



Your **simple** homeowner's loan kit

A step-by-step guide to homeownership

- Clear and consistent communication
- Relationships built on integrity and trust
- Outstanding customer service
- Close on time
- 100% committed to delivering the best home lending experience in the industry



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The do's and don'ts of a new mortgage



Do's

- **DO continue paying off debt** – Keep your debt ratio low.
- **DO explain any credit blemishes and credit inquiries** – Help get your mortgage approved.
- **DO submit all items requested by loan officer within 24-48 hours** – Get your loan closed on time.
- **DO provide documentation for the sale of your current home** – For example, your sales contract, closing statement, etc.
- **DO notify your loan officer if you plan to receive gift funds for closing costs** – FHA requires proof of a long-standing relationship.
- **DO notify your loan officer of any changes in employment or marital status** – For example, change of employer, recent raise, transfer, change of pay stubs, divorce, marriage, etc.
- **DO research and choose a homeowners insurance company and program** – Obtain them no less than five days prior to closing. Review your insurance documents to ensure your mailing address and property address are the same when purchasing/refinancing your primary residence.
- **DO notify your loan officer of any special circumstances with your closing** – For example, if you're utilizing a Power of Attorney, sending closing documents to you at a location other than the title company, etc.



Don'ts

- **DO NOT make major purchases prior to closing** – For example, a new car, furniture, appliances, electronics, etc. This may impact your ability to qualify.
- **DO NOT attempt to open or increase any liabilities including credit cards, signature loans, etc. during the loan process** – This may impact your ability to qualify.
- **DO NOT change jobs/employer** – First inquire about the impact this change would have on the approval of your mortgage.
- **DO NOT obtain and/or deposit unusually large sums of money without proper documentation within 60 days of closing** – FNMA/HUD guidelines require documentation as to the source of these funds. For example, copy of bonus check, copy of insurance settlement, gift letter, etc.
- **DO NOT close, open, or transfer any asset accounts without acquiring the proper documentation required for your loan file** – If you transfer all the funds in your stock account to your savings account, then documentation is required.

Loan checklist

Greetings! Thank you for considering Michael Keown at CrossCountry Mortgage, Inc. for your mortgage financing needs. We're a national direct lender and are a Fannie Mae, Freddie Mac, FHA, and VA direct lender. I'll work hard to earn your trust and business as a lifelong client. Our priority customer service and 17+ years of lending experience ensure you won't be let down!

I've put together a checklist for you since you'll need to assemble several documents for your home loan application.



Loan checklist

For all home loan applications:

- Acceptable ID (Copy of driver's license, ID, passport, or H1B work visa/green card)
- Paycheck stubs for the last 30 days
- Last 2 years' federal tax returns, all schedules, and/or W2s (all pages)
- Full copies of your last two months' bank statements (all pages)
- Copies of the most recent asset account statements for any retirement accounts, 401(k) plans, mutual fund accounts and/or IRAs (all pages)
- Contact info for your homeowners insurance









You may or may not be required to provide one or more of these documents:

- If self-employed: two years of personal and business returns, YTD profit & loss statement/balance sheet
- If you've ever declared bankruptcy: copies of all bankruptcy discharge papers
- If you've already made an offer for a home: copy of signed real estate contract
- If you've recently sold your previous home: settlement statement from sale of home
- If you pay child support or alimony: child support payment info, copy of divorce decree and/or separation agreement verifying how much you pay or receive each month
- Current mortgage statement, insurance, HOA statements, landlord information, etc.
- If applying jointly, each applicant must provide necessary documentation
- Sales contract (if applicable)

If you're applying for a VA Loan:

- Certificate of Eligibility from VA
- Copy of DD Form 214
- Name and contact of your nearest living relative

LOANOPOLY

<p>START HERE</p> <p>GO</p> 	<p>PRE-QUALIFY</p> <p>I review your credit report and income so you'll have a good idea of what you may be approved for later.</p>	<p>FIND A HOME</p> 	<p>PRE-PROCESSING</p> <p>I'll request documents from you and begin to prepare your loan for the processor and underwriter.</p>		<p>CONTRACT</p> <p>A signed sales contract between you and the seller is provided to the title company and our processing teams.</p>	<p>INSPECTION</p> <p>Inspect your potential property for structural, electrical, and plumbing issues.</p>
	<p>LOANOPOLY</p> <p>Important tips for winning the loan game</p> <ul style="list-style-type: none"> • Don't change jobs, become self-employed, or quit your job • Don't originate any inquiries on your credit report • Don't make any large purchases such as a car, furniture, etc. • Don't make large deposits without being prepared to explain and document the source of funds • Don't use credit cards excessively or be late on payments • Don't change bank accounts • Don't co-sign a loan for anyone • Don't spend your closing funds <p><i>I'll need a copy of your canceled earnest money check and an updated bank statement as soon as it clears your bank.</i></p>					<p>APPLY</p> <p>Meet with me to review and sign your loan application.</p> 
<p>FUNDING</p> <p>Title company requests funding. Once complete, you take possession. Time to move in and enjoy your new home!</p>						<p>PROCESSING</p> <p>Your main point of communication, my processor receives and reviews documents, appraisal, title insurance, tax certifications, and orders verifications. You need to order homeowner's insurance.</p>
<p>CLOSING</p> <p>Parties sign closing documents and meet funding conditions. This process takes about one hour.</p>						<p>APPRAISAL</p> <p>An independent, objective appraiser determines the market value of your home.</p>
<p>TITLE COMPANY</p> <p>The title company compiles all paperwork and draws up documents to be signed by all parties.</p>	<p>FINAL WALKTHROUGH</p> <p>You conduct a final walkthrough of the property to approve the condition of the house prior to signing closing documents.</p>		<p>CLOSING DEPARTMENT</p> <p>Closing documents and funds are finalized and sent to the title company. You find out the exact amount to bring to closing.</p>	<p>FINAL LOAN APPROVAL</p> 	<p>CLOSING CONDITIONS</p> <p>Underwriter reviews closing conditions and gives processor a list to complete your file. If all can be cleared, move ahead. If not, move back one space.</p>	<p>UNDERWRITING</p> 



Hear from our satisfied clients!

"Michael was great to work with on my loan. The whole team was great at communicating the entire process and made sure to talk me through the entire process. I am happy I called The Loan Singer and would refer them to a friend."

Not a paid testimonial

Purchasing your home does not need to be a stressful process

With The Loan Singer AKA Michael Keown with CrossCountry Mortgage, our experience and streamlined loan process helps you purchase your home quickly, easily, and stress free.



Finding my purpose to help others achieve the dream of homeownership, and building wealth in real estate is everything to me. Innovating the process to make that happen is just a part of seeing it through."



About Michael Keown

Born and raised in Buffalo, New York, with a passion for music, I love to give my clients an unforgettable mortgage experience. My signature style of blending my singing talents with customer service has provided me with the nickname "The Loan Singer!"

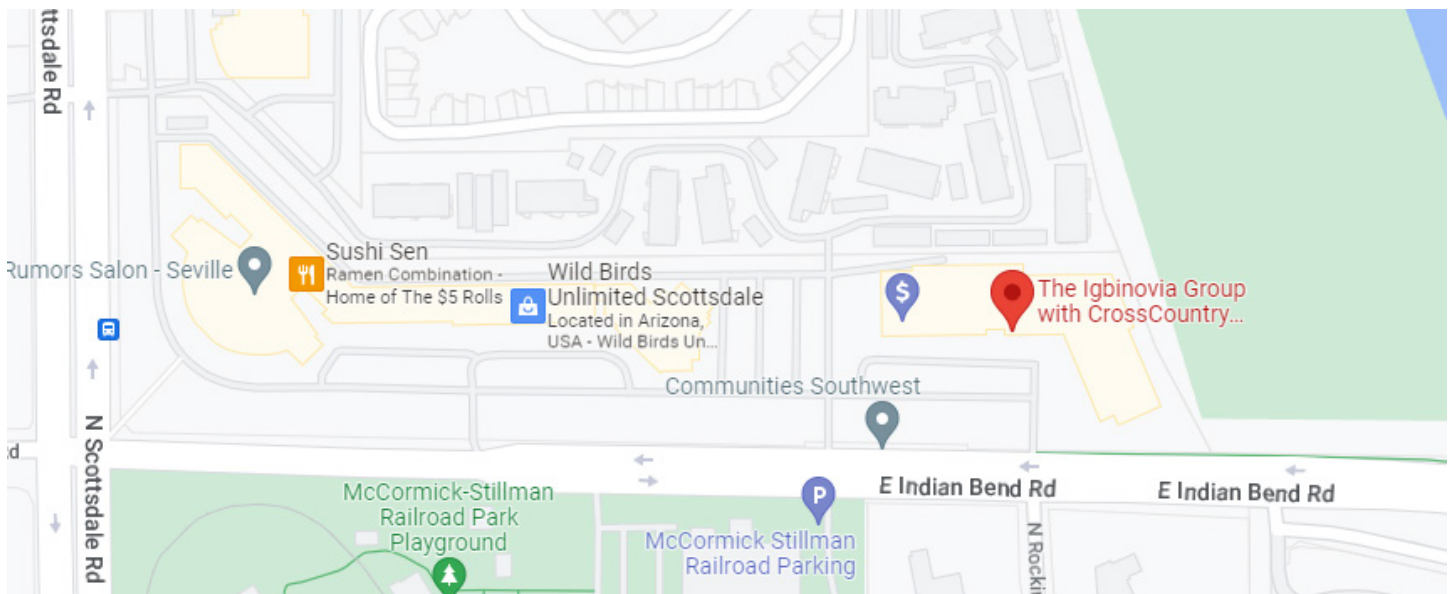
When you come to me for your home loan, I'll personalize the process. I'll take the time to understand and listen to your goals and priorities to offer the best option that is catered to your unique situation. Whether you are looking for a more traditional conventional, FHA, USDA, or VA loan or need something more outside the box, I offer a range of options to help you get ahead of your home financing goals. As your dedicated loan officer, you can be sure I'll provide you with the support you need and answer all your questions. Coming from a Buffalo Bills fan, let's score a touchdown on a mortgage plan fit for you.

Your loan appointment

At your loan appointment, you will obtain:

- Your available home loan programs
- Monthly home loan payment options
- A review of your credit report
- Pre-qualification letter
- A list of missing items and next steps

I look forward to meeting you!



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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. CrossCountry Mortgage, LLC NMLS3029 NMLS2406720 (www.nmlsconsumeraccess.org). Main Office Licensed as a Mortgage Banker with the Arizona Department of Financial Institutions No. 0919020. CrossCountry Mortgage, LLC is an FHA Approved Lending Institution and is not acting on behalf of or at the direction of HUD/FHA or the Federal government. CrossCountryMortgage, 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. Subject property and borrower income and credit must qualify to USDA guidelines. 24LO_86aza7q1t