NAYLOR HOME LOANS | Powered by BARRETT FINANCIAL GROUP

# Homebuyers Guide

## Unlock the door to your dream home.

# MEET JEFF NAYLOR

Since 2004, Jeff Naylor has been guiding homebuyers through the lending process with a focus on education, trust, and long-term success. His philosophy is simple: your mortgage isn't just a loan—it's a key component of your overall wealth-building strategy.

Jeff and his team take a holistic approach, aligning your mortgage with your broader financial goals and equipping you with the tools and insights to make confident, informed decisions.

He leads with education, believing that every client relationship should begin with clarity and strategic insight. Jeff's clients benefit from annual financial check-ins, regular updates on home equity and market trends, and access to a trusted network of financial professionals.

A Northwest native and former collegiate athlete, Jeff brings a team-first mindset and a deep commitment to service, strategy and lasting relationships. Whether you're buying your first home, refinancing, or building your investment portfolio, Jeff is a skilled guide through every stage of your mortgage journey.

NAYLOR HOME LOANS | Powered by BARRETT FINANCIAL GROUP

★★★★★

## Jeff Naylor's

# CLIENT TESTIMONIALS

*"Jeff is fantastic to work with and I can't thank him enough for all his help in purchasing my first home! He was instrumental in helping with the buying process and moved extremely quickly to ensure a quick close. Any time I had a question – which was often – Jeff would respond right away or hop on a call to make sure I had what I needed to be informed. I learned a lot throughout the whole process, largely because of his expertise and guidance. I highly recommend working with him!"*

**- GABE T.**

*"Jeff is the best! He's been our mortgage broker since 2014 and his market knowledge, quality of service, attention to detail, trustworthiness and reliability has been consistently excellent all this time. He's also very friendly! Jeff secured loans for us for income property and single-family homes. We followed him from a previous employer of his, and still go to him even after we moved to a different state. He's a truly exceptional professional and everything you could want in a loan officer. I wholeheartedly recommend him to first time home buyers and to buyers and homeowners who've been to their fair share of rodeos. Jeff will get it done, and get it done well with your best interest at heart"*

**- HEATHER W.**

*"As a first time and first gen homebuyer, Jeff was definitely the best lender to work with. He was extremely patient with me and answered all of my questions in great detail, but also in a way that was easy for me to understand. He made sure that everything went through as smooth as possible, even through my indecisiveness. I appreciate his help and guidance and will recommend him to everyone that wants to purchase a home. Thank you, Jeff!!"*

**- ARIEL O.**

NAYLOR HOME LOANS | Powered by BARRETT FINANCIAL GROUP

# Get a Smart Start

There is a lot to consider when buying a home, especially for the first time. Knowing how much you can afford makes searching for the right home faster and easier.

NAYLOR HOME LOANS | Powered by BARRETT FINANCIALGROUP

# You're working with **a winning team.**

**We close loans quickly (even the really hard ones) and turn clients into raving fans in the process.**

## Originator Highlights

- Digital Mortgage Application
- Fully Underwritten Pre-approvals
- Industry Leading Closing Times (14 business day close guarantee)
- Local Support
- Licensed in 49 states
- In-house Appraisal Panel
- Industry Relations (MBA, NAHREP, VAREP)

## Why Us?

With 150+ lending partners, we shop your scenario across the market instead of forcing it into one box. That breadth, plus our knowledge and commitment to service, makes us the right place for your home loan.

### We Move Fast

12 days average clear to close

### 150+ Lending Partners

Access to 100s of loan products

## We're Local

### Unparalleled Local Presence

- Relationships are our #1 priority
- Our local teams are here to help 24/7
- In-person events are our specialty

### Homebuyer Educational Events

- First-Time Homebuyer workshops
- Community events
- Homebuying process educational materials

NAYLOR HOME LOANS

Powered by BARRETT FINANCIALGROUP

# Benefits to Home Buyers

### EQUITY
Opportunity to build equity over time.

### PROFIT
If your home's value increases, you could sell to make a profit.

### TAX BENEFITS
Tax write-offs available.

### UPGRADES
Ability to make changes to your property.

### INVESTMENT
Your home can be passed down to your children/family.

# A product for everyone.

Naylor Home Loans is a one-stop shop that offers loan products for every type of client. No matter how unique a situation, we have the right home loan solution. Some of these options are Non-Qualified Mortgage (Non-QM) loans for self-employed borrowers, programs for first-time homebuyers, as well as loans for savvy real estate investors and those looking for vacation homes.

**CONVENTIONAL**
Low down payment, convenient monthly payment

**USDA**
Zero down loans for rural areas

**NON-QM**
For self-employed borrowers

**FHA**
Great for first-time homebuyers

**JUMBO**
Loans up to $4 million

**VA**
Zero down for those who served our country

**DOWN PAYMENT ASSISTANCE**
Assistance for those who qualify

**INTEREST ONLY**
Gives buyers more control over cash flow.

**PURCHASE PROTECTION PLUS**
Allows buyers to lock in a rate while they shop for a home

NAYLOR HOME LOANS

Powered by BARRETT FINANCIAL GROUP

# The Homebuying Process

**STEP 1:**
Get pre-approved for a home loan

Imagine your dream home

Start home hunting with your Real Estate Agent

Make an offer on your dream home

Negotiate price & terms, and get your offer accepted!

Negotiate any needed home repairs

Coordinate appraisal & home inspection

Sign loan & closing documents

**MOVE IN!**

NAYLOR HOME LOANS | Powered by BARRETT FINANCIAL GROUP

# Key Players in the Homebuying Process

## Loan Officer

- Prequalifies you to determine how much you can borrow to buy a home.
- Explains all loan options before you make any big decisions.
- Collects any necessary documentation to help fund your loan.

## Real Estate Agent

- Listens to your needs and helps you find exactly what you're looking for in a home.
- Researches market trends to help you make the right offer.
- Keeps you informed on filling out paperwork and meeting deadlines.

## Insurance Agent

- Assesses your needs to help you find the best home owner's insurance for your situation.
- Provides proof of insurance to your lender.

## Title & Escrow Officers

- Ensures that there are no discrepancies related to the title of deed of the home.
- Checks and finalizes documentation before funds for the sale are transferred.

## Home Inspector

- Inspects the home for damages or issues.
- Helps evaluate what needs to be fixed or replaced.
- Provides reports that help determine whether you should move forward or re-evaluate the terms of the sale.

## Appraiser

- Compares different criteria to determine the home's value.
- Estimates the market value of the home.
- Measures your chosen home up against surrounding homes.

NAYLOR HOME LOANS | Powered by BARRETT FINANCIALGROUP

# Pre-Approval Documentation*

- Driver's license and Social Security card
- Last 30 days paychecks and/or previous years W2s & tax returns
- Previous years business tax returns (if self-employed) & Proof of additional income.
- Child support, alimony, disability, & retirement
- 2 Monthly bank statements, quarterly brokerage statements (all Pages)

*additional documentation may be required.

# MORTGAGE CHEAT SHEET

## DEFINITIONS

**BORROWER -** Person(s) whose name(s) appear on loan doc

**EARNEST MONEY -** Money paid to confirm a purchase contract to show that an offer is serious and made in good faith.

**ESCROW -** Account managed by loan servicer. Hold money to pay taxes and insurance.

**MORTGAGE INSURANCE -** Protects the lender and is required on all FHA and conventional loans with a down payment that is less than 20%

**UNDERWRITING -** A process used to determine if the risk of offering a mortgage loan to a particular borrower under certain parameters is acceptable

**CLOSING COSTS -** Costs that the borrower must pay at the time of closing in addition to the down payment. Also known as Settlement Costs.

**PRE-APPROVAL -** A lender's preliminary evaluation of a potential borrower's financial situation to determine if they are likely to be approved for a loan. A more comprehensive process.

**PRE-QUALIFICATION -** A more rough estimate of how much mortgage a borrower may qualify for without requiring a credit check or extensive review of financial situation. A faster, less detailed process.

## PAYMENT BREAKDOWN

Your mortgage is based on a variety of factors, including your down payment, credit score and property taxes.

**PRINCIPAL-** Amount of money borrowed, not including interest, to purchase the home.

**INTEREST** - Percentage charged for the use of borrowed money.

**TAXES** - Decided by the municipality you live in and is based on the property's value.

**INSURANCE** - Homeowner's insurance and possible mortgage insurance varies by loan product.

NAYLOR HOME LOANS | Powered by BARRETT FINANCIALGROUP

# Top 10 Don’ts

## During The Home Buying Loan Process

Make sure nothing gets in the way of achieving your home financing goals. Some DON’Ts may seem obvious, but others not so much. Check out this list to make sure you avoid the Top 10 DON’Ts during the process of buying or refinancing.

### 01

***Dont:*** Co-sign on any debt with relatives or friends.

***Why?*** This impacts the home buyer's purchasing power and debt-to-income (DTI) ratio. Cosigners are responsible for the debt if the primary borower defaults and that debt is considered when determining how much home the buyer can afford.

### 02

***Dont:*** Transfer money between accounts, unless receiving complete documentation from your bank itemizing all transfers.

***Why?*** This is a risk management issue. Lenders typically find large, undocumented deposits made during the mortgage process suspicious.

### 03

***Dont:*** Withdraw or deposit large sums into your checking or savings accounts unless absolutely necessary.

***Why?*** Similarly to #2, lenders are obligated to scrutinize the source of funds and may find cash not present during the pre-approval process suspicious.

### 04

***Dont:*** Make any career moves.

***Why?*** Most lenders require two years with the existing employer to approve lending. If a borrower jumps from employer to employer, the lender may feel there is an increased risk of default and increase the interest rate or deny funding outright.

### 05

***Dont:*** Allow your bank account balances to go into the negative, even if you have overdraft protection.

***Why?*** Overdrawing basic bank accounts may raise concerns about the borrower's ability to make the mortgage and/or cover unforseen home expenses and home ownership expenses that may arise.

### 06

***Dont:*** Apply for new credit in any form, or apply for credit to consolidate.

***Why:*** Hard Credit Inquiries recently opened accounts can adversely affect your credit scores and impact your DTI, depending on your situation.

### 07

***Dont:*** Have a friend or relative pay for anything related to the purchase of the home; including appraisal, earnest money, down payment, etc.

***Why?*** Gifts are only allowed under certain guidelines.

### 08

***Dont:*** Keep cash in a safe or overseas account if you plan to use these funds as a down payment.

***Instead:*** Inquire about how and when would be the best time to put your funds into your U.S. bank account if needed.

### 09

***Dont:*** Close credit card accounts.

***Why?*** If you close a credit card account, it may appear that your debt ratio has gone up.

### 10

***Dont:*** Give your personal information to anyone else who might run your credit report.

***Why?*** Credit inquiries may hurt your score.

NAYLOR HOME LOANS | Powered by BARRETT FINANCIAL GROUP

# Understanding What Drives Mortgage Rates

**EMPLOYMENT PATTERNS**

The number of jobs available and the rate businesses and operations hire new employees impact the average interest rates seen across the nation. The Mortgage Reporter noted strong employment growth will likely also drive up interest rates while a weak job report will keep rates low.

**THE STOCK MARKET**

The stock markets will impact both the Bond and real estate markets directly. Interest rates will reflect the condition of the stock market, according to The Truth About Mortgage.

**THE FEDERAL RESERVE**

When money is pulled out of the monetary system, the Fed likely anticipates inflation and interest rates will increase as a result. If cash is added to the monetary system to help stimulate the economy, interest rates will likely decrease.

**GLOBAL IMPACT**

The average interest rate will also fluctuate in tandem with geopolitics and other events that occur globally. Mortgage rates will also decrease if natural disasters, such as hurricanes and earthquakes, occur anywhere across the globe.

**SCORING A LOW INTEREST RATE**

When the employment situation and economy improve, you can expect rates to spike. While economic factors impact the average interest rate, you can control certain elements and help secure a lower interest rate for a home loan.

**CREDIT SCORE CONTROL**

Low interest rates go to individuals who provide more favorable borrower qualifications. Try improving your credit score as much as you can prior to sending in your home loan application.

**DOWN PAYMENTS**

While there are plenty of low down payment options available to qualified borrowers, providing a more substantial down payment can help you secure a lower interest rate and ultimately save you more money over the life of the loan.

**SIZE OF THE LOAN & LOCATION OF HOME**

The amount you ask for when applying for a home mortgage can impact the interest rate. A larger loan will usually also be accompanied by a higher interest rate. This is because paying back the loan will likely take longer and there is more at stake for the lending organization.

Sources: Brafton Editorial, The Mortgage Reporter & The Truth About Mortgage.

NAYLOR HOME LOANS | Powered by BARRETT FINANCIAL GROUP

NAYLOR HOME LOANS | Powered by BARRETT FINANCIAL GROUP

# Don’t Believe These Mortgage Misconceptions

There are numerous misconceptions about mortgages, and we, at Naylor Home Loans, recognize that some of these misconceptions may deter buyers from exploring their home loan options! Below, we've highlighted a few of them you should be aware of.

| Common Misconceptions | | Facts |
|---|---|---|
| • You need a 20% down payment to purchase a home. | → | • Your down payment can be as low as 3.5% with an FHA loan, 3% with a Conventional loan, 0% with a VA loan,* or 0% with a USDA loan.** |
| • You need a FICO score of 620 to purchase a home. | → | • A credit score as low as 580 may be accepted. |
| • Your DTI (Debt-To-Income Ratio) has to be less than 40%. | → | • A DTI as high as 50% may still qualify for conventional loans. |

# BREAK OUT OF YOUR RENT RUT

Financing a home, where you can build significant equity over time, has been a proven way to build wealth, as opposed to paying rent. We're mortgage lenders in the business of helping people achieve their homeownership dreams!

## RENT ACCUMULATION

| Monthly Rent | 10 Years | 20 Years | 30 Years |
|---|---|---|---|
| $2,000 | $240,000 | $480,000 | $720,000 |
| $2,500 | $300,000 | $600,000 | $900,000 |
| $3,000 | $360,000 | $720,000 | $1,080,000 |
| $3,500 | $420,000 | $840,000 | $1,260,000 |

**Instead of enriching landlords, chart a course toward homeownership and the lifelong benefits it can provide.**

### BENEFITS MAY INCLUDE

- Predictable monthly payments
- Opportunity to accrue equity, which helps build wealth
- Freedom to fix up your home as you wish
- Potential Tax Advantages*


Jeff Naylor, Mortgage Loan Originator, NMLS #278947. 4800 NW Camas Meadows Dr Ste 260, Camas, WA 98607. Phone: (503) 358-6551.
Consult your tax advisor about the deductibility of mortgage interest or making any decisions about taking out a home equity loan or related to the tax benefits of owning a home.

# Building your Credit Score

Your credit score is a 3-digit number, between 300 and 850, that reflects your willingness to repay debt otherwise known as your creditworthiness.

- Start small, and pay your charges in full at the end of the month.
- Pay your bills on time and keep charges well within your limit.
- Read your credit report regularly.
- Consider getting a secured credit card, after 6 months request a limit increase.

# How Long is Long Enough?

While serious derogatory credit events are not ideal, they're not the end of your homebuying journey -- they're just a new beginning. The table below compares the amount of time that must elapse after a serious derogatory credit event.

| | CONVENTIONAL | FHA | VA (UP TO $1.5M) | USDA |
|---|---|---|---|---|
| **CHAPTER 7** | 4 Years | 2 Years | 2 Years | 3 Years |
| **CHAPTER 13** | 2 years from discharge date or 4 years from dismissal date | 12 months since filing date (no late BK payments and permission from BK court required) | 12 months if paid as agreed with BK court approval if not dismissed | 12 months since filing date (no late BK payments and permission from BK court required) |
| **FORECLOSURE** | 7 Years | 3 Years | 2 Years | 3 Years |
| **SHORT SALE / DEED IN LIEU** | Typically, 4 years seasoning | Typically, 3 years (may allow 2 years if borrower was not late prior to short sale and was not trying to take advantage of the market) | Underwriter Decision | 3 Years |
| **LOAN MODICATIONS** (only applies to subject property) | No seasoning | No seasoning, must meet all terms of agreement | Underwriter Decision | No seasoning, must meet all terms of agreement, including occupancy |
| **CONSUMER CREDIT COUNSELING** | No seasoning | No seasoning | Typically at least 1 year with permission from counseling agency | Typically at least 1 year with permission from counseling agency |

NAYLOR HOME LOANS | Powered by BARRETT FINANCIALGROUP

# Did You Receive **Additional Funds** Beyond Your Base Pay?

## Examples:

- Overtime
- Commission
- Bonuses
- Second Job
- Seasonal Work
- Retirement
- Social Security
- Large Investments

# Down Payment & Closing Costs

Savings/Assets Must be Documented

No Unsecured Assets May Be Borrowed

Gift Funds Acceptable

## Low Down Payment Options

### FHA

- Low Down Payment
- Fixed-rate

### Conventional

- Fixed and Adjustable
- Purchase or Refinance

### VA (No Down Payment)

No Down Payment or monthly mortgage insurance


Jeff Naylor, Mortgage Loan Originator, NMLS #278947. 4800 NW Camas Meadows Dr Ste 260, Camas, WA 98607. Phone: (503) 358-6551.

NAYLOR HOME LOANS | Powered by BARRETT FINANCIALGROUP

# Closing Reminders for a Smooth Process

Congratulations! You have almost reached the finish line! As you near your closing appointment to finalize your new home purchase, we wanted to bring some items to your attention.

**Reach out today with any questions.**

## Pre-Closing Reminders

- Arrange all utilities for the new home
- Get your cashier's check or wire made out to the title company ready to bring to closing
- Your exact total for closing will be provided at least one day prior to closing.
- Be prepared to sign many loan & title closing documents!

## At Closing Reminders

- Bring at least one valid government issued photo ID with you.
- If you are married, your spouse must attend closing and sign papers, even if he/she is not listed on the mortgage. If you are signing with a Power of Attorney, you must have the ORIGINAL with you.
- If you have a VA loan, you must have the ORIGINAL termite inspection report with you.
- Transaction will be final once all parties have signed and we authorize funding.

## At Closing Reminders

- Apply for any property tax exemptions that apply to you between January 1 and April 30 of next year. Some exemptions (i.e. over 65) are available immediately upon closing, so be sure to check with your county. Forms are located at your state's government website.
- You will receive the owner's title policy and original warranty deed from title in a few weeks.
- Change the address on your driver's license at your state's government website.
- Change your address at www.usps.com

# Ready to take the next step?


1. Collect all documents.
2. Discuss your goals & qualifications with one of our licensed Loan Officers.
3. Have an Underwriter review documentation.
4. Naylor Home Loans will issue a Pre-Approval Letter.
5. Use your Pre-Approval letter to let sellers know your loan can be closed.