

WHAT YOU NEED TO KNOW ABOUT THE LOAN PROCESS:

- 1) **Tell your loan officer EVERYTHING upfront.**
- 2) Your credit will be pulled at the beginning of the loan process and again right before closing.
 - a. If new debt has been taken out, it will be discovered before closing, and could potential prevent you from buying your house.
- 3) Do NOT apply for any new loans or credit cards without notifying your loan officer first.
 - a. A pre-closing audit will be done on your loan file. Any new debt will be discovered before closing, and could potential prevent you from buying your house.
- 4) Do NOT quit or change jobs without notifying your loan officer first.
 - a. We will contact your employer the day of closing to verify employment.

WHAT YOU NEED TO KNOW ABOUT FUNDS NEEDED FOR CLOSING:

- 1) Earnest Money
 - a. A sum of money paid by a buyer at the time of entering a contract to indicate the intention and ability of the buyer to carry out the contract.
 - b. Normally such earnest money is applied against the purchase price.
 - c. Sellers typically want \$500 - \$1,000 paid in earnest money.
- 2) Appraisal Cost
 - a. \$425 is typically the cost of the appraisal. This will be paid upfront at the beginning of the loan process to Universal Lending Corporation. The cost can vary depending on the property.
- 3) Do NOT deposit CASH into your bank account.
 - a. You will need to provide 2 current months' bank statements. Any money that is deposited that isn't payroll or a documented gift will not be accepted as verifiable funds to use to close the loan.
- 4) Down payment
 - a. There are many different loan programs with different down payment requirements. Ask your loan officer the amount of down payment required to purchase your home.
- 5) Closing Costs
 - a. Fees that are associated with completing a loan transaction or purchase. Mortgage loans, due to the size and the number of people involved, have a lot of associated closing costs that can add up to 2 to 5 percent of the loan amount. These are due when the buyers sign the loan documents, the deed transfers over and the lender disperses the money. This takes place at the close of the real estate transaction, hence the term closing costs.
 - b. When making an offer on a property, it's typical to ask for the seller(s) to pay some, most or all of the closing costs. Ask your loan officer or realtor for more information.



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