes that require renovation, new construction financing, as well as programs for our valued Wells Fargo customers. Your Wells Fargo Home Mortgage consultant can help you find the financing solution that's right for you.

Would a VA loan be right for me?

A VA loan can be a good choice for qualified veterans, active-duty military personnel and their spouses. Backed by the Department of Veterans Affairs, they offer low down-payment requirements, flexible qualifying guidelines, no private mortgage insurance (PMI) requirements, and permit out-of-pocket expenses to come from a gift.

As a leading FHA/VA lender, Wells Fargo knows that a VA mortgage may not be the best choice in certain circumstances. If you are unable to meet VA requirements, contact a Wells Fargo Home Mortgage consultant to discuss how we can identify a program for your specific needs.

In the following situations, a VA loan may not be appropriate:

- ▶ **When buying a home that exceeds the maximum loan amount and down-payment funds are limited:** The VA doesn't loan funds or set a maximum loan amount; they only guarantee loans. You'll work with a lender to obtain your mortgage.
- ▶ **You do not meet service eligibility requirements:**
 - If you're a veteran, you must be able to demonstrate wartime or peacetime service with a Certificate of Eligibility, discharge or separation papers.
 - Active duty personnel are eligible after 181 days of service (90 days during the Gulf War).
 - Reservists or National Guard members not otherwise eligible must have a total of six years of service.
- ▶ **To purchase an investment property:** VA loans are only provided for owner-occupied properties.
- ▶ **You want an adjustable-rate mortgage or a term that's shorter than 30 years:** VA typically offers 30-year, fixed-rate mortgages.

- ▶ **The property you want to purchase exceeds the VA's reasonable value for the property:** The VA uses an appraisal to value your property. The loan amount will be limited to what the VA calls the property's "reasonable value," which is derived from the appraisal.
- ▶ **When you're responding to PCS orders:** As a transferee, you may be eligible for our comprehensive **Military Mortgage Express**[®] home financing program, which offers many attractive benefits to make the home-financing process as easy as possible for military transferees. See the section, "What if I'm responding to PCS Orders" in this document for details.

What if I'm responding to PCS orders?

Responding to PCS orders may make you eligible for the our **Military Mortgage Express**[®] program, which is designed to meet the needs of military transferees and offers many attractive benefits to make the home-financing process as easy as possible.

The **Military Mortgage Express** program offers:

- ▶ **Fast decisions** – In most cases, you'll have a loan decision when you apply by phone. Buyers will need a minimum of 5% down and must meet our credit guidelines to be eligible for a loan decision during their application call. Other underwriting conditions may apply such as maximum loan amount, property type and occupancy restrictions. Because with this program the loan decision may be not subject to an appraisal, buyers may want to consult their legal advisor to include an appraisal contingency in their purchase contract.
- ▶ **Wells Fargo Closing Guarantee**SM – If PCS buyers don't close on their new home by the initial close date stated in their purchase contract due solely to a Wells Fargo Home Mortgage delay, we will write you a check equal to your first month's principal-and-interest mortgage payment.⁶
- ▶ **Written PriorityBuyer**[®] **preapproval before you start house hunting.**
- ▶ **Convenient local closing** – Once approved, we can arrange a local closing in as little as 15 business days.
- ▶ **Automatic mortgage payment** – To streamline the process of making your monthly payments.
- ▶ **Fast applications** – Handled online at www.wellsfargo.com/militarymortgage and by our toll-free number, 1-877-337-9405, or through your home mortgage consultant.

Are there any tips to consider when loan shopping?

When you're comparing mortgage rates and programs, the following information can come in handy.

Make it a point to ask about points

When inquiring about rates, be sure to ask if the quoted interest rate reflects payment of points. Many loan programs allow you to receive a discounted interest rate by paying a fee in points or origination fees. One point equals 1% of the loan amount, and the more points you can or wish to pay, the more you can lower your rate. Paying points is not a requirement; it's just an option that lenders offer to accommodate the immediate or long-term monthly payment concerns of home mortgage customers.

The annual percentage rate is the key

When you're shopping for a home mortgage, make sure you ask lenders for the Annual Percentage Rate (APR) as well as the interest rate, so you compare it accurately to other available mortgage rates. In addition to the interest rate (which determines the amount of your monthly payment), the APR adds in the other costs required to make the loan to determine your loan's total finance charge, expressed as a percentage over the scheduled life of your loan. After you apply for your mortgage, you will receive a Truth-in-Lending Statement.

Illustration: interest rate and APR comparison:

Mortgage program	Interest rate	Total points	APR	Monthly payment
30-year fixed-rate mortgage	7.000%	1	7.100%	\$964.69
30-year fixed-rate mortgage	6.875%	3	7.177%	\$952.55

This chart is for illustrative purposes only. This is a \$145,000 loan, and assumes a 20% down payment. Certain closing costs may be charged that are not included in this calculation. Actual rates vary depending on current market conditions, applicant's credit data, mortgage program and the type of property being financed. The APR reflects the true cost of a mortgage loan over its full scheduled term as a yearly rate because, in addition to the rate of interest charged on the loan, it includes certain other prepaid finance charges. These charges may include, but are not limited to, origination fees, loan discount points, funding fees (VA loans only,) private mortgage insurance premiums and the estimated interest, prorated from closing date to month end. In this illustration, the loan with the lower interest rate would be the more expensive option when the total points are also considered.

Locking or floating an interest rate

An interest rate lock gives you a specified period of time — from 30 to 120 days — of protection from financial market fluctuations in interest rates by setting the range of pricing available to you. Your rate may still be affected by changes in your credit profile or in the loan's characteristics (for example, if you choose to pay fewer points or make a smaller down payment).

If you choose to float your pricing, then your rate will fluctuate with the market. The benefit to floating is that you would have the option of locking at a lower level if rates decrease. The risk, of course, is that you would face a higher interest rate should interest rates rise before you lock.

Generally, you'll be able to lock once you have found a property, and as late as five days before closing. Wells Fargo

Home Mortgage also has programs that allow you to lock pricing before finding a property.

When you lock, make sure the lock period allows enough time for your loan to be processed. If your lock period expires before you're ready to take ownership of the house, your loan pricing may be adjusted to reflect current market conditions.

Some loan programs allow a one-time float down option that can be used during the rate lock period. The one-time float down allows you to seek a lower rate should rates drop while your loan is locked, if you qualify.

No one knows if rates will rise or fall, so it's impossible for a home mortgage consultant to tell you whether or not you should lock or float your loan. The decision is yours.

The process

Get an edge—get a *PriorityBuyer*[®] preapproval

Before you begin searching for a home, we highly recommend you ask your Wells Fargo Home Mortgage consultant about a preapproval. By completing your mortgage application prior to choosing a home, you can get a preapproval letter that lets you know how much home you can borrow. Getting this preapproval letter is a smart move because it lets you know exactly how much you can spend, and shows prospective sellers and real estate agents that you're a serious buyer.

In addition, many sellers will require a preapproval letter prior to reviewing an offer. Lining up your financing ahead of time will help you get your offer in quickly when you have found a house you want to buy.

Completing the application

Your home mortgage consultant will assist you in completing a Uniform Residential Loan Application form. Much of the information on your application can be pre-filled from your credit report, so the amount of information you'll need to provide is not overwhelming. Your home mortgage consultant can tell you what you'll need to have on hand to complete the application.

There are generally six areas that must be filled in:

1. Personal data

Full names, addresses, and Social Security numbers of all borrowers.

2. Income

The amount and source(s) of income for all borrowers.

3. Assets

Information on all assets you'll be using to qualify for the loan, such as checking and savings accounts, stocks and bonds, retirement plans, and other real estate owned.

4. Debts and obligations

Information on all outstanding debts and other financial obligations.

5. Credit references

Information concerning loans or debts that have been paid, plus any other references to good credit use.

6. Property information

Specifics on the property you wish to buy, if you've chosen one.

Loan approval

After you've completed the application, your lender will need to verify the information you provided and return a decision on your application. This means your lender will review your credit report and other financial information to make an underwriting decision regarding the degree of risk involved in lending you money.

If there are any initial questions about your application, the loan application is forwarded to a trained underwriting professional for a full review. We will work with you to offer, if possible, a loan program or loan terms that accommodate your needs and circumstances.

Based on the information from your credit report and the type of property you want to finance, you may need to provide additional documents or letters that:

- Verify the income you'll use for loan qualification
- Confirm your down payment and closing expenses in your bank account
- Clarify any incorrect items on your credit report
- Verify any debts not listed on your credit report
- Submit a copy of your Certificate of Eligibility (VA loans only)

When you apply for your loan, you'll be asked to pay a non-refundable fee that can be charged to your Wells Fargo Bank credit card or any other major credit card.⁷ If you apply in person, you have the option of paying this fee by check.

What happens next?

You've applied for your mortgage. Now what? This simple, four-step walk through to loan closing will help you understand the procedure and give you an idea of what to expect.

1. Processing

Your home mortgage consultant or mortgage specialist collects the information needed to process your loan. Documentation requirements vary depending on the loan program you apply for and your individual financial and credit profile. You will have the option to lock in or float your interest rate. It is important to discuss these options with your home mortgage consultant.

2. Decisioning

In general, home mortgage applications are decisioned quickly. Wells Fargo Home Mortgage will evaluate your

financing requirements and do everything possible to help approve your application. In the case that your application is not approved, we'll work with you to determine what needs to be done to help you obtain financing in the future.

3. Pre-closing

Prior to closing, sometimes referred to as "loan settlement," your home mortgage consultant may ask you to provide certain insurance and real-estate-related documents. When you are ready to schedule your closing date, all involved parties will be contacted to arrange for the closing to take place at a convenient time and location. The closing procedure and associated fees vary depending on where you purchase. You will be notified of the exact amount you need in order to close, as well as any additional documents you may need to bring.

4. Closing

At your closing, ownership of the property is transferred from the seller to you. A closing agent (an attorney of your choice or a title agency representative, depending on what is customary in your area) coordinates and distributes all the paperwork and funds, according to the terms agreed upon by you and the seller. You then become the proud owner of your new home.

7. This fee is not required for customers who are responding to PCS orders.

Helping hands

Place your home mortgage needs in experienced hands

You've reached your goal and become a proud homeowner. We hope you'll find that your team of real estate and mortgage lending professionals have made this process a smooth one. To help you ease into homeownership and manage your new expense, Wells Fargo Home Mortgage provides a number of ways for you to access your mortgage account and make payments.

Get more from your relationship with Wells Fargo Home Mortgage

Wells Fargo is happy to offer you this opportunity to realize more from your relationship with Wells Fargo Home Mortgage. Now, discover the convenience of managing your mortgage account with FREE access to **Wells Fargo Online**[®].

▶ Sign on at yourwellsfargomortgage.com now, and you can:

- View your balance, payment history and escrow information.
- Select from our suite of free, flexible, automatic payment options or use our one-time payment option.
- Go green by moving to online-only statements.
- Choose alerts delivered to your email or wireless device.
- Manage your other Wells Fargo accounts using the same username and password.

▶ **Wells Fargo Online** is your free, convenient, comprehensive and secure source for the information you need to manage your home investment. Plus, for added convenience, you can manage your other Wells Fargo accounts at Wells Fargo Online, using your same username and password.

▶ **Make mortgage payments your way:** We have choices to fit your lifestyle. Select the one that works best for you:

- **Preferred Payment Plan**SM: Time free electronic withdrawals to your payday cycle - weekly, biweekly, semi-monthly or monthly. Make budgeting easier and learn how you can pay off sooner and pay less total interest over the life of your loan.
- **Wells Fargo Easy Pay**SM: make a one-time, same-day or next-day payment.
- With a Wells Fargo checking or savings account, mortgage payments can be made through a simple money transfer between your Wells Fargo banking and mortgage accounts.

At your service

- ▶ **Locally:** Whether you visit us in a mortgage office or a Wells Fargo Bank branch, nearly 10,000 home mortgage consultants are available in nearly 2,100 locations and conduct business in 50 states. Wells Fargo Home Mortgage is the nation's leading retail mortgage lender and we are ready to meet your financing needs.
- ▶ **By toll-free phone number:** As a veteran or a member of the military, Wells Fargo Home Mortgage can handle your mortgage application entirely by phone. Call us toll-free at 1-877-337-9405. You always have the option, though, to visit one of our local offices. It's your choice.
- ▶ **Internet:** Visit our Web site at www.wellsfargo.com/militarymortgage to find out about our extensive array of products, contact us or even begin the application process online. Or feel free to use our Web site as an information tool and then speak to a home mortgage consultant locally or by toll-free phone number.

No matter how you choose to work with us, you can depend on Wells Fargo Home Mortgage to provide you the right home-loan solutions.

Well-established. Well-respected. Wells Fargo.

Benefit from the strengths of the company that provides funding for one out of every sixteen homes financed in the United States — Wells Fargo Home Mortgage. We're committed to offering one of the most extensive product lines in the mortgage lending industry. Whether you visit us in a mortgage office or a Wells Fargo Bank branch, our home mortgage consultants are available in nearly 2,400 locations doing business in 50 states. Wells Fargo Home Mortgage operates the leading retail mortgage-lending network in the country, and we

are ready to meet your financing needs. Contact your local Wells Fargo Home Mortgage consultant today.

For over 155 years, the Wells Fargo name has stood for reliability, integrity and pioneering products and services that help people manage their money and grow their assets.

As part of the Wells Fargo family, Wells Fargo Home Mortgage can provide easy access to banking, insurance, investment and consumer finance services to help our valued customers achieve current goals and realize future dreams.

Best of luck in your new home!

We hope you found this information to be helpful. We look forward to serving you, or those you refer to us, in the future.

Thank you for serving our country!

Homebuying checklist

Our homebuying checklist will help you familiarize yourself with the steps in buying a home and track your progress as you work through them.

1. Estimate what you can spend on a home

Sizing up your finances early can prepare you to find the right home loan. Use a few standard guidelines to gauge your homebuying power:

- Determine how much money you've saved for a down payment and closing costs.
- Get a rough estimate of how much you can qualify for now from your home mortgage consultant.
- Start gathering relevant financial papers needed for your application and be one step ahead of the game. (Our Mortgage Checklist can help.)

2. Get a *PriorityBuyer*[®] preapproval

A preapproval is a letter from a lender to give homebuyers a specific loan amount and loan type. You can get preapproved before or after you have found a home to buy. However, many buyers find that they have increased negotiating clout if they are already preapproved when they conduct their home search.

- Check your credit report, if needed, to make sure there are no surprises.
- Apply for a preapproval.

3. Find the right home

House hunting can be fun and exciting, but you have to do some homework to find the right home for you.

- Investigate neighborhoods and schools.
- Conduct a cost-of-living comparison if planning to buy in a different geographical area.
- Prioritize desired home features. Get started with our wish list.
- Choose a real estate professional.
- Make an offer and negotiate a final price.
- Have the home inspected.

4. Close the purchase

If you've followed the steps above, these final stages of the home purchase should go smoothly:

- Talk to one of our home mortgage consultants to find the right mortgage for you that best matches your financial situation.
- Organize your documents and information before you apply. Follow our Mortgage Checklist.
- Apply for a mortgage formally to obtain a mortgage commitment letter. For homebuyers with preapprovals, this will be a formal application. Wells Fargo Home Mortgage offers three ways to apply: online, by phone or in person.
- Close the loan. A real estate agent, settlement agent, or attorney generally walks homebuyers through the process of meeting contract contingencies and scheduling settlements.
- Move in and celebrate!

Mortgage checklist

Be Prepared

When you are ready to apply, please be prepared to provide the following application and property information:

1. Application information (for all applicants)

- Home address(es) for the previous two years
- Your Social Security number(s)
- Employment information for the previous two years including employer name, address and phone number
- Income information including salary, overtime, bonuses, commissions, dividends, interest, retirement and any other source of ongoing income (excluding alimony and child support-unless you want them included as a basis for repayment of the debt.)
- Liquid assets including bank name, account type, balance, and source of down payment
- Other assets including the value of bonds, stocks, life insurance, retirement funds, jewelry, automobiles, etc.
- Liabilities including creditor names and outstanding balances for all debts including notes payable, 401(k) loans, life insurance loans, stock pledges, alimony, child support, co-sign loans, credit union loans, and other liabilities
- Real estate owned including property address, market value, outstanding liens, rental income, mortgage payments, taxes, insurance and maintenance dues

2. Property Information

- Purchase contract

Planned Unit Development (PUD), Condominium or Co-op

- Name of Development or Project
- Phone Number of the Homeowner's Association (if available)

New construction:

- Year land or lot was acquired
- Original cost of land/lot
- Amount of liens
- Estimated cost of construction

Refinance loans:

- Year property was acquired
- Original cost of the home
- Cost of improvements
- Amount of liens
- Description of improvements

House tour

Print out a few copies of this checklist to use as you visit prospective homes.
Having a record of what each home offers can make your final decision much easier.

Date seen _____
Address _____ Price _____ Property taxes _____
Seller _____ Age of home _____ Neighborhood _____

Style of home Two story Ranch Split level Traditional
 Contemporary Cape cod Townhouse Condo

Type of construction Wood Brick Stone Stucco
 Vinyl siding Aluminum siding

Exterior features Roof _____ Landscape _____ Fenced _____ Porch _____
 Paint _____ Trees _____ Patio _____ Deck _____
 Expansion ability _____ Other _____
Garage 1 car 2 car 3 car Detached
Roof condition Good Fair Poor
Sidewalks Yes No
Well-maintained neighborhood Yes No

Interior features

Kitchen Eat-in _____ Size _____ Walls _____ Floor _____
 Appliances _____ Cabinets _____
 Ceiling _____ Windows _____ Other _____

Dining room Size _____ Walls _____ Carpet _____ Ceiling _____
 Lighting fixtures _____ Other _____

Living room Size _____ Walls _____ Carpet _____ Ceiling _____
 Lighting fixtures _____ Fireplace _____ Other _____

Den Size _____ Walls _____ Carpet _____ Ceiling _____
 Lighting fixtures _____ Fireplace _____ Other _____

Hallway Walls _____ Carpet _____ Linen closet _____
 Other _____

Interior features continued

Total bedrooms_____

Bedroom 1 Size_____ Walls_____ Carpet_____ Ceiling_____
Closet_____ Other_____

Bedroom 2 Size_____ Walls_____ Carpet_____ Ceiling_____
Closet_____ Other_____

Bedroom 3 Size_____ Walls_____ Carpet_____ Ceiling_____
Closet_____ Other_____

Total bathrooms_____

Master bath Size_____ Walls_____ Floor_____ Tub_____
Fixtures_____

Guest bath Size_____ Walls_____ Floor_____ Tub_____
Fixtures_____

Laundry room Location_____ Washer_____ Dryer_____
Other_____

Good closet space Yes No

Basement Yes No Finished

Flooring Carpet Hardwood Tile

Utilities

Type of heating Hot water Gas Electric Oil

Insulation Fiberglass Cellulose Foam None

Central air Yes No

Plumbing condition Good Fair Poor

Sump pump/drainage system Yes No

Connected to sewer system Yes No

Age of heating system____ Age/capacity of water heater____ Age of electrical wiring____

Easy proximity to:

Work Schools Shopping Airport area Industry

Highways Houses of worship Train station Public transportation

Doctors/dentists

What make a house a home?

You're sure of one thing. You want to buy a home. Perhaps you're someone with an "I'll know it when I see it" attitude, but most people have very specific ideas. Now is the time to add dimension to your dream. Begin by asking yourself some defining questions and then, speak to each person who will live in the house with you. There are many points to consider. Use this Wish List to help you decide on the features you want at your next address. It's a worthwhile endeavor, and it's fun!

Style of home	<input type="checkbox"/> Rambler/ranch	<input type="checkbox"/> Traditional	<input type="checkbox"/> Two story	<input type="checkbox"/> Split level
	<input type="checkbox"/> Contemporary	<input type="checkbox"/> Modular	<input type="checkbox"/> Other_____	

Exterior type	<input type="checkbox"/> Wood siding	<input type="checkbox"/> Vinyl siding	<input type="checkbox"/> Brick	<input type="checkbox"/> Stone
	<input type="checkbox"/> Stucco	<input type="checkbox"/> Aluminum siding	<input type="checkbox"/> Other_____	

Lot size	<input type="checkbox"/> Small	<input type="checkbox"/> Medium	<input type="checkbox"/> Large	<input type="checkbox"/> Not important
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Number of bedrooms	<input type="checkbox"/> 1-2	<input type="checkbox"/> 2-3	<input type="checkbox"/> Other_____	
---------------------------	------------------------------	------------------------------	-------------------------------------	--

Number of bathrooms	<input type="checkbox"/> 1-2	<input type="checkbox"/> 2-3	<input type="checkbox"/> Other_____	
----------------------------	------------------------------	------------------------------	-------------------------------------	--

Laundry room location	<input type="checkbox"/> Basement	<input type="checkbox"/> Main level	<input type="checkbox"/> Bedroom level	
------------------------------	-----------------------------------	-------------------------------------	--	--

Separate dining room	<input type="checkbox"/> Yes	<input type="checkbox"/> No		
-----------------------------	------------------------------	-----------------------------	--	--

Fireplace	<input type="checkbox"/> No	<input type="checkbox"/> Wood stove	<input type="checkbox"/> Gas	<input type="checkbox"/> Wood-burning
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Garage	<input type="checkbox"/> None	<input type="checkbox"/> 1 car	<input type="checkbox"/> 2 car	<input type="checkbox"/> 3 car
	<input type="checkbox"/> Attached	<input type="checkbox"/> Detached	<input type="checkbox"/> Workstation included	

Central air conditioning	<input type="checkbox"/> Yes	<input type="checkbox"/> No	<input type="checkbox"/> Wall units okay	<input type="checkbox"/> Window units okay
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Heating	<input type="checkbox"/> Gas	<input type="checkbox"/> Oil	<input type="checkbox"/> Electric	<input type="checkbox"/> Doesn't matter
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Fenced yard	<input type="checkbox"/> Yes	<input type="checkbox"/> No		
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Near public transportation	<input type="checkbox"/> Yes	<input type="checkbox"/> No		
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Specific school district	<input type="checkbox"/> Yes	<input type="checkbox"/> No	<input type="checkbox"/> Not important	
	<input type="checkbox"/> If yes, name of school_____			

Distance to place of employment	_____Miles	_____Hours	_____Not important	
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Glossary

Adjustable-rate mortgage (ARM) – A mortgage in which the interest rate is adjusted periodically according to a pre-selected index.

Annual percentage rate (APR) – A yearly percentage rate that expresses the total finance charge on a loan over its entire term. The APR includes the interest rate, fees, points, and mortgage insurance, and is therefore a more complete measure of a loan's cost than the interest rate alone. The loan's interest rate, not its APR, is used to calculate the monthly principal and interest payment.

Appraisal – A report made by a qualified person setting forth an opinion or estimate of property value. The term also refers to the process by which this estimate is obtained.

Automated underwriting – A computerized method of reviewing home mortgage applications for loan approval.

Bridge loan – A loan which enables homebuyers to get financing to make a down payment and pay closing costs on a new home before selling the home they currently own.

Building permits – Provide official permission to build from the local municipality.

Buyer's broker – Most real estate brokers and agents work only for the sellers. A buyer's broker serves the interest of the buyer and has no relationship with the seller.

Closing – The consummation of a real estate transaction. The closing includes the delivery of a deed, financial adjustments, the signing of notes, and the disbursement of funds necessary to complete the sale and loan transaction.

Closing agent – Usually an attorney or title agency representative who oversees the closing and witnesses the signing of the closing documents.

Closing costs – The costs paid by the mortgage borrower (and sometimes the seller) in addition to the purchase price of the property. These include the origination fee, discount points, appraisal, credit report, title insurance, attorney's fees, survey, and prepaid items such as tax and insurance escrow payments.

Commitment letter – A formal offer by a lender stating the terms under which it agrees to loan money to a homebuyer.

Conventional loan – A mortgage not obtained under a government insured program (such as FHA or VA).

Credit report – A report detailing an individual's credit history.

Credit Score – A numerical rating that indicates a borrower's creditworthiness based on a number of criteria.

Debt-to-income ratio – A formula lenders use to determine the loan amount for which you may qualify. Also known as the "back-end ratio." Guidelines may vary, depending on the loan program.

Down payment – Money paid to make up the difference between the purchase price and the mortgage amount.

Equity – The ownership interest; i.e. portion of a property's value over and above the liens against it.

Escrow account – A holding account for the amount a mortgage borrower pays each month and which the lender uses to pay for the borrower's taxes, other periodic debts against the property, homeowner's insurance and, if applicable, mortgage insurance.

Fixed-rate mortgage – A mortgage in which the interest rate and payments remain the same for the life of the loan.

Float the rate – This term is used when a mortgage applicant chooses not to secure a rate lock, but instead allows the note rate pricing to fluctuate until the applicant decides to lock in, usually no later than five days prior to closing.

Front-end ratio – Also known as the housing expense-to-income ratio, it compares your proposed monthly house payment (PITI) to your total household gross monthly income.

Funding Fee – The amount charged on VA mortgages to cover administrative costs.

Good faith estimate – A document which tells borrowers the approximate costs they will pay at or before settlement, based on common practice in the locality. Under requirements of the Real Estate Settlement Procedures Act (RESPA), the mortgage banker or mortgage broker, if any, must deliver or mail the GFE to the applicant.

Government loan – A mortgage insured by a government agency, such as FHA, VA, Farmers Home Administration, or a state bond program. The loans are generally made by private lenders, such as Wells Fargo Home Mortgage.

Home mortgage consultant – The Wells Fargo Home Mortgage representative a homebuyer initially consults about a mortgage loan. Sometimes called a loan officer, account executive, or sales representative.

Homeowners insurance (also called hazard insurance) – A real estate insurance policy required of the buyer protecting the property against loss caused by fire, some natural causes, vandalism, etc. May also include added coverage such as personal liability and theft away from the home.

HUD-1 settlement statement – A standard form used to disclose costs at closing.

Index – A published interest rate, such as the prime rate, LIBOR, T-Bill rate, or the 11th District COFI. Lenders use indexes to establish interest rates charged on mortgages or to compare investment returns. On ARMs, a predetermined margin is added to the index to compute the interest rate adjustment.

Interest rate – The percentage of an amount of money which is paid for its use for a specified time.

Interim interest – The interest that accrues, on a per-diem basis, from the day of closing until the end of the month.

Loan conditions – These are terms under which the lender agrees to make the loan. They include the interest rate, length of loan agreement, and any requirements the borrower must meet prior to closing.

Loan payment reserves – A requirement of many loan programs that, in addition to funds for the down payment and other purchase-related costs, you have saved enough money to cover one or two months of mortgage payments after your closing.

Loan settlement – The conclusion of the mortgage transaction. This includes the delivery of a deed, the signing of notes, and the disbursement of funds necessary to the mortgage loan transaction.

Loan-to-value (LTV) – The ratio between the amount of a given mortgage loan and the lower of sales price or appraised value.

Margin – The set percentage the lender adds to the index rate to determine the interest rate of an ARM.

Mortgagee – The lender on a mortgage transaction.

Mortgage insurance (MI) – See *private mortgage insurance (PMI)*.

Mortgagor – The borrower in a mortgage transaction who pledges property as security for a debt.

Nonconforming loan – Conventional home mortgages not eligible for sale and delivery to either FNMA or FHLMC because of various reasons, including loan amount, loan characteristics or underwriting guidelines.

Nonprime loan – A home financing program that accommodates borrowers with special qualifying factors, including poor credit histories.

Note – A general term for any kind of paper or document signed by a borrower that is an acknowledgment of the debt, and is, by inference, a promise to pay. When the note is secured by a mortgage, it is called a mortgage note and the mortgagor (lender) is named as the payee.

Origination fee – The amount charged for services performed by the company handling the initial application and processing of the loan.

Points – A one-time charge by the lender to increase the yield of the loan; a point is 1% of the amount of the mortgage.

Preapproval – A written commitment from a lender, subject to a property appraisal and other stated conditions, that lets you know exactly how much home you can purchase.

Prepays – Closing costs related to the mortgage loan which are collected at or before loan closing — including per diem prepaid interest and initial deposits of monthly escrows of taxes and insurance.

Principal – The amount borrowed or remaining unpaid; also, that part of the monthly payment that reduces the outstanding balance of a mortgage.

Private mortgage insurance (PMI) – Insurance written by a private company protecting the mortgage lender against loss resulting from a mortgage default.

Processing – The preparation of a mortgage loan application and supporting documentation for consideration by a lender or insurer.

Rate cap – The limit of how much the interest rate may change on an ARM at each adjustment and over the life of the loan.

Rate lock – The borrower and the lender agree to protect the interest rates, points, and term of the loan while it is processed.

Truth-in-lending statement – A full disclosure of credit terms using a standard format required by Federal law. This is intended to facilitate comparisons between the lending terms and financial institutions.

Underwriting – Analysis of risk, determination of loan eligibility, and setting of an appropriate rate and terms for a mortgage on a given property for given borrowers.

VA loan – A program that enables qualified veterans, reservists, active servicemen and women, and their spouses to buy a home up to a specified amount with little or no down payment.

Contact us today.

Brenda T. Evans

Home Mortgage Consultant

Wells Fargo Home Mortgage

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<https://www.wfhm.com/loans/brenda-evans>

Restrictions may apply. Contact your Home Mortgage Consultant for details. Credit is subject to approval. Some restrictions apply.
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