



PILGRIMS MORTGAGE
— GUIDING YOU TO A BETTER PLACE —

BRING YOUR

DREAM HOME

TO LIFE



**YOUR PERSONAL
HOMEBUYER** GUIDE

Common Mortgage Terms | Glossary

Adjustable-Rate Mortgage (ARM): A mortgage with an interest rate that can change periodically based on market conditions.

Amortization: The process of gradually paying off a mortgage through regular payments.

Closing Costs: Fees associated with the home-buying process, typically ranging from 2-5% of the purchase price.

Debt-to-Income (DTI) Ratio: The percentage of monthly gross income spent on debt payments, including the proposed mortgage.

Earnest Money: A deposit made by a buyer to demonstrate commitment to purchasing a property.

FHA Loan (Federal Housing Administration): A government-insured loan with more lenient credit and down payment requirements.

Fixed-Rate Mortgage: A mortgage with an interest rate that remains constant throughout the loan term.

Home Equity: The difference between the market value of a property and the outstanding mortgage balance.

Interest Rate: The percentage at which interest is paid on a mortgage.

Jumbo Loan: A mortgage exceeding conventional loan limits, typically \$510,400.

Loan-to-Value (LTV) Ratio: The percentage of the home's value borrowed, calculated by dividing the loan amount by the purchase price.

Mortgage Broker: An intermediary between borrowers and lenders who facilitates mortgage transactions.

Mortgage Insurance (MI): A policy protecting lenders against borrower default, often required for low down payments.

Net Operating Income (NOI): Gross income from rental properties minus operating expenses.

Origination Fee: A lender's charge for processing a mortgage application.

Pre-Approval: A lender's preliminary approval for a mortgage based on creditworthiness and income.

Qualifying Ratio: The percentage of income used to determine borrowing capacity.

Refinancing: Replacing an existing mortgage with a new loan, often to secure better terms.

Secondary Financing: Additional financing secured by the same property.

Title Insurance: Protection against errors or defects in property ownership.

Underwriting: The lender's review and approval of a mortgage application.

VA Loan (Veterans Affairs): A government-guaranteed loan for eligible veterans.

Warranty Deed: A document transferring property ownership with guarantees.

X-date (Maturity Date): The final payment date of a mortgage.

Yield Spread Premium: Compensation paid to mortgage brokers for securing favorable interest rates.

Zero-Down Mortgage: A mortgage requiring no down payment, often reserved for specific government loans.

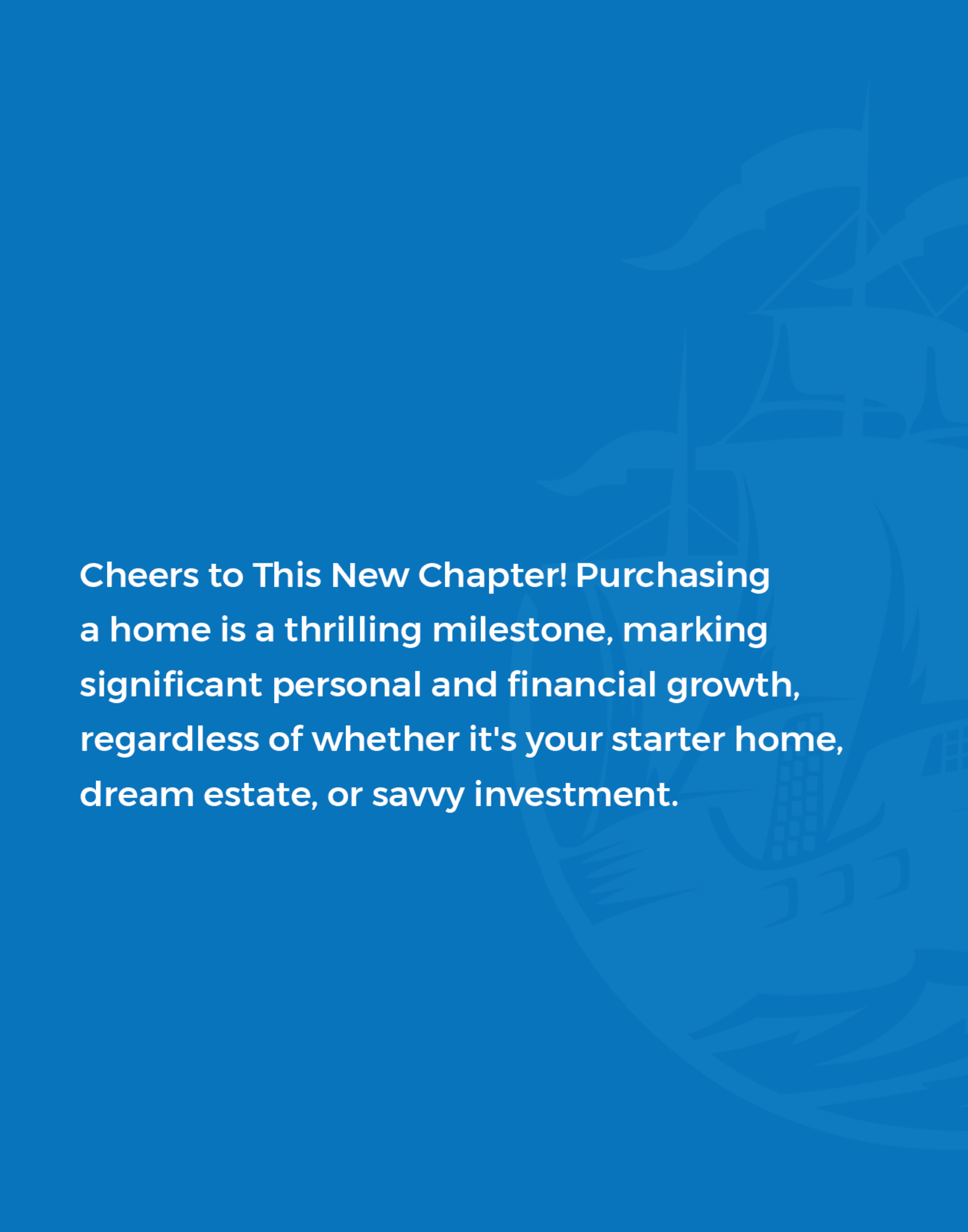


Deciding to **Buy a House** is one of life's most significant financial choices

We'll guide you through a hassle-free, enjoyable, and rewarding process - securing your future, one key at a time!

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Cheers to This New Chapter! Purchasing a home is a thrilling milestone, marking significant personal and financial growth, regardless of whether it's your starter home, dream estate, or savvy investment.

The Joy of Homeownership:

Owning your primary residence fosters a deep sense of accomplishment and belonging.

Stable Foundations:

Your home's equity grows with each payment and improvement, securing your financial future.



Stable Finances:

Ditch the uncertainty of rent increases with a fixed-rate mortgage, ensuring consistent payments.

Maximize Your Tax Advantages:

Take advantage of tax deductions on property taxes, mortgage interest, and other mortgage-related expenses.



Start House Hunting with Confidence

Embark on your home-buying journey with confidence, knowing your loan officer and real estate agent are by your side.



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Complete Guide to Homeownership

01

Get pre-approved

A pre-approval letter demonstrates to sellers that you've taken concrete steps towards homeownership.

Advantages of buying over renting:

- Building Equity
- Tax Benefits
- Customization and Control
- Stability and Permanence
- Potential Long-Term Investment

02

Find a home

Meet with your agent to determine your wants and needs. Go in search of your perfect home 3-6 months before you intend to buy.

Your agent can help you be realistic about “perfect”:

- Cosmetic fixes vs. structural issues
- Neighborhood crime rates
- Quality of the schools
- Property taxes
- Proximity to major interstates and public transportation

03

Make an offer

Once you've found your dream home, **work with your agent** to negotiate a price and schedule a home inspection.

- Your agent will know how much other homes are selling for in the neighborhood and will fight for the fairest price.
- The inspection will confirm there aren't any hidden problems with the foundation, plumbing, heating, cooling, and electrical systems.
- If you want anything that's not nailed down to be included in the sale, especially the appliances, it must be stated in the contract.



04 Apply for a mortgage

Your application will provide us with any remaining financial information we'll need and lock your interest rate until the closing date.

05 Underwriting & appraisal

We'll verify your application information, assess your credit and collateral, and order an appraisal to ensure you're not overpaying.

The underwriting process:

- An underwriter will complete an initial review within 48 hours.
- If any conditions are required, we'll work with you to clear conditions within 2 days.
- Your loan will return to an underwriter for final review and a clear to close (CTC).
- The processor will inform all parties of the CTC and verify the closing date and time.

06 Closing

Time to celebrate! After all of the paperwork is signed, you'll receive the keys to your new home!

Arrive prepared:

- Plan to review the final documents to confirm the rate and loan amount.
- Bring a cashier's check to cover the closing costs and down payment.
- Bring your photo ID and possibly a Social Security card to confirm your identity



Your mortgage application checklist

Here's a list of documentation we'll need to get started processing your loan:

- A copy of your photo ID
- Two most recent pay stubs
- Two most recent and complete bank statements
- Two most recent and complete tax returns
- Two most recent W-2s*

**Self-employed borrowers may need to provide additional documentation.*

Visit pilgrims mortgage.com for a complete list of documents you may need over the course of the mortgage process.

MORTGAGE PROCESS

Do's & don'ts

Remember, we're in this together

It's our job to make sure your homebuying process goes quickly and smoothly. You can help by doing certain things, avoiding others, and **asking questions!** We're here to help and will never be too busy to respond to you.

Do

- ✓ Get pre-approved so you can make a strong offer.
- ✓ Be thorough and honest on your application.
- ✓ Continue to pay your rent or mortgage, loans and credit cards on time.
- ✓ Keep your current job and income, and contact us right away if either one changes.
- ✓ Have your important documents handy (especially your W-2s, tax returns, and pay stubs).

Don't

- ✗ Make any major purchases (furniture, cars, boats, those sorts of things).
- ✗ Apply for new credit accounts, close existing accounts, or co-sign loans for others.
- ✗ Make large cash deposits into your bank account other than your paycheck.
- ✗ Spend your down payment or closing cost money.
- ✗ Plan a vacation during your loan process.



What do you **want** from your mortgage?

This list will give you a general idea of the home loan that might be right for you. We'll work with you to make the final decision on a program that will meet your needs and fit your financial situation.

Stable payments and rate

For a loan payment that won't change as the market fluctuates, consider a fixed-rate mortgage. You'll have the security of knowing what you'll pay each month for the life of the loan.

A low interest rate for a few years

If you're looking for a rate that may be initially lower than a fixed-rate mortgage or don't plan on living in your home long-term, then an adjustable-rate mortgage might be right for you.

A low down payment

An FHA home loan with a 3.5% down payment requirement can benefit certain homebuyers. USDA and VA home loans also offer low down payment options for qualifying borrowers.



Financing for a fixer-upper

If you see the potential in a home that needs renovations or improvements, an FHA 203(k) loan can combine the mortgage and qualified improvement costs together into one payment.

Financing for a high-priced home

Some properties require loans that exceed the limit of a conventional home loan. A jumbo mortgage can provide up to \$5 million in financing for your home purchase.

Financing for a home in a rural area

With a USDA rural home loan, purchasing a home in a designated rural area can provide the benefits of 100% financing, flexible credit requirements, and the security of a fixed rate.

Benefits for Veterans

Insured by the U.S. Department of Veterans Affairs, a VA loan can provide favorable terms for those who've served in the Military, including up to 100% financing with no mortgage insurance.

Visit pilgrismortgage.com/mortgages/ to browse our broad selection of home financing products.



We are a Mortgage Company, that operates With You in Mind

As a trusted mortgage company, we cater to diverse clients, from first-time home buyers to seasoned investors. To meet their evolving needs, we continuously seek new and innovative ways to serve them better. This commitment to growth prompts us to engage in ongoing training, attract new talent, and develop fresh capabilities to stay ahead of the ever-changing market.

Our team

At **Pilgrims Mortgage**, we firmly believe that the fastest way to achieve success is by helping others succeed. This philosophy guides everything we do, from supporting our team members and clients to fostering a culture of prosperity.

Our Core Values

- ✓ we firmly believe that the fastest way to achieve success is by helping others succeed.
- ✓ Professionalism is at the forefront of our interactions, treating others as we would like to be treated.
- ✓ Integrity means that in good faith, we will do the right regardless of the circumstances.
- ✓ Respect, care, and concern for all individuals are fundamental to our approach.
- ✓ Excellence is our benchmark, striving for exceptional performance in every aspect of our work.

About Us


“ Our mission is to guide our clients to a better financial future. As President and CEO, I'm committed to upholding our core values of support, professionalism, integrity, and excellence. We understand that every individual's financial journey is unique, and our dedicated team is here to provide personalized guidance and expertise. Whether you're a first-time homebuyer, refinancing, or exploring new opportunities, we're dedicated to making the mortgage process seamless and stress-free. Trust us to help you find the right path to your dream home or financial goal.”

~Douglas De Almeida



New Home New Beginnings: We're Here for You.

We're Always a Call Away. Beyond the keys, our partnership continues to offer refinancing, home equity access, and investment guidance. Your new home marks the beginning of our ongoing relationship, dedicated to your financial well-being.



Equal Housing Opportunity. All loans subject to underwriting approval. Certain restrictions apply. Call for details. All borrowers must meet minimum credit score, loan-to-value, debt-to-income, and other requirements to qualify for any mortgage program.
Pilgrims Mortgage Services, LLC NMLS2260248 (www.nmlsconsumeraccess.org).

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Subject property and borrower income and credit must qualify under USDA guidelines. Pilgrims Mortgage Services, LLC is not affiliated with or acting on behalf of or at the direction of the Veteran Affairs Office or any government agency. Certificate of Eligibility required for VA loans.

Pilgrims Mortgage Services, LLC is not a credit repair company, credit reporting agency, broker, or advisor. We do not provide any services to repair or improve your credit profile or score, nor do we provide any representation that the information we provide will actually repair or improve your profile. Consult the services of a competent professional when you need any type of assistance.