

Professional
reference

REAL ESTATE *Road Guide*

MORTGAGE

H A N D B O O K

2 0 2 5

SPECIAL EDITION BY:

*Crystal
Schulz*

@Loanshrk

www.crystalschulz.com

702-575-2270



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Glossary

Hello my name is Crystal Schulz and I am a loan officer for all purposes of this book. I have earned my position as one of the top 1% originators in the Nation and I am most proud to be YOUR NEW home loan expert at your fingertips. Think of me as your mortgage bestie.

I offer a level of professionalism and transparency that is unparalleled among my peers; I primarily focus on working with professional Realtors who are serving the best interests of the client.

I am very involved in the local real estate community. After serving 4 years on the Women's Council of Realtors, both locally and nationally, I am digging into my business and helping to serve more clients and Realtors for 2025. Being actively involved in the local real estate community will help when we are making offers for your clients as I am a well known reputable lender!

I would be honored to help your next buyer client!

At Your Service,

Crystal



Crystal Schulz, Your Trusted Mortgage Advisor NMLS# 1469941

Canopy Mortgage Canopy Mortgage, LLC 360 Technology Court Lindon Utah 84042 Company NMLS # 1359687

PREQUALIFYING

Many realtors are intimidated by the loan process. Some clients will completely avoid a home loan prequalification and could potentially ruin the deal. It's very important to get your buyers in front of a lender for a consultation.

A group text or email is a great way to get the ball rolling with a lender and a client. That way you can sit back and keep your finger on the pulse of the conversation.

Most prequalification's can be done on the spot. Some clients do not have their documents ready but good lenders review all documents before issuing preapprovals.

Let your clients know you want them to be successful and that requires a lender. Here are some prequalifying questions to ask:

- Do you keep track of your credit score, have any idea what that is?
- Do you have your documents handy for the lender?
- Have you connected with a lender?
- Do you have a W2 or are you self-employed?
- Do you currently live in Las Vegas?
- What is your monthly budget?
- What is an ideal monthly payment?
- How much do you have planned for this transaction?
- What price range are you looking at?

Mortgage Payment:

“PITI”

Principal

Interest

Taxes

Insurance

Mortgage Insurance*

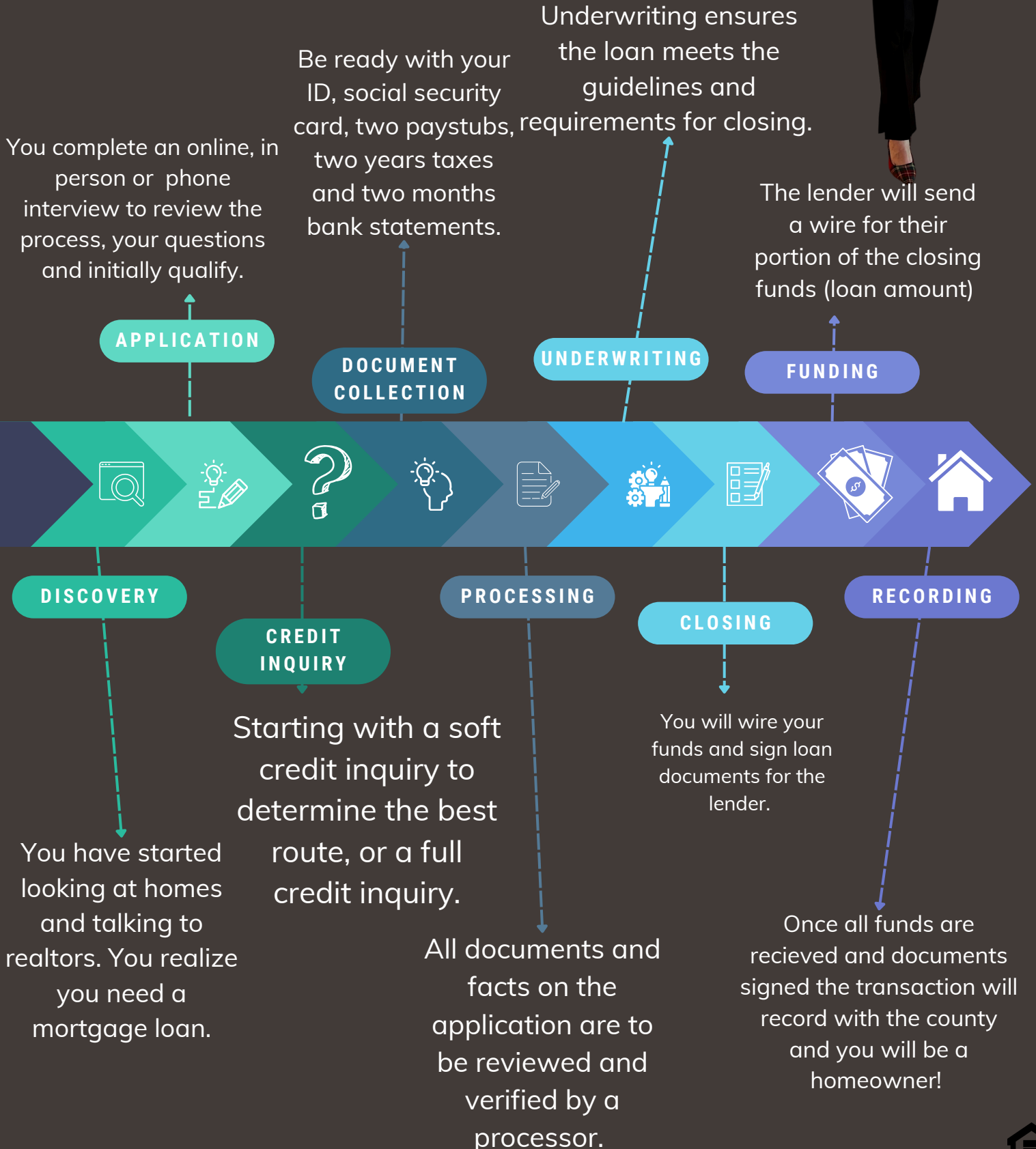
Second*

HOA*

Crystal Schulz's

APPLICATION TO OWNERSHIP

HOME LOAN FLOW PROCESS



Additional costs may apply for interest rate buy downs, special programs, HOA fees, certain transfer costs****

How Much Is It To Buy a House?

Down Payment	3% - 20%
Deposit -applied to closing	varies
Loan Costs	\$3,000
Title Fees	\$2,500
Prepaid interest, taxes, insurance, utilites	\$2,500
Inspections	\$500

\$8,500 estimated closing costs
plus Down Payment ****

LOAN TYPES

The most common types of loans will be
FHA, VA and Conventional

FHA – 2025 LOAN LIMIT \$524,225

- Typical 580-640 credit; can go as low as 500 or no credit score
- 3.5% down payment, 96.5% loan to value
- 6% seller credit allowed
- Allows for 56% total debt to income ratio
- Must average variable income for 24 months
- Mortgage insurance monthly, plus an upfront mortgage insurance fee rolled into the loan, and partially refundable
- Unique feature: Streamline Refi
- \$543,238 price with 3.5% down

VA – NO LIMIT

- No credit score requirement
- best pricing 640 plus, lots of lenders “overlay” credit for VA
- No Loan Limit
- No DTI- uses residual income
- Investors actively at \$2 mil 0% down
- Tidewater
- Funding Fees
- Unique feature Interest rate reduction refinance

CONVENTIONAL – \$806,500

- 640 credit minimum but ideally over 720 needed
- 3% down for first time buyers, 5% down minimum
- 20% down payment will eliminate mortgage insurance
- mortgage insurance variable- credit score and loan to value matter
- 50% maximum DTI

NON-TRADITIONAL NON-QM

DSCR

Investor Special

Minimum 20% down and the appraised rent must cover the PITI payment for the property. Credit score minimum 640, requires 30% down payment. Assets must be verified.

DSCR - Debt Service Coverage Ratio

BANK STATEMENT OR 1099'S

Business Owner/Self-Employed

This loan allows us to use the deposits made into a bank account for 12 or 24 months, or 1099's as well as an "expense factor" to determine income. 10-15% down required, and rates are very credit score dependent.

PROFIT AND LOSS

A more complex self employment situation

Uses a CPA prepared profit and loss statement to determine income.

ASSET DEPLETION

Cash Heavy Buyer - Vegas Baby!

Your buyer needs \$500,000 minimum, the reserves must equal 60 months plus your down payment and closing costs and that's what we need for income. Example: total cash to close is \$200k and monthly expenses are \$10k, borrower only needs \$800,000 in the bank to verify income!

ADDITIONAL OFFERINGS

ITIN

Taxpayer without a SS

Various programs for these buyers! Low 3% down payment!

FOREIGN NATIONALS

20% down minimum, no US Credit History required.

- CONDOTELS, HIGH RISE
- MANUFACTURED HOMES
- MULTI-FAMILY
- 4-8 UNITS
- USDA
- JUMBO FINANCING
- 10% DOWN
- BANK STATEMENTS
- UP TO \$10 MIL
-
- RENOVATION
- DOWN PAYMENT ASSISTANCE
- *** DPA IS WITH AS LOW AS 580 CREDIT
- ***NO INCOME LIMIT ON DPA

CAUTION CAUTION CAUTION

Condos!

Condos have special considerations. If you are looking at condos make sure your loan officer is seasoned in condo purchases!

FHA Condos require previous approval. The approved FHA condo list changes. Spot approvals are available.

Conventional loans require a condo questionnaire; Fannie or Freddie both have one and it will depend on the loan to value how much detail they want.

VA Condos must be approved by VA. Once they are approved, they remain approved.

Condos have HOA's that must be factored into DTI!

I will always assist with a condo lookup! Call me.

CAUTION CAUTION CAUTION

What is Down Payment Assistance?

Covers all or a portion of the down payment and or closing costs associated with a purchase to qualifying borrowers.

Usually require additional funds from seller or buyer

programs are all based on one of the standard loan programs

39% of potential home buyers could not afford a 5% down payment

There are too many
Down Payment Assistance
programs to list. I can offer all of
them (unless they are exclusive to
a lender)!

Make More Money with Special Programs!

Renovation Loans

NOW ALLOWING ADU'S! POOLS!

- Take Advantage of LOW MONEY DOWN! 3.5%, 3%, 5% down payment will finance the purchase of their home PLUS the renovations.
- Various Programs - FHA and Conventional + NEW VA!
- Can do as little as paint, carpet, kitchens, use it for repairs all the way to customizing backyards with pools.
- Make Structural Changes

Call FOR MORE INFO

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Your Trusted Mortgage Advisor

CREDIT EVENTS

Credit Event	Type of Loan	Waiting Period
Chapter 7 Bankruptcy	FHA/VA/USDA	2 years from discharge date – FHA time period can be less than this depending on circumstances
Chapter 7 Bankruptcy	Conforming	4 years from dismissal or 2 years based off extenuating circumstance
Chapter 13 Bankruptcy	FHA/VA/USDA	Doesn't have to be discharged. These loans are allowed to be done is still currently in the Chapter 13 filing
Chapter 13 Bankruptcy	Conforming	4 years from dismissal or 2 years based off extenuating circumstance
Foreclosure	FHA/USDA	3 years after the foreclosure
Foreclosure	VA	2 years after the foreclosure
Foreclosure	Conforming	7 years after the foreclosure or 3 years with extenuating circumstances in addition to other eligibilities met
Deed in Lieu / Short Sale	FHA	3 years after the event
Deed in Lieu / Short Sale	VA	2 years after the event
Deed in Lieu / Short Sale	USDA	3 years after the event or 1 year with eligibilities met
Deed in Lieu / Short Sale	Conforming	4 years after the even or 2 years with extenuating circumstances

GETTING A LOAN AFTER BANKRUPTCY,
FORECLOSURE, SHORT SALE

The background of the entire image is a repeating pattern of pink hearts and QR codes on a black background. The hearts are simple outlines, and the QR codes are standard black and white pixelated patterns.

FREE TOOLS!

Tools for you and your clients!

ITEMIZED FEE WORKSHEET

Example



Borrower(s) **[REDACTED]** File Number: R0000022312

Preparation Date: 12/06/2023

Property Value: **\$450,000.00**
 Loan Amount: **\$360,000**
 Total Loan Amt: **\$360,000**

Loan Purpose: **Purchase**
 Occupancy: **Primary Residence**
 Property Type: **Detached**

Product: **Conv 30 Year Fixed**
 Interest Rate: **6.500%**
 APR / Term: **6.860% / 360**

Downpayment: **\$90,000**

Origination Charges:	\$9,412
Loan Origination Fee	\$5,400.00
Loan Total Amount Discount Points	\$3,016.80
Underwriting Fee	\$995.00

Services Borrower Cannot Shop:	\$801.50
Appraisal Fee	\$650.00
Credit Report Fee	\$75.00
Flood Certification	\$6.50
Tax Related Service Fee	\$70.00

Services Borrower Can Shop For:	\$3,303.00
Title - ALTA 9.10-06 Restrictions , Encroachments , Minerals - Current Violations	\$100.00
Title - Archive Fee	\$35.00
Title - Closing Protection Letter	\$25.00
Title - Courier Fee	\$30.00
Title - Deed Prep Fee	\$75.00
Title - Lenders Coverage Premium	\$2,053.00
Title - Notary Fee	\$200.00
Title - Settlement Fee	\$675.00
Title - Tax Certification Fee	\$110.00

Total Estimated Funds Needed To Close	
Purchase Price	\$450,000.00
Estimated Prepaid Items	\$3,822.58
Estimate Closing Cost	\$10,583.50
Discount	\$3,016.80
Total Due from Borrower at Closing (K)	\$467,422.88
Cash Deposit On Sales Contract	\$5,000.00
Seller Credit	\$7,040.00
Loan Amount	\$360,000.00
Total Paid Already by or on Behalf of Borrower at Closing (L)	\$372,040.00
Total Estimated Funds From You:	\$95,382.88

Taxes and Other Government Fees:	\$84.00
Recording Deed Fee	\$42.00
Recording Mortgage Fee	\$42.00

Prepays:	\$3,281.58
County Property Tax (\$195.50x3mth(s))	\$586.50
Hazard Insurance (\$75.00x12mth(s))	\$900.00
Prepaid Interest (\$64.11x28day(s))	\$1,795.08

Initial Escrow Payment at Closing:	\$541.00
County Property Tax (\$195.50x2mth(s))	\$391.00
Hazard Insurance (\$75.00x2mth(s))	\$150.00

Other:	\$0.00
--------	--------

Total Estimated Monthly Housing Payment	
First Mortgage	\$2,275.44
Hazard Insurance	\$75.00
Property Tax	\$195.50
HOA	\$88.00
Total Monthly Payment:	\$2,633.94

Conventional loan
20% down
low credit

Disclaimers

Information provided above reflects estimates of the charges that are likely to be incurred at the closing of this loan. Actual charges may be more or less. Before closing, your interest rate, points, and lender credits can change unless you lock the interest rate.



ITEMIZED FEE WORKSHEET

Example

Your actual rate, payment, and cost could be higher. Get an official Loan Estimate before choosing a loan.

Borrower(s): [REDACTED] File
Number: R0000162401

Preparation Date: 01/19/2024

Property Value:\$515,000.00Loan Amount:
Loan Purpose:PurchaseOccupancy:
Product:FHA 30 Year FixedInterest Rate:
Downpayment: \$18,025

\$496,975
Primary
Residence 7.250%

Total Loan Amt:\$505,672
Property Type:Detached
APR / Term:8.333% / 360

Origination Charges:	\$13,816
Loan Origination Fee	\$3,876.4
Loan Total Amount Discount Points	1
	\$9,939.5
Services Borrower Cannot Shop:	\$9,392.06
Appraisal Fee	\$620.00
Credit Report Fee	\$75.00
MI Upfront Premium	\$8,697.00
MI Upfront Premium Paid In Cash	\$0.06
Services Borrower Can Shop For:	\$1,550.00
Title - Lenders Coverage	\$1,200.00
Premium Title - Settlement Fee	\$350.00

Taxes and Other Government Fees:	\$126.00
Recording Fee For Deed	\$42.0
Recording Fee For Mortgage	0
	\$84.0
Prepays:	\$3,486.60
County Property Tax (\$300.00x3mth(s))	\$900.00
Hazard Insurance (\$90.00x12mth(s))	\$1,080.00
Prepaid Interest (\$100.44x15day(s))	\$1,506.60
Initial Escrow Payment at Closing:	\$1,680.00
County Property Tax (\$300.00x2mth(s))	\$600.00
Hazard Insurance (\$90.00x12mth(s))	\$1,080.00
Other:	\$0.00

Total Estimated Funds Needed To Close	
Purchase Price	\$515,000.00
Estimated Prepaid Items	\$5,166.60
Estimate Closing Cost	\$6,247.41
PMI, MIP, Funding Fee	\$8,697.06
Discount	\$9,939.50
Total Due from Borrower at Closing (K)	\$545,050.57
Lender Credit	\$18,025.00
PMI, MIP, Funding Fee financed	\$8,697.00
Loan Amount	\$496,975.00
Total Paid Already by or on Behalf of Borrower at Closing (L)	\$523,697.00
Total Estimated Funds From You:	\$21,353.57

Total Estimated Monthly Housing Payment	
First Mortgage	\$3,449.57
Hazard Insurance	\$90.00
Property Tax	\$300.00
Mortgage Insurance	\$226.78
HOA	\$100.00
Other	\$200.00
Total Monthly Payment:	\$4,366.35

Down Payment Assistance

- Has the second payment
- Has MI
- Still needs a seller credit to come in with \$0
- Seller credit allowed 6%
- Asking approx 4.5%
- FHA

Disclosures

Information provided above reflects estimates of the charges that are likely to be incurred at the closing of this loan. Actual charges may be more or less. Before closing, your interest rate, points, and lender credits can change unless you lock the interest rate.



Loan Comparison

Your actual rate, payment, and costs could be higher. Get an official Loan Estimate before choosing a loan.

Crystal Rose Schulz

NMLS# 1469941
cschulz@canopymortgage.com



Example

Key Details

	Lowest total cost and payment Conforming 30 Year Fixed	Conforming 30 Year Fixed	Lowest cash to close Conforming 30 Year Fixed
Payment	✓ \$5,785.70	\$5,966.16	\$6,159.42
Rate	6.625%	6.990%	7.375%
Cash to close	\$38,948.32	\$31,082.59	✓ \$21,313.86

Benefits

Payment Difference	-	\$180.46	\$373.72
Total Costs for 30 yrs	✓ \$1,025,066.63	\$1,082,595.19	\$1,142,941.03

Cost Details

Loan Costs	\$19,996.45	\$12,056.51	\$2,209.51
Upfront Mtg. Insurance	\$0.00	\$0.00	\$0.00
Mtg. Insurance for 30 yrs	\$36,608.08	\$37,102.80	\$37,721.20
Interest for 30 yrs	\$968,462.10	\$1,033,435.88	\$1,103,010.32
Total Costs for 30 yrs	\$1,025,066.63	\$1,082,595.19	\$1,142,941.03

Payment Details

Principal & Interest	\$4,751.43	\$4,931.89	\$5,125.15
Mortgage Insurance	\$ 27 8 .27	\$ 27 8 .27	\$ 27 8 .27
Taxes & Ins. Escrow	\$671.00	\$671.00	\$671.00
Other (HOA)	\$85.00	\$85.00	\$85.00
Total Payment	\$5,785.70	\$5,966.16	\$6,159.42

Rate Details

Points	2.172	1.102	-0.225
APR	7.241%	7.502%	7.778%

Loan Amount 200k

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PROFESSIONAL REFERENCE ONLY

Interest Rate	Principal & Interest Payment	Estimated Taxes, Insurance, HOA, M.I	Total Estimated Monthly Payment
4.5	\$1,013	\$250	\$1,263
4.625	\$1,029	\$250	\$1,279
4.75	\$1,043	\$250	\$1,293
4.875	\$1,059	\$250	\$1,309
5	\$1,074	\$250	\$1,324
5.125	\$1,090	\$250	\$1,340
5.25	\$1,115	\$250	\$1,365
5.375	\$1,131	\$250	\$1,381
5.5	\$1,146	\$250	\$1,396
5.625	\$1,162	\$250	\$1,412
5.75	\$1,177	\$250	\$1,427
5.875	\$1,193	\$250	\$1,443
6	\$1,208	\$250	\$1,458
6.125	\$1,224	\$250	\$1,474
6.25	\$1,239	\$250	\$1,489
6.375	\$1,255	\$250	\$1,505
6.5	\$1,270	\$250	\$1,520
6.625	\$1,286	\$250	\$1,536
6.75	\$1,301	\$250	\$1,551
6.875	\$1,317	\$250	\$1,567
7	\$1,332	\$250	\$1,582
7.125	\$1,348	\$250	\$1,598
7.25	\$1,363	\$250	\$1,613

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Every .125% rate change changes the monthly payment roughly \$15-\$16 a month

Loan Amount 250k

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PROFESSIONAL REFERENCE ONLY



Interest Rate	Principal & Interest Payment	Estimated Taxes, Insurance, HOA, M.I	Total Estimated Monthly Payment
4.5	\$1,267	\$275	\$1,542
4.625	\$1,286	\$275	\$1,561
4.75	\$1,304	\$275	\$1,579
4.875	\$1,323	\$275	\$1,598
5	\$1,341	\$275	\$1,616
5.125	\$1,360	\$275	\$1,635
5.25	\$1,378	\$275	\$1,653
5.375	\$1,407	\$275	\$1,682
5.5	\$1,425	\$275	\$1,700
5.625	\$1,444	\$275	\$1,719
5.75	\$1,462	\$275	\$1,737
5.875	\$1,481	\$275	\$1,756
6	\$1,499	\$275	\$1,774
6.125	\$1,518	\$275	\$1,793
6.25	\$1,536	\$275	\$1,811
6.375	\$1,555	\$275	\$1,830
6.5	\$1,573	\$275	\$1,848
6.625	\$1,592	\$275	\$1,867
6.75	\$1,610	\$275	\$1,885
6.875	\$1,629	\$275	\$1,904
7	\$1,647	\$275	\$1,922
7.125	\$1,666	\$275	\$1,941
7.25	\$1,684	\$275	\$1,959

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Every .125% rate change changes the monthly payment roughly \$18-\$19 a month

Loan Amount 300k

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PROFESSIONAL REFERENCE ONLY



Interest Rate	Principal & Interest Payment	Estimated Taxes, Insurance, HOA, M.I	Total Estimated Monthly Payment
4.5	\$1,520	\$300	\$1,820
4.625	\$1,543	\$300	\$1,843
4.75	\$1,565	\$300	\$1,865
4.875	\$1,588	\$300	\$1,888
5	\$1,610	\$300	\$1,910
5.125	\$1,633	\$300	\$1,933
5.25	\$1,655	\$300	\$1,955
5.375	\$1,688	\$300	\$1,988
5.5	\$1,710	\$300	\$2,010
5.625	\$1,733	\$300	\$2,033
5.75	\$1,755	\$300	\$2,055
5.875	\$1,788	\$300	\$2,088
6	\$1,810	\$300	\$2,110
6.125	\$1,833	\$300	\$2,133
6.25	\$1,755	\$300	\$2,055
6.375	\$1,788	\$300	\$2,088
6.5	\$1,810	\$300	\$2,110
6.625	\$1,833	\$300	\$2,133
6.75	\$1,855	\$300	\$2,155
6.875	\$1,888	\$300	\$2,188
7	\$1,910	\$300	\$2,210
7.125	\$1,933	\$300	\$2,233
7.25	\$1,955	\$300	\$2,255

Every .125% rate change changes the monthly payment roughly \$22-\$23 a month

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Loan Amount 350k

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PROFESSIONAL REFERENCE ONLY

interest Rate	Principal & Interest Payment	Estimated Taxes, Insurance, HOA, M.I	Total Estimated Monthly Payment
4.5	\$1,773	\$325	\$2,098
4.625	\$1,801	\$325	\$2,126
4.75	\$1,826	\$325	\$2,151
4.875	\$1,850	\$325	\$2,175
5	\$1,875	\$325	\$2,200
5.125	\$1,899	\$325	\$2,224
5.25	\$1,924	\$325	\$2,249
5.375	\$1,948	\$325	\$2,273
5.5	\$1,973	\$325	\$2,298
5.625	\$1,997	\$325	\$2,322
5.75	\$2,022	\$325	\$2,347
5.875	\$2,047	\$325	\$2,372
6	\$2,071	\$325	\$2,396
6.125	\$2,096	\$325	\$2,421
6.25	\$2,120	\$325	\$2,445
6.375	\$2,145	\$325	\$2,470
6.5	\$2,169	\$325	\$2,494
6.625	\$2,194	\$325	\$2,519
6.75	\$2,218	\$325	\$2,543
6.875	\$2,243	\$325	\$2,568
7	\$2,267	\$325	\$2,592
7.125	\$2,292	\$325	\$2,617
7.25	\$2,316	\$325	\$2,641

Every .125% rate change changes the monthly payment roughly \$24-\$25 a month

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Loan Amount 400k

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PROFESSIONAL REFERENCE ONLY

Interest Rate	Principal & Interest Payment	Estimated Taxes, Insurance, HOA, M.I	Total Estimated Monthly Payment
4.5	\$2,027	\$350	\$2,377
4.625	\$2,058	\$350	\$2,408
4.75	\$2,087	\$350	\$2,437
4.875	\$2,118	\$350	\$2,468
5	\$2,147	\$350	\$2,497
5.125	\$2,178	\$350	\$2,528
5.25	\$2,207	\$350	\$2,557
5.375	\$2,238	\$350	\$2,588
5.5	\$2,267	\$350	\$2,617
5.625	\$2,298	\$350	\$2,648
5.75	\$2,327	\$350	\$2,677
5.875	\$2,358	\$350	\$2,708
6	\$2,387	\$350	\$2,737
6.125	\$2,418	\$350	\$2,768
6.25	\$2,447	\$350	\$2,797
6.375	\$2,478	\$350	\$2,828
6.5	\$2,507	\$350	\$2,857
6.625	\$2,538	\$350	\$2,888
6.75	\$2,567	\$350	\$2,917
6.875	\$2,598	\$350	\$2,948
7	\$2,627	\$350	\$2,977
7.125	\$2,658	\$350	\$3,008
7.25	\$2,687	\$350	\$3,037

Every .125% rate change changes the monthly payment roughly \$29-\$31 a month

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Loan Amount 450k

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PROFESSIONAL REFERENCE ONLY

Interest Rate	Principal & Interest Rate	Estimated Taxes, Insurance, HOA, M.I	Total Estimated Monthly Payment
4.5	\$2,280	\$375	\$2,655
4.625	\$2,315	\$375	\$2,690
4.75	\$2,347	\$375	\$2,722
4.875	\$2,383	\$375	\$2,758
5	\$2,415	\$375	\$2,790
5.125	\$2,451	\$375	\$2,826
5.25	\$2,483	\$375	\$2,858
5.375	\$2,515	\$375	\$2,890
5.5	\$2,551	\$375	\$2,926
5.625	\$2,583	\$375	\$2,958
5.75	\$2,615	\$375	\$2,990
5.875	\$2,651	\$375	\$3,026
6	\$2,683	\$375	\$3,058
6.125	\$2,719	\$375	\$3,094
6.25	\$2,751	\$375	\$3,126
6.375	\$2,787	\$375	\$3,162
6.5	\$2,819	\$375	\$3,194
6.625	\$2,855	\$375	\$3,230
6.75	\$2,887	\$375	\$3,262
6.875	\$2,923	\$375	\$3,298
7	\$2,955	\$375	\$3,330
7.125	\$2,991	\$375	\$3,366
7.25	\$3,032	\$375	\$3,407

Every .125% rate change changes the monthly payment roughly \$32-\$36 a month

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Loan Amount 500k

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PROFESSIONAL REFERENCE ONLY

Interest Rate	Principal & Interest Payment	Estimated Taxes, Insurance, HOA, M.I	Total Estimated Monthly Payment
4.5	\$2,280	\$375	\$2,655
4.625	\$2,315	\$375	\$2,690
4.75	\$2,347	\$375	\$2,722
4.875	\$2,383	\$375	\$2,758
5	\$2,415	\$375	\$2,790
5.125	\$2,451	\$375	\$2,826
5.25	\$2,483	\$375	\$2,858
5.375	\$2,515	\$375	\$2,890
5.5	\$2,551	\$375	\$2,926
5.625	\$2,583	\$375	\$2,958
5.75	\$2,615	\$375	\$2,990
5.875	\$2,651	\$375	\$3,026
6	\$2,683	\$375	\$3,058
6.125	\$2,719	\$375	\$3,094
6.25	\$2,751	\$375	\$3,126
6.375	\$2,787	\$375	\$3,162
6.5	\$2,819	\$375	\$3,194
6.625	\$2,855	\$375	\$3,230
6.75	\$2,887	\$375	\$3,262
6.875	\$2,923	\$375	\$3,298
7	\$2,955	\$375	\$3,330
7.125	\$2,991	\$375	\$3,366
7.25	\$3,032	\$375	\$3,407

Every .125% rate change changes the monthly payment roughly \$36-\$39 a month

Crystal Schulz

Marketing and Support

Open Houses and Events



Co-Hostess Open Houses and Events

- 10-day Process
 - Canvas Neighborhood
 - Email and Phone (txt) neighbors
 - Door knockers
 - Mailer
 - Nearby local businesses
- Day Of Support
 - Pricing fliers
 - Cookies
 - Signs - placement and pick up assistance
- Must be your listing
- Must be listed as preferred lender

Your Lending Partner

I am here to develop a long term business relationship. Please communicate on your preferred platform with me, I am here to serve you and your clients.



CUSTOM GRAPHICS

weekly personalized loan related customizable content available in my emails

Just reply "customize me"



OTHER EVENTS

- Buyer workshops
- Client Appreciation
- Mini Workshops
- Charity events - I want to support you!

Open Every Day. 

 702-575-2270

 www.crystalschulz.com

GLOSSARY

amortization: gradual reduction of principal through payments

Adjustable-rate mortgage: adjusts periodically depending on market conditions

APR Annual Percentage Rate: the interest rate, plus the cost of the loan, expressed as a percentage rate.

appraisal: the inspection and determination of value the bank will use to verify purchase price and loan to value.

AMC: Appraisal Management Company

AUS-Automated Underwriting System: Either DU (Desktop Underwriting) or LP (Loan Processor) for Fannie Mae or Freddie Mac, respectively.

Assumable Loan: must be approved by the servicer, and its a process that qualifies the new buyer for a government loan, ideally with better than current market terms.

Conventional: Non-Government loan that follows agency guidelines.

Closing Costs: Title Fees (recording, settlement, insurance), Lender Fees (appraisal, processing, underwriting, optional discount points), and prepaids (taxes, insurance and HOA, and interest). Approximately 2%-3% or \$4,500 - \$7,000 *typical without buy downs*

Down Payment: Percentage of purchase price the borrower will be responsible for contributing.

DTI/debt to income: Total debt, including new housing payment divided by gross income.

front and back end. front is the housing payment only; back is housing plus all other debt on credit cards. Student loans will be counted as .5% of total or 1% of total with \$0 payment unless there is an income-based repayment program in place. Self-reported utilities excluded. Other debts might be excluded.

GLOSSARY

FHA - Federal Housing Administration

FHFA - Federal Housing Finance Agency is the agency that oversees the secondary mortgage market and players within it. Established in 2008, the FHFA's responsibilities include supervising Fannie Mae and Freddie Mac, as well as the 11 banks that comprise the Federal Home Loan Bank (FHLB) System and the Office of Finance (OF), a joint office of the FHLBanks.

Fannie Mae: The Federal National Mortgage Association (FNMA), commonly known as Fannie Mae, is a United States government-sponsored enterprise (GSE) and, since 1968, a publicly traded company.

Freddie Mac The Federal Home Loan Mortgage Corporation (FHLMC), commonly known as Freddie Mac, is a publicly traded, government-sponsored enterprise (GSE)

Ginnie Mae: The Government National Mortgage Association (GNMA), or Ginnie Mae, is a government-owned corporation of the United States Federal Government within the Department of Housing and Urban Development (HUD), VA, USDA

LTV/Loan to Value: Total loan amount divided by total value

Overlay: set by lenders or investors. guidelines that are above and beyond the requirements of secondary investors.

principal

PITI: Principal, Interest, Taxes and Insurance, plus HOA!

PIW/Property Inspection Waiver - appraisal waiver

Points: 1 point is 1% of the loan amount

Tidewater- Benefit of VA loans, if the appraiser is not finding the value, they allow realtors to provide comps to support price

Underwriting

Variable Income: overtime, tips, bonus commission, 2nd jobs

W2: employees receive annually from their employer and it indicates their gross income and taxes paid, etc.

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Thank
you



Crystal Schulz, Your Trusted Mortgage Advisor NMLS# 1469941

Canopy Mortgage Canopy Mortgage, LLC 360 Technology Court Lindon Utah 84042 Company NMLS # 1359687