

# MORTGAGE TIPS

## For a smooth purchase or refinance



### How Launch Helps You With A Mortgage:

**As Little As 3% Down** – Buying your first home is a major investment, and you may not have enough saved up to put down 20% for a down payment on your new home. We are here to help. We can help you unlock doors to your future for as little as 3% down.\*

**No Closing Cost Mortgage** – Save money up front NOW when you need it most. Launch could pay your closing costs up to \$5,000!\*

#### Mortgage Products That Suit Your Needs

- First Mortgage
- Second Mortgage
- Refinancing
- Lot Loans
- Manufactured/Mobile Home Lending

**Post Closing/Servicing** – Launch services all of our mortgages locally. We do not sell your mortgage. If you escrow, we will pay your insurance and taxes annually from your escrow account.

**Convenient** – Apply online at [launchcu.com](http://launchcu.com) or at any Launch branch.

**Payments** – May be set up in digital banking to be transferred monthly from your Launch share account. You don't have to write checks and send them through the mail; it's easy to handle online.

\*Available for new purchase or refinance. Cannot be used to refinance existing Launch Credit Union debt. Launch CU will pay borrower closing costs up to a maximum amount of \$5,000 excluding private mortgage insurance, prepaid interest, home owner association fees, or funds to establish the member's escrow account. If the borrower pays off the mortgage within the first 3 years, they will be required to reimburse Launch for a portion of the closing costs paid by Launch. Choosing to take advantage of this offer will add .375% APR to member's qualified loan rate. Offer available for a limited time and subject to change without notice. \*\*Maximum 97% Loan-to-Value (LTV). Must be owner-occupied; primary residence or second home only. Maximum loan amount \$2,000,000. APR = Annual Percentage Rate. Example: for a \$100,000 loan for a term of 30 years with an interest rate of 3.50% (3.596% APR), the monthly payment will be \$449.04. Sample payment includes principal and interest only; taxes and insurance will increase your payment. The rate you pay is based on credit history and term. Loans exceeding 80% of the appraised value of the home require private mortgage insurance. Programs, rates, terms, and conditions are subject to change without notice at any time. \$5 deposit required to join.



### Common Terms In A Mortgage Transaction

**Membership** – You must become a member(s) of Launch to obtain a mortgage loan with us.

**Appraisal** – A professional valuation of your home must be done by a State licensed and approved appraiser. You must pay for the appraisal up front. You may not choose your own appraiser. Appraisers are randomly selected from our approved appraiser list.

**Closing Costs** – These are fees that you pay to obtain your loan.

**Cash to Close** = Down Payment + Closing Costs.

**Survey** – If you have not made any changes to your home or if the seller has not, the existing survey may be eligible to be used for a new transaction. If the survey is not eligible, a new one must be ordered and is a closing cost to the borrower.

**Title Insurance** – The lender requires insurance to protect against any “undiscovered” liens or other clouds on the title to your home. If you have an original owner's policy from when you purchased your home, you may receive a discount.

**WDO/Pest Inspection** – Wood destroying organism inspection or a current termite bond. This is ordered and paid for by the borrower.

**Escrow Analysis** – Completed annually to ensure acceptable funds are in the escrow account. If your insurance or property taxes increased in the prior year, your escrow payment may increase. If they went down, you may receive a deposit from your escrow and your payment may decrease.

**Rescission** – If you are refinancing, you will have three business days after you close on your loan to review the loan. Debts being paid off will be sent by the title company after the third day. Continue to pay your monthly bills on time until you have received notification they have been paid in full by your creditor.



## Helpful Hints When Applying For A Mortgage:

**Don't apply for new credit** – Credit cards, furniture, new car, etc. Any inquiries within the past 90 days will be verified.

**Don't co-sign for anyone on a loan.**

**Don't change jobs.**

**Down Payment** – This is the amount you are paying towards the initial purchase of your new home.

**Closing costs** – You may be able to negotiate with the seller to pay some of these fees for you.\*

**Cash to Close** – Must be wired to the title company a minimum of 24 hours prior to close. A title company will NEVER email you wiring instructions!

**Title Insurance** – The lender requires insurance to protect against any “undiscovered” liens or other clouds on the title to your home. If you have an original owner’s policy from when you purchased your home you may receive a discount.

**Cash to Close** – Must be verifiable. (401k withdrawal, bank account, gift funds\*\*) Cash held in an at-home safe is NOT verifiable.

**Private Mortgage Insurance (PMI)** – If you are borrowing more than 80% of the purchase price of a new home or re-financing more than 80% of your home’s value, you will pay PMI. The monthly amount is added to your monthly mortgage payment. PMI is determined by your credit score and loan to value (Ltv). It will automatically cancel at 78% Ltv.

**Your spouse will be required** to sign certain documents prior to and at the closing even if they will not be on the mortgage loan.

\*Maximum Seller Contributions = 3% of sales price.

\*\*Gift funds must be from a relative, fiancé or domestic partner.

## What Documents Should You Gather When Applying For A Mortgage?

**Pay statements** – Most current 30 days for all signers on the loan.

**Award letters** – Current year for any pension or social security income being used to qualify.

**Annuity/Investment statements** – If you receive monthly income from an annuity or investments.

**W2's or 1099's** – Past 2 years for all signers on the loan.

**If self-employed** – Past 2 years tax returns (Personal and Business) You may also need a YTD profit & loss statement.

**Verification of Cash to Close** – Bank statements, 401k, gift.

**Lease agreements** – If you own any other properties for income purposes. These must be for the current year.

**Current mortgage statement** – If you have a mortgage on other properties, you will need to provide this to verify escrows on those homes.

**Homeowners Insurance Policy and Flood Insurance Policy** – If your property is in a special flood hazard area, you are required to have flood insurance.

**Survey of your home** – If you are refinancing, we may be able to use a current survey.

## Our Knowledgeable Staff Is Waiting To Help You:

### VOLUSIA COUNTY

#### Edgewater

- 2810 S. Ridgewood Ave.

#### DeLand

- 301 W. New York Ave.

#### Orange City

- 2277 Veterans Memorial Pkwy.

#### Ormond Beach

- 240 North Williamson Blvd.

#### South Daytona

- 2290 S. Ridgewood Ave.

### BREVARD COUNTY

#### Melbourne-Wickham

- 2200 N. Wickham Road

#### Melbourne-Babcock

- 685 S. Babcock Street

#### Merritt Island

- 415 Fortenberry Road

#### Port St. John

- 7347 N. Hwy. U.S. 1

#### Palm Bay

- 5225 Babcock St. NE

#### Rockledge

- 3300 Murrell Road

#### Titusville-Singleton

- 90 South Singleton Ave.

#### Titusville-U.S. 1

- 3950 S. Washington Ave.

#### West Melbourne

- 4301 Norfolk Pkwy.

### Restricted Access Branches

#### KSC Central Campus Bldg.\*

- M7-0301, Rm. 1022, Kennedy Space Ctr.

#### KSC Multi-Function Facility\*

- Rm. 102, Kennedy Space Ctr.

#### Cape Canaveral Space Force Station\*

- E&L Bldg., Rm. 1435, Cape Canaveral AFS

#### Spruce Creek High School\*

- 801 Taylor Road, Port Orange

#### University High School\*

- 1000 W. Rhode Island Ave., Orange City

\*No Drive-thru

## Call Launch:

**321-455-9400**

(inside Brevard)

**800-662-5257**

(outside Brevard)

Apply for your loan online at

**www.launchcu.com**

You don't have to be a member to apply!

Launch CU welcomes everyone who lives, works, worships or attends school in the areas we serve.

We're in your neighborhood!

**NMLS# 407506**

Insured by the NCUA

