

BASIC LOAN INFO & COMMON MISCONCEPTIONS

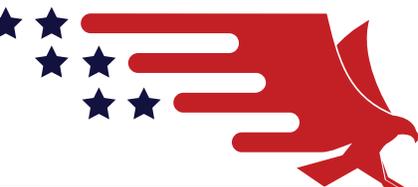
BASIC LOAN INFO:

- **Every Loan has a minimum Credit Score Requirement –**
The credit score used is the middle score, mortgages drop the high and the low.
- **Every Loan has a maximum Debt to Income Ratio –**
Loan Products cap the overall debt ratio to include current as well as the new loan.
- **Every Loan has a minimum and maximum Loan Amount –**
Loan Products cap the amount of funds a client may borrow to remain within that loan program.
- **Every Loan has a maximum Loan to Value Ratio –**
How much am I borrowing vs how much am I buying the home for represented as a ratio.
- **Every Loan Program has a Repayment Term -**
Common Terms have repayment periods as short as 10 years & can be 30years + in some scenarios.
- **There are 5 Major Loan Products -** VA, USDA, FHA, Conventional, Jumbo

Note: Rates are Loan Product/Loan Term/Credit Score/Loan to Value & Purchase price specific – every loan is as different as the borrower themselves. Every loan rate is offered based on very specific criteria which is provided in a complete loan application and accompanied by a credit report.

COMMON MISCONCEPTIONS:

- **I can't have anyone look at my credit because it will drop my score.** This is a common misconception, the entire reason you have a credit score is for a lender to be able to assess your risk profile and lend to you. If you have car trouble but require the mechanic to guess what's wrong without looking under the hood then there's no way the mechanic can properly assess the situation and render a conclusion to your car's problems. The same goes with lending. Pulling credit allows the lender to look "under the hood" so-to-speak and identify which loan program would be best suited to the situation.
- **All lenders are created equal -** If my bank says they can't do it then you surely can't do anything for me. Again, this is also a common misconception. Every lender lends based on guidelines they have in place. Some have no overlays and some do (these are self-imposed guidelines above and beyond national guidelines). Not everyone lends to the same guidelines and therefore what your bank may not be able to do, American Wholesale Mortgage may still be able to help as we have paired our company to broker with national lenders who all specialize in different areas of lending.
- **What's my RATE and "APR"?** This is a common and often times misguided statement. APR has NOTHING to do with what you are paying back to the lender over time; Your payments are based on your Interest Rate, Initial Loan Balance and Repayment Term. APR is a fancy government way of trying to show you in a single place that there are fees associated with your loan- which are all already disclosed when you start a loan.



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AMERICAN WHOLESALE MORTGAGE, INC.

At American Wholesale Mortgage we take your very personal situation and pair you with a lender who offers you the best deal for your business.

We walk you through every step of the process & aim to exceed your expectations.

Our hands on, red carpet approach will make the process as smooth and as quick as we can possibly accommodate. With our staff of professionals and years of experience we are looking to serve you today, tomorrow, next week or next year. We appreciate the honor and opportunity to serve you as you open a new chapter and create new memories in your new home. *Family First*

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