

Charlie Rutherford

Professional Mortgage Lender

Your Mortgage Concierge Package

We Are Mortgage Planners

We've developed a special program that simplifies the mortgage loan process.

It provides unique tips to help successfully guide you through the home buying process and strategies to help you achieve your long-term financial goals.



Charlie Rutherford

PROFESSIONAL MORTGAGE LENDER

Office: 760.635.2569 - Fax: 760.635.7597

Charlie@CoastalLenders.com

NMLS #226472



www.CoastalLenders.com

MORTGAGE TIMELINE



SUNDAY

MONDAY

TUESDAY

WEDNESDAY

THURSDAY

FRIDAY

SATURDAY

APPLY FOR LOAN

Meet with your lender to complete your loan application. Provide the items listed on the "What Items Are Needed" handout.

YOU'RE APPROVED

Congratulations! Your loan is pre-approved. The pre-approval letter will be sent to you and your agent.

YOU FOUND IT

Find the perfect home and make an offer.



OFFER ACCEPTED

Your agent will forward the Earnest Money Agreement (sales contract) to your lender for review.

HOME INSPECTION

It's time to order the home inspection. Your agent may have a good referral if you need one.

LOCK THAT LOAN

If you have not discussed locking in a rate with your lender, now is a good time to do so.

GREAT NEWS

The home inspection is complete. Negotiate any necessary repairs with the seller.

APPRAISAL

It's time for your lender to order the appraisal.

HOME INSURANCE

Contact a home-owner's insurance agent and secure a quote for the premium.

APPRAISER VISIT

The appraiser will provide a property value based on comparable home sales in the neighborhood.

APPRAISAL DONE

The appraisal will be sent to your lender for review.

MISSING ITEMS

Your lender will request any missing items that may be needed for final loan approval.

FINAL REVIEW

The appraisal and all updated income and asset documents will be reviewed by the underwriter.



FINAL APPROVAL

You receive final loan approval! Your lender will now order loan documents and send them to the title company.

TITLE COMPANY

The title company will work up your final "cash to close" numbers and schedule a time for you to sign your loan documents.

CASHIER'S CHECK

You will bring any additional required funds to the signing in the form of a cashier's check. You will sign loan documents at the title company.

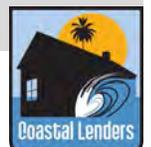


CONGRATULATIONS

Your loan funds and the mortgage is recorded. You are now a homeowner!

Your First Mortgage Payment

Once your loan funds, you will have between 30-60 days before your first payment is due. For example, a loan that funds September 18th will have a first payment due date of November 1st.





Commitment to Communicate Agreement

This agreement ensures that I, Charles S Rutherford, Mortgage Loan Originator have thoroughly explained and presented all communications, services, and processes that will be offered to you, _____ during your lending experience.

Our "Mortgage Concierge Process is outlined below:

- Mortgage Timeline - The Perfect Loan Process
- The Coastal Lenders Service Statement - The Power of Team Work
- **Watch my 4-Part Video Series on the "Perfect Loan Process"** at www.CoastalLenders.com/apply
- Commitment to Communicate Agreement Receipt (this page)
- Client Testimonials
- Items Necessary To Process Your Loan - Loan Application Checklist
- Mortgage Payment Breakdown / Mortgage Options
- Interest Rate Lock Disclosure - Understanding the Rate Lock Process
- Tips For A Smooth Loan Approval - The Dos and Don'ts Handout

We will call you and your REALTOR® ONCE weekly to update you on your loan status

Notes:

I hereby agree that all communications, services, and processes will be provided by myself throughout the entire funding experience.

Mortgage Professional

Date





Items Necessary to Process Your Loan

We are genuinely interested in helping you obtain the financing necessary to acquire the home you have selected or to refinance your current home without delay. In order to expedite the processing of your loan, we request that you bring all forms and information listed below to your appointment or fax/scan prior to our meeting.

- Pay stubs covering the most recent one month period (must be computer generated and show the YTD earnings and deductions)
- W2s for the most recent two years
- 1040s (Personal Federal Tax Returns) for the most recent two years
- Photo copy of a valid U.S. picture ID (or bring the ID with you to your appointment for photocopying)
- Bank statements for the most recent two months for all checking and savings accounts
- Asset account statements (IRA, 401K, investment accounts, etc.) for the most recent two months
- The contact information of the company through whom you will get Homeowner's Insurance

If applicable:

- Bankruptcy papers (including all pages and discharge paperwork)
- Divorce decree or child support court order

If self-employed:

- Business Tax Returns for the most recent two years
- CPA letter documenting minimum two years of self-employment with positive continued outlook for business.
- Business licenses for most recent two years





MORTGAGE PAYMENT BREAKDOWN

WHAT'S IN YOUR MORTGAGE PAYMENT?

A mortgage payment consists of four components:

P



PRINCIPAL

The original amount of money owed

I



INTEREST

The charge for the use (loan) of money

T



TAXES

These are assessed by your county; your lender typically pays your taxes

I



INSURANCE

Your homeowners insurance; you pay 1/12 the annual premium each month



There are several factors, including how much of a down payment you make and the program you choose that determine how much your monthly mortgage payment will be.

EXAMPLES

1

Conventional - 30-yr Fixed, 20% Down

Home Price: \$200,000
Down Payment: 20% (\$40,000)
Program/Rate: 30 yr fixed @ 3.625%
Property Tax: 1%
Homeowners Insurance: \$800/yr

PAYMENT BREAKDOWN:
Principal & Interest: \$727
Property Taxes: \$200
Homeowners Insurance: \$67

Monthly Payment: \$994

2

Conventional - 15-yr Fixed, 20% Down

Home Price: \$200,000
Down Payment: 20% (\$40,000)
Program/Rate: 15 yr fixed @ 3.625%
Property Tax: 1%
Homeowners Insurance: \$800/yr

PAYMENT BREAKDOWN:
Principal & Interest: \$727
Property Taxes: \$200
Homeowners Insurance: \$67

Monthly Payment: \$994



3

FHA - 30-yr Fixed, 3.5% Down

Home Price: \$200,000
Down Payment: 3.5% (\$7,000)
Program/Rate: 30 yr fixed @ 3.625%
Property Tax: 1%
Homeowners Insurance: \$800/yr

PAYMENT BREAKDOWN:
Mortgage Insurance Premium: \$88
Principal & Interest: \$727
Property Taxes: \$200
Homeowners Insurance: \$67

Monthly Payment: \$994

4

Conventional - 30-yr Fixed, 5% Down

Home Price: \$200,000
Down Payment: 5% (\$10,000)
Program/Rate: 30 yr fixed @ 3.625%
Property Tax: 1%
Homeowners Insurance: \$800/yr

PAYMENT BREAKDOWN:
Private Mortgage Insurance: \$88
Principal & Interest: \$727
Property Taxes: \$200
Homeowners Insurance: \$67

Monthly Payment: \$994

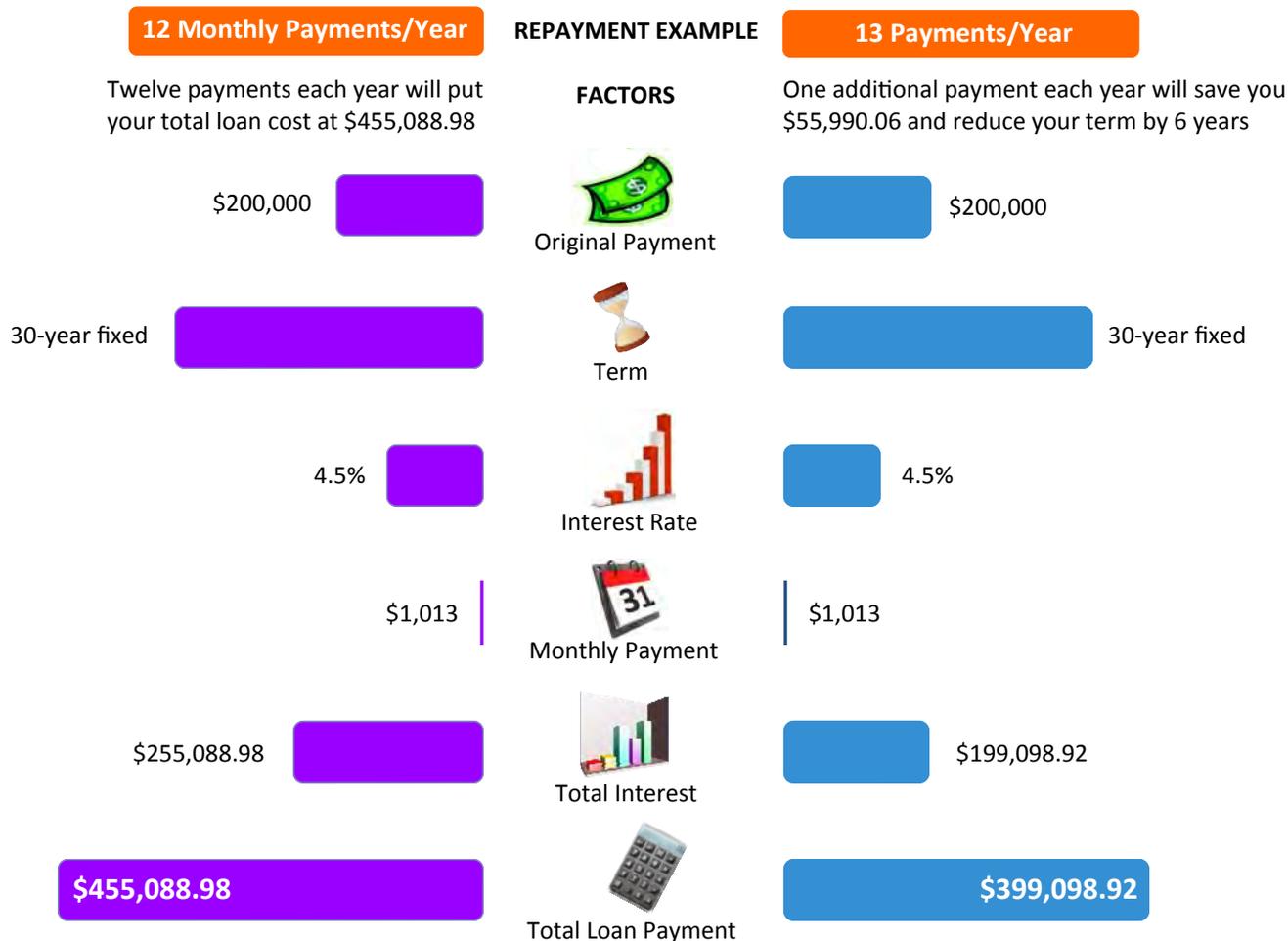
THE SIZE OF YOUR DOWN PAYMENT



The amount of your down payment may impact how many loan program options are available to you. In addition, depending on the amount of your down payment, you may be required to have private mortgage insurance.

ADDITIONAL MORTGAGE PAYMENTS MATTER

Making one additional mortgage payment per year can save you thousands of dollars and help you pay off your loan in less time.



HOW CAN YOU FIND MONEY FOR THIS EXTRA PAYMENT?



If you're paid every two weeks, that means you receive a paycheck 26 times a year. You only need to make twelve mortgage payments each year. If half of one of your paychecks goes towards your mortgage, you end up using only 24 of those paychecks for your mortgage. That leaves two extra paychecks you can apply towards your mortgage.

Mortgage Consultant, Loan Originator NMLS#226472
 Direct 760.635.2569
 Fax 888.742.7059
 Charlie@CoastalLenders.com
 www.CoastalLenders.com



Charlie Rutherford
 Professional Mortgage Lender



Read What Clients & Real Estate Agents Are Saying About Charlie...

"I had many friends that have recommended Charlie. His service was better than "world class"! The flexibility that Charlie displayed with our many changes in the loan amount stands out the most. He made the paperwork very workable and easy. I would highly recommend him."

- Lori Chapman

"Good service. Available when I called. Responsive!"

- Michael Jones

"Charlie showed a real professional attitude...I had difficult credit and he worked very hard for me...he pushed the envelope and got me a great mortgage."

- Harvey H.

"He continued to stay ahead of the game-great updates! Charlie is very professional and yet easy to talk to."

- Joseph and Odette Kuhn

"He made sure I got the best deal."

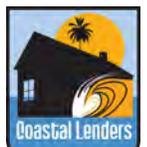
- Andras and Rosemary Kovacs

"Charlie genuinely cares and it shows. His commitment to "for the good of all" is comforting. Thank You."

- Adrian Johnson

"Charlie handled everything and was very honest!"

- Norbert and Judy Goulart





Interest Rate Lock Disclosure

What is a rate lock?

A rate lock is an agreement between you (the borrower) and us (the lender) that a specific interest rate will be provided to you for a specific period of time (the rate lock period).

When is my rate locked?

We will confirm and lock your interest rate with your verbal or written authorization.

What if rates go up before I close my loan?

Once your rate is locked, we immediately purchase money from our investors for you at that specific rate. As long as your loan application is approved and all the other terms and conditions or the approval requirements are met, this money will be available to you at your loan closing regardless of market conditions after you have locked your rate. If interest rates have increased, you are protected and can be assured that your locked rate will be honored on your loan papers on the date of closing. We will NOT ask you to pay a higher interest rate simply because the market has worsened.

If rates appear to be dropping, why shouldn't I wait to lock a rate?

Ask yourself what would be more disappointing: locking a rate and finding that you may have missed a lower rate or NOT locking your rate and finding that rates have increased? It is our objective as advisors to assist you in determining an optimal time to lock an interest rate given our professional assessment of market conditions as well as your objectives as our client. We may not be able to catch the very lowest rate every time, however, trying to time the market is a risky game. Far too often the market can and does spike sharply leaving many clients wishing they would have locked in a rate. Keep in mind that if rates continue to fall, you can always refinance your loan, subject to our Post-Closing Refinance Policy.

How soon can I refinance my rate after closing?

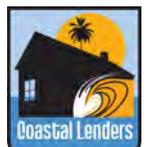
As lenders, our contractual agreement with our investors requires that the loans we originate stay on their books for at least 120 days. If the loan is paid off within that period of time (i.e. through a refinance), we must return the compensation we received for our services on the initial loan. While we cannot prevent you from refinancing during the first 120 days, we can only ask you in good faith if you would refrain from doing so.

By signing below, you are acknowledging that you have read and agree to the terms of our rate lock policy agreement. This is NOT a commitment to lock your rate at this moment.

Applicant's Signature

Co-Applicant's Signature

Date





Tips For a Smooth Loan Approval

These DOs and DON'Ts will help avoid any delays with your loan approval.

MOST IMPORTANTLY: DO NOT GIVE YOUR SSN OUT FOR THE NEXT 30 DAYS!

- DO** continue making your mortgage or rent payments on time
- DO** stay current on all existing accounts (even if you're paying them off)
- DO** continue to work for the same employer
- DO** continue to use the same insurance company
- DO** continue living at your current residence
- DO** continue to use your credit cards as normal
- DO** call us if you have ANY questions

- DON'T** make a major purchase (car, boat, furniture, jewelry, etc.)
- DON'T** apply for new credit (even if you're pre-approved)
- DON'T** open a new credit card
- DON'T** transfer any balances from one account to another
- DON'T** pay off any collections or accounts without first consulting us
- DON'T** close any credit card accounts
- DON'T** change bank accounts or banks
- DON'T** max out or overcharge your credit cards
- DON'T** consolidate your debt onto fewer credit accounts
- DON'T** take out a new loan
- DON'T** start any home improvement projects
- DON'T** finance any elective medical procedure
- DON'T** open a new cell phone account
- DON'T** join a fitness club

If you encounter a special situation, it is best to mention it to us right away so we can help you determine the best way to handle it in order to achieve your financial goals.



HOME MORTGAGE CONCIERGE PROGRAM

Mortgage Planning Questionnaire

1

Purpose of Loan: Purchase Refinance (cash out) Refinance (no cash out)

Borrower

Co-Borrower

Full Name _____

Full Name _____

Soc. Security #: _____ Date of Birth _____

Soc. Security #: _____ Date of Birth _____

Phone (cell) _____ (w) _____

Phone (cell) _____ (w) _____

married unmarried divorced Years of school _____

married unmarried divorced Years of school _____

of dependents _____ Ages _____

of dependents _____ Ages _____

Present address _____

Present address _____

own rent Years at this address _____ Rent/Mortg. Pmnt _____

own rent Years at this address _____ Rent/Mortg. Pmnt _____

Previous Address (if less than 2 yrs. Above) _____

Previous Address (if less than 2 yrs. Above) _____

Employer _____

Employer _____

Address _____

Address _____

Position _____ Work Phone _____

Position _____ Work Phone _____

Years on this job _____ Years in this line of work _____

Years on this job _____ Years in this line of work _____

Gross Monthly Income _____ Annual Bonuses _____

Gross Monthly Income _____ Annual Bonuses _____

Current Housing Expenses:

Current Housing Expenses:

Rent _____ Mortgage _____ Taxes _____

Rent _____ Mortgage _____ Taxes _____

Insurance _____ Mtg. Insurance _____ H-O Dues _____

Insurance _____ Mtg. Insurance _____ H-O Dues _____

Assets:

Assets:

Checking/Savings/Other Investment Accounts

Checking/Savings/Other Investment Accounts

Bank Name _____ Balance _____

Approx. Value of Retirement Accounts (401K, etc) _____

Approx. Value of Retirement Accounts (401K, etc) _____

Automobiles owned (year, make, model) _____

Automobiles owned (year, make, model) _____

Please list any other assets owned, real estate owned, or additional money earned (stocks, bonds, real estate, boats, time shares, child support, etc).

Please list any other assets owned, real estate owned, or additional money earned (stocks, bonds, real estate, boats, time shares, child support, etc).

E-mail address _____

E-mail address _____

HOME MORTGAGE CONCIERGE PROGRAM

Mortgage Planning Questionnaire

2

NEW LOAN INFORMATION:

1. Names (full) that will appear on title: _____
2. How do you wish to be communicated with: phone e-mail text mail / preferred _____
3. Have you served in the US Armed Forces? yes no Are you a disabled Veteran? yes no
4. Have you owned a home in the last 3 years? yes no Have you ever owned a home? yes no
5. Are you wanting to purchase a home as: Primary residence 2nd Home Investment Property
6. Term of mortgage that you request (30, 25, 20, 15, 10, 5 years): _____ or undecided _____
7. Type of mortgage you prefer: Fixed ARM Interest Only Princ./Interest Pay-off Undecided
8. Would you prefer to pay taxes and insurance with your monthly mortgage payment? yes no
9. Do you prefer to have the seller pay your closing costs? yes no
10. If you rent, please provide the following information: Name of Landlord _____
Phone _____ Date of Current Lease _____
11. Please rate your credit score as poor, just ok, excellent - _____
If applicable, would you like information on credit restoration yes no
12. Have you had any judgments, lawsuits, bankruptcies (last 10 yrs.), foreclosures (last 7 yrs.)? yes no
13. Purchase price range \$ _____ Desirable monthly mortgage payment \$ _____
14. Down payment amount \$ _____ or percent down _____%
15. Down payment will come from _____
(ex. checking, savings, investments, sale of stock, sale of home, 401(K) loan, gift funds, bonus, etc.)
16. If owned, is your current resident listed for sale? yes no If listed, with whom _____
Under contract? yes no Sale price \$ _____ Original purchase price \$ _____
Year built _____ Bedrooms _____ Bathrooms _____ Sq. Feet _____
17. Who can we thank for referring you to meet with Charlie Rutherford? _____
18. Is there anything that you would like to know about me before allowing us to serve you? _____

HOME MORTGAGE CONCIERGE PROGRAM

Mortgage Planning Questionnaire

3

MORTGAGE ANALYSIS

1. As a Mortgage and Credit Consultant, my goal is to ensure that you and your realtor receive nothing less than an exceptional lending experience working with me and my team. In the end, I am confident that I will be able to help you to secure the best rate at the lowest cost. In saying that, what is most important to you in working with a mortgage and real estate professional?

2. Amount of monthly payment that you are comfortable with? \$ _____

3. What is the best estimate for how long you will have this loan or live in this home?

_____ 1-3 years _____ 3-5 years _____ 7-10 years _____ 10 years+

4. Do you currently have plans for a major purchase in the next 12 months including a car, college tuition, home improvements, or rental properties? yes no

If yes to the above question, how much do you expect to need? \$ _____

5. In how many years do you plan to retire? _____

6. Are you working with an experienced realtor? yes no

Name _____ If no, would you like me to refer one? yes no

7. Are you currently working with an experienced financial planner? yes no

Name _____ If no, would you like me to refer one? yes no

8. Do you have insurance to protect your family and home? yes no

If yes, what type of policy do you have and how much coverage do you have? _____

9. What are your hobbies? _____

10. Do you have children? If so, what are their names and b-days? _____

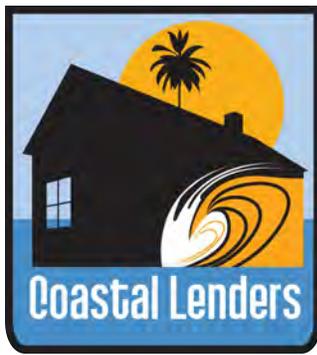
11. What is your favorite restaurant? _____

What is your favorite desert? _____

Credit Authorization

1. To all consumer-reporting agencies and to all creditors and depositories of the undersigned:
Please be advised that the undersigned, and each of them, has made application to Charles Rutherford, dba Coastal Lenders, requesting an extension of credit to the undersigned. Therefore, the undersigned, and each of them, hereby authorizes you to provide credit report and/or a disclosure to Lender or any agent or balance. The undersigned also authorizes you to disclose your deposit or credit experiences with the undersigned to Lender or to third parties.
2. In addition, the undersigned, and each of them, hereby authorizes Lender to disclose to any third party, or any agent or employee thereof, information regarding the deposit or credit experience with any of the undersigned.
3. A photographic or carbon copy of this authorization bearing a photographic or carbon copy of the signature(s) of the undersigned may be deemed to be equivalent to the original hereof and may be used as a duplicate original.

Borrower	Date	Co-Borrower	Date
----------	------	-------------	------



FAX TRANSMITTAL SHEET

To: **Charlie Rutherford**

From:

Company: **Coastal Lenders**

Date:

Total # of Pages:

Fax# **(888) 742-7059**

Sender's Cell #:

Phone # **(760) 635-2569**

Sender's Email:

RE: Mortgage Application Packet - Items Requested

Thank you for taking the time to apply for a home loan with Coastal Lenders! To expedite the approval of your purchase, I've provided documents and a short checklist for you to complete. This helps us ensure that you have an exceptional home buying process!

- Completed Secure Online Mortgage Application - www.CoastalLenders.com/Apply
- Watch the "Perfect Mortgage Process" video series at www.CoastalLenders.com/Apply
- Completed & Signed "Credit Authorization" (permission to pull credit)
- Review all pages in the enclosed "Mortgage Concierge Packet"
- Submit/Attach All Documents Requested On the "Items Needed Checklist"

Once you have submitted the above-mentioned items to me, we will make a best effort to return your completed mortgage pre-approval results within 24 hours.

I appreciate and value the opportunity to serve you in financing your home mortgage! Please do not hesitate to contact me directly at 760.635.2569 if you may have any questions!

Charles S. Rutherford

Charles S. Rutherford, NMLS #226472
Mortgage Consultant/Loan Originator