

Homeownership

With Intention



A Homeownership Guide  
to Understanding the  
Home Mortgage and Buying Process.

Written by MICHELE HUNTLEY - NMLS #1065415

COZY HOME LOANS

PWRD BY BARRETT FINANCIAL GROUP, LLC Corp NMLS #181106

This guide is for educational purposes only and is not a commitment to lend. All loan programs are subject to borrower qualification, credit approval, property approval, and underwriting guidelines. Terms, interest rates, and program availability may vary by state and are subject to change without notice.

Home financing, including both purchase and refinance transactions, may impact your total finance charges, loan term, monthly payment, and equity position. Refinancing an existing loan may result in higher total finance charges over the life of the loan.

Please consult with a licensed mortgage professional to review your specific financial situation and determine the best options for your needs.





**Laura Luedtke, Realtor**

920-265-1280

[laurasellssunshine@gmail.com](mailto:laurasellssunshine@gmail.com)

I am thrilled to introduce myself as your local real estate agent, Laura Luedtke. As a member of this community, I am committed to helping my fellow neighbors navigate the real estate market with ease and confidence.

My goal is to provide exceptional service to each and every client I work with, whether they are looking to buy their first home, third home or make a real estate investment. With over 26 years of experience in sales and customer service, I have a deep understanding of the local market; I am well-equipped to guide you through every step of the process and help you achieve your real estate goals.

Having the right Realtor, with expert negotiating skills is crucial.

**Communication is Key.  
Negotiation Skills are required.  
Hiring the right Realtor matters!**





By: Michele Huntley  
Licensed Mortgage Loan  
Originator

NMLS #1065415

## Welcome

Buying your first home is more than a transaction...

It's a milestone, a dream, and a new beginning.

**At Cozy Home Loans, my goal is to walk beside you - *step by step* so you feel confident, informed, and supported throughout the journey.**

**Think of this guide as your warm cup of tea 🍵—comforting, clear, and exactly what you need as you begin.**

**This is not about pressure. It's about clarity.**



## Meet Your Home Buying Team



Buying a home is not something you do alone...

It's a guided journey, and who you have beside you matters.

That's why I partner with trusted real estate professionals who care about your experience just as much as I do.

Your realtor is more than someone who opens doors—they are your advocate, your guide, and your home search coach.

Together, we work as a team to make sure you feel confident, informed, and supported every step of the way.

## CHAPTER 1

# What is a home mortgage?



A home mortgage is a loan that helps you purchase a home.

- A lender provides funds to buy the property
- You agree to repay it over time (typically 15–30 years)
- The home itself acts as collateral for the loan

💡 In simple terms:

You're partnering with a lender to make homeownership possible—while building equity over time.

## CHAPTER 2

### How Does A Mortgage Work?

Your monthly mortgage payment typically includes:

- Principal - the amount you borrowed
- Interest - the cost of borrowing money
- Taxes - property taxes
- Insurance - homeowner's insurance

This is often referred to as PITI.

Over time:

- You build equity (ownership in your home)
- Your loan balance decreases
- Your investment grows 🌱



## CHAPTER 3

# Interest Rate vs. APR



### Interest Rate

- The cost of borrowing money
- Determines your monthly payment

### APR (Annual Percentage Rate)

- Broader view of the loan cost
- Includes interest + lender fees



### *Cozy Tip:*

The interest rate tells you your payment...

The APR tells you the bigger picture.

## CHAPTER 4

### What Does It Cost to Buy a Home?

#### Here's what to expect:

- *Down Payment* - varies, can be as low as 0-3.5% of purchase price (depending on loan program)
- *Earnest Money Deposit* shows good faith when making an offer and is applied toward your down payment
- *Appraisal Average*: \$600 - \$1000 this confirms the home's value
- *Home Inspection Average*: \$450-\$500 this helps uncover potential issues. I recommend discussing this with your real estate agent
- *Home Warranty* (Optional) Average: \$400-\$500 can cover certain repairs for peace of mind
- *Home Insurance* - Cost varies you'll discuss this with your Insurance Provider



## CHAPTER 5

### Understanding Closing Costs

Closing costs typically range from 2%–5% of the purchase price and may include:

- Lender Fees
- Title Fees
- Recording Fees
- Prepays (taxes & insurance)
- Escrow Setup



#### **Good news:**

Seller concessions may be negotiated to help cover some of these costs!



Clarity First.

Decision Second.

## CHAPTER 6

### Assistance Programs

You may qualify for:

- Down Payment Assistance (DPA)
- Closing Cost Assistance
- Specialized loan programs (FHA, VA, USDA)



#### ✦ Important Note:

Some assistance programs may come with slightly higher interest rates, but can reduce upfront costs significantly.

We'll explore what's best for your situation together.



## What Do I Need to Apply?

**To make your application smooth,  
have these ready:**

### *Income & Employment*

- Last 30 days of paystubs
- Last 2 years W-2s / 1099s
- Social Security Award Letter

### *Assets*

- 2 months of checking & savings statements
- 2 months of retirement (401k), stocks, investments

### *Additional Documents*

- Driver's License
- Child support documentation (if applicable)

### *Self-Employed?*

- Last 2 years of personal & business tax returns



## What to Expect During the Process

### Here's your journey:

1. Pre-Approval
2. Home Shopping
3. Offer Accepted 🎉
4. Processing & Underwriting
5. Appraisal & Final Approval
6. Clear to Close
7. Closing Day 🔑



### Cozy Reminder:

You're never alone in this process—I'll guide you every step of the way.



## Understanding Mortgage Insurance (MI)

### What Is Mortgage Insurance?

Mortgage Insurance (MI) is a type of protection for the lender, not the borrower, that helps reduce risk when a homebuyer puts down less than 20% on a home.

### When Is Mortgage Insurance Required?

If your down payment is less than 20%, you will typically have Mortgage Insurance included in your monthly payment.

### How Does It Work?

Mortgage Insurance is:

- Added to your monthly mortgage payment
- Based on factors like your loan type, credit score, and down payment
- Designed to make homeownership more accessible
- MI can be removed once you reach 20% equity in your home.



## Understanding FHA Mortgage Insurance (MIP)

### FHA Mortgage Insurance has two parts:

#### 1. *Upfront MIP (UFMIP)*

- Typically 1.75% of the loan amount
- Usually financed into the loan (not paid out of pocket)

#### 2. *Monthly MIP*

- Included in your monthly mortgage payment
- Amount varies based on:
  - Loan amount
  - Down payment
  - Loan term

### How Long Do You Pay MIP?

This depends on your down payment:

- Less than 10% down:
  - MIP is typically paid for the life of the loan
- 10% or more down:
  - MIP is typically paid for 11 years

### Can FHA MIP Be Removed?

FHA MIP is not easily removed like conventional PMI.

**BONUS SECTION**

**Common First-Time Buyer Tips**

**TIPS:**

- Avoid opening new credit during the process
- Don't make large purchases before closing
- Keep communication open with your lender
- Ask questions—there are no “silly” ones

*This journey is about more than  
buying a house...*

*It's about creating a space where  
life happens.*

*Memories are made.*

*And dreams grow.*

*I am honored to walk this path with  
you. ♥*

— Michele, Cozy Home Loans

## STARTING YOUR HOME SEARCH

### Step Into the Search

You're pre-approved—now the exciting part begins.

This is where your vision starts to take shape, and your realtor becomes your guide in turning “what if” into “welcome home.”

Together, you'll begin exploring homes that align with your goals, lifestyle, and budget.



#### **Key Things to Know:**

- Your budget is your comfort zone—not your max limit
- Location matters just as much as the home
- No home is perfect—focus on your “must-haves”
- Your realtor will help you stay grounded and strategic

#### **Cozy Tip:**

“We’re not just looking for a house...  
we’re looking for your place to  
land.”

## TOURING HOME CHECKLIST

### What to Look For When Touring Your Home

#### **Inside the Home**

- Layout: Does it flow for your daily life?
- Natural light: Does it feel warm and inviting?
- Storage: Enough space for your needs?
- Condition: Flooring, walls, ceilings

#### **Big Ticket Items**

- Roof age/condition
- Furnace & A/C
- Windows
- Plumbing & electrical

#### **Outside the Home**

- Neighborhood feel
- Yard space & maintenance
- Parking / garage
- Nearby amenities

#### **Cozy Reminder:**

“You’re not just buying what you see  
—you’re investing in how it feels to  
live there.”

YOUR REALTOR = YOUR GUIDE

## Your Realtor: More Than a Door Opener

*Your realtor is your advocate throughout this journey.*



**Laura Luedtke**  
920-265-5595

### They help you:

- Find homes that fit your goals
- Schedule and guide showings
- Write and negotiate strong offers
- Navigate inspections and next steps
- Protect your best interests

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Your **Realtor, Laura Luedtke,**  
I'm here to guide your home search!

Your **Lender, Michele Huntley,**  
I'm here to guide your financing.

Together, we make sure every step feels clear,  
aligned, and supported.

"You're supported from both sides—home and financing—every  
step of the way."

I believe every client deserves to:

- Understand their options
- Feel confident in their decisions
- Experience a smooth, guided journey

***From application to closing... and beyond... I'm here for you.***



## **Michele Huntley**

Mortgage Lender

NMLS #1065415

Cozy Home Loans

powered by:

Barrett Financial  
Group, LLC

Corp NMLS #181106

**Education**

**Empowerment**

**Support**

👉 Call me at **(920) 404-7090**

👉 Or scan the QR code below to apply today.



[www.CozyHomeLoans.com](http://www.CozyHomeLoans.com)