

Crystal Bortz Presents:

*REAL*  
**ESTATE**  
*Road Guide*

**MORTGAGE**

**H A N D B O O K**

2 0 2 6



@Loanshrk

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

702-575-2270

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*Hello!*

*It's your lender Crystal Bortz (formerly Crystal Schulz, recently married!)*

*I am excited to work with you as client or with your clients as a partner to you a REALTOR. Mortgage loans are my absolute passion. I have been a lender for 10 years now and over the duration there have been ups and downs in our local Las Vegas market. During this time, I have shifted my business model to maintain sharp pricing and keep my loan process in the best shape for closing seamlessly.*

*Currently I do work the loan files from start to finish so it's me taking the initial loan application, reviewing income and credit and submitting the loan, then requesting conditions and getting the loan to closing. No one knows the loan better than me, and I am a perfectionist when it comes to files. I can assure you any file I preapprove will close and my pricing will be very competitive.*

It is my pleasure to assist you and your clients!

At Your Service,

Crystal Bortz

# 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\*

# PREQUALIFYING DOCUMENTS

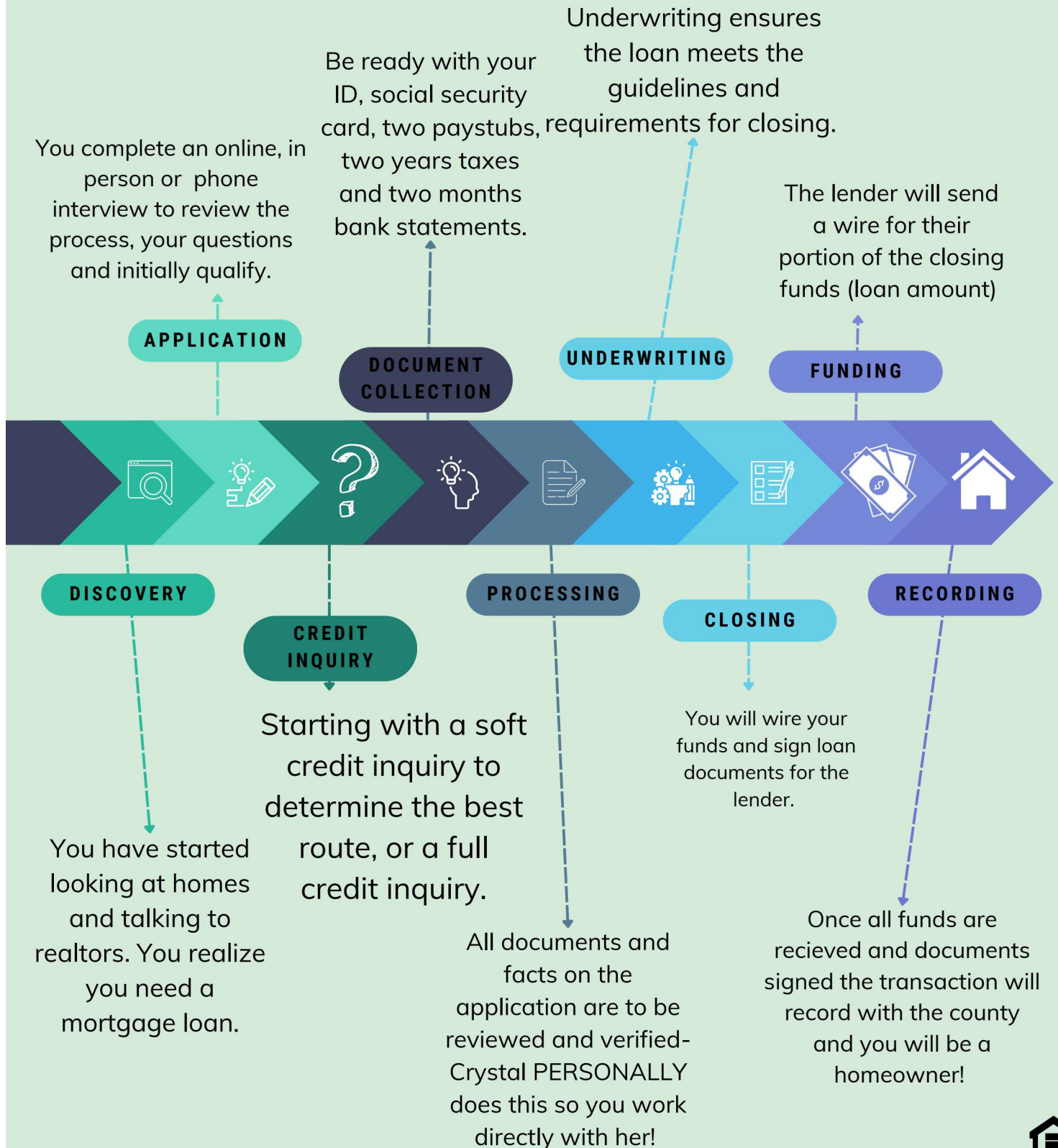
- Driver's License or unexpired government issued ID
- Social Security card, Green Card, Visa
- Past two years Tax Returns with all pages, and any W2's and 1099's if applicable
- 2 paystubs to cover 1 month
- 2 months of bank statements, all pages, even those left blank
- 2 months of other asset statements like retirement accounts
- If any owned homes for all owned homes: mortgage statement, tax bill, insurance declarations page and HOA statement
- If self employed, business tax returns all pages, 2 years



# Crystal Bortz's Process

## APPLICATION TO OWNERSHIP

# HOME LOAN FLOW PROCESS



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

## How Much Is It To Buy a House?

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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

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

# LOAN TYPES

## The most common types of loans FHA, VA and Conventional

### FHA – 2025 LOAN LIMIT \$541,287

- 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
- \$560,919 price with 3.5% down

### VA – NO LIMIT

- No credit score requirement
- Many lenders will not do VA loans with lower scores
- No Loan Limit
- No DTI- uses residual income
- Investors actively at \$2 mil 0% down
- Tidewater- appraiser will call Realtors to allow them to submit comps if they cannot appraise home at value
- Funding Fees - disabled veterans are exempt
- Unique feature Interest rate reduction refinance

### CONVENTIONAL – \$842,450

- 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!

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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*

- 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

Crystal Bortz

702-575-2270

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



# 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
<b>Total Estimated Funds From You:</b>	<b>\$95,382.88</b>

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

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: \$515,000.00  
Loan Amount: \$496,975  
Loan Purpose: Purchase  
Occupancy: Primary  
Product: FHA 30 Year Fixed  
Interest Rate: Residence 7.250%  
Downpayment: \$18,025

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

Example

Lowest total cost and  
payment  
Conforming 30 Year  
Fixed

Conforming 30 Year  
Fixed

Lowest cash to close  
Conforming 30 Year  
Fixed

## Key Details

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

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



# Loan Amount 250k

Crystal Bortz, Loan Officer

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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

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

# Loan Amount 300k

Crystal Bortz, Loan Officer

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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

# Loan Amount 350k

Crystal Bortz, Loan Officer  
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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**

# Loan Amount 400k

Crystal Bortz, Loan Officer

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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*



# Loan Amount 450k

Crystal Bortz, Loan Officer  
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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*

# Loan Amount 500k

Crystal Bortz, Loan Officer

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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*

# 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.

### OTHER EVENTS

- Buyer workshops
- Client Appreciation
- Mini Workshops
- Charity events
- Team Building

> 702-575-2270

> [www.crystalschulz.com](http://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.



*Thank you for your time!  
I dedicate this booklet to you and your Real Estate Goals.*

# Crystal Bortz

## Trusted Mortgage Advisor

702-575-2270

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



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