



Harvard
FEDERAL CREDIT UNION

The Home Buying Process

MGB EAP Tuesday, June 17

Today's Webinar

Reducing Background Noise

We've muted all attendees to help with audio quality.

Using the "Questions" Feature

Submit questions at any point. Let's test it!

Presentation & Recording

This presentation is being recorded and will be posted on our YouTube channel to re-watch.

Post-Workshop Survey

Take our post-workshop survey and let us know how we did.

Assessment, Short-term Problem Solving and Referral

MGB Employee Assistance Program

Personal & Well-being

Stress/Resilience
Depression/Anxiety
Domestic Violence
Grief/Loss
Addictions
Relationships



Workplace

Staff Support During Difficult Times
Manager Consultations
Workplace Issues
Work & Life Webinars / Seminars

Family & Life

Childcare
Financial
Eldercare
Legal
Parenting
Lactation



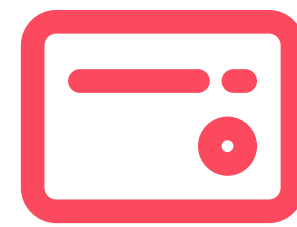
866.724.4327 | “Don’t Worry Alone” | eap.partners.org

Not-For-Profit Banking at Harvard FCU



Community Focused

Harvard FCU is dedicated to empowering our community at Harvard and beyond. Once a member, always a member, even if you leave your job. When you join membership extends to all family members.



Products & Services

Free access to ATMs nationwide. Credit cards with cash back rewards. Home loans for purchases and refinancing, student loans and refinancing options, auto loans and more.



Access Anywhere

Convenient locations and Online Banking. Mobile Banking and Digital Wallet ready. Access to the nationwide CO-OP Shared Branching Network.

Today's Presenter



Sharon Cummings

Senior Mortgage Loan Originator

Today's Agenda

1

Home Buying Journey

We will walk through the process of home buying.

2

Mortgage Qualification

We will guide you through the loan process.

3

Next Steps

Becoming a homeowner!



Having Harvard FCU **on your Team**

✓ **Personalized Service**

✓ **Range of Mortgage
Products**

✓ **Digital Process**

✓ **In-House Loan Servicing**

✓ **Portfolio Lending Capability**

✓ **Competitive Rates & Credits**

Discounted interest rate for establishing
Crimson Elite Checking account with auto pay

Low down payment options for eligible
borrowers

\$500 closing cost credit for first-time home
buyers



Where do I start?

Pre-qualification or pre-approval

✓ **Credit**

✓ **Down Payment**

PMI

✓ **Assets**

✓ **Income**

✓ **Products**

Conforming

Jumbo

Low-to-moderate

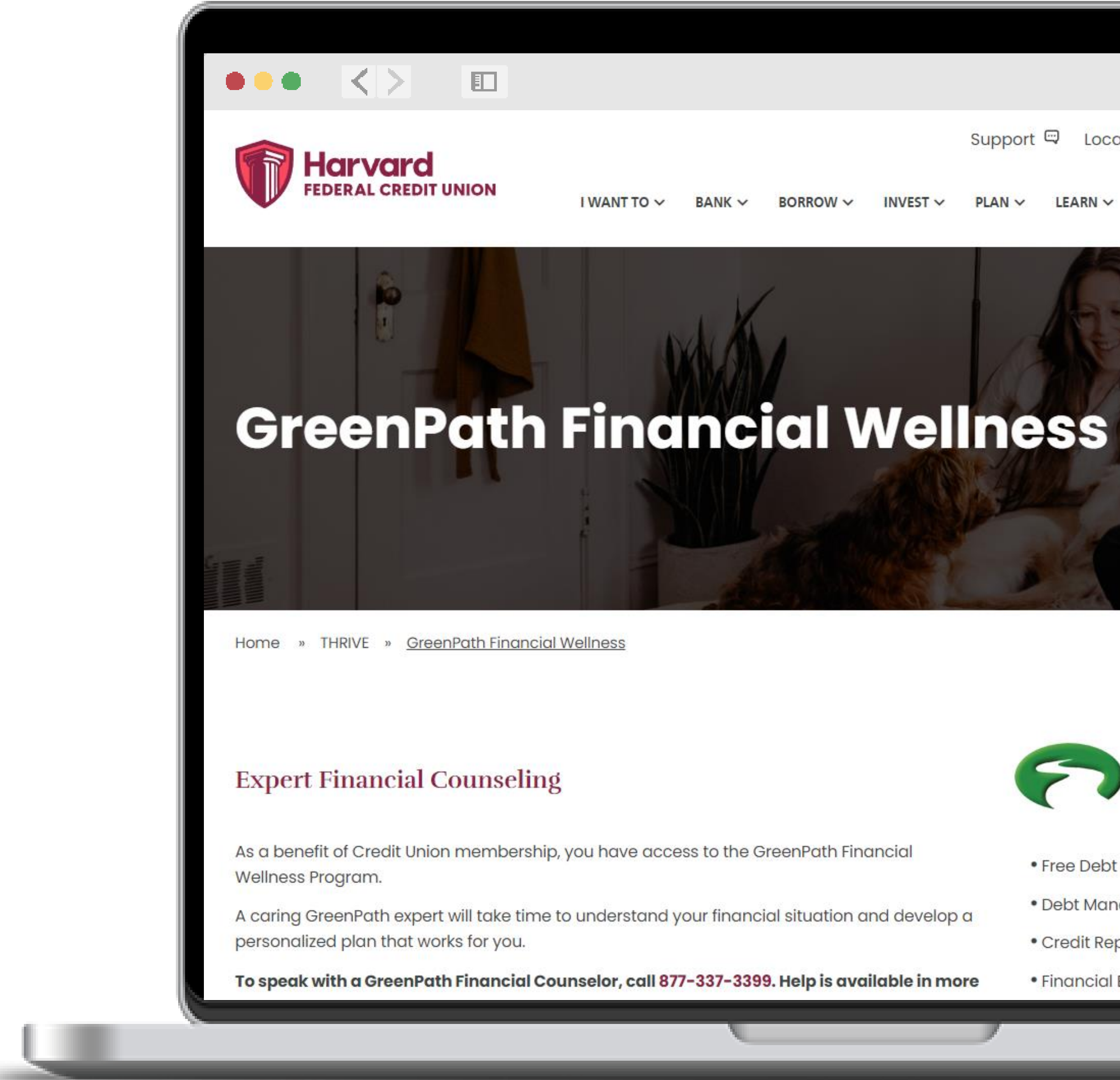
Adjustable



GreenPath

GreenPath Financial Wellness offers free credit, debt, budget, housing, and federal student loan counseling.

harvardfcu.org/greenpath



See your financial future.

With Savvy Money, you'll get:

- Daily updates
- Real-time alerts
- Personalized tips
- Special offers to help your credit

All with no impact to your credit score!

Get started in Online Banking.





Assembling a Team

✓ Lender

Available products

Loan officer availability

Service

✓ Buyer's Agent Criteria

Community based

Full time

Experienced

✓ Attorney

Real estate specific

Location/accessibility

Costs

Identifying Properties

Location

Close to work? Good Schools? Urban or suburban?

Property Type

Condo? House? Multi family?

Desired Features

What are your "must haves"?



**I found a new
place. Now what?**



Preparing an Offer

***Real estate agent presents offer to seller's team**

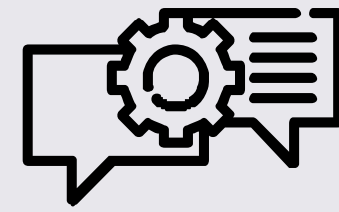
- Good faith deposit
- Contingencies
 - Mortgage
 - Inspection
 - Appraisal
- Closing date
- Timeframe for response
- Attorney negotiates purchase and sale within 7 to 10 days

Mortgage Application Process



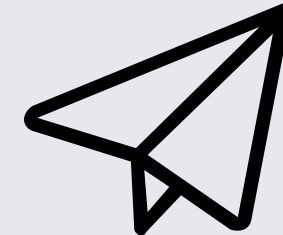
Step 1

Offer to purchase
accepted by seller



Step 2

Purchase & Sales
Agreement contract
executed with the
help of your attorney



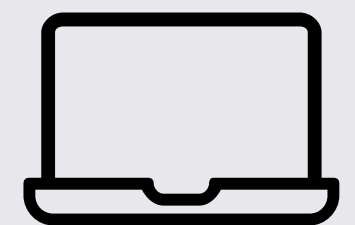
Step 3

Loan application
submitted, option to
lock interest rate, and
appraisal ordered by
lender



Step 4

Loan estimate (LE)
and disclosures
issued by lender
within 3 business
days



Step 5

Provide requested
documentation
supporting your
application

Items to Hold off

Until Post-Closing

- ⊗ Applying for New Credit
- ⊗ Increasing debt usage/obligations

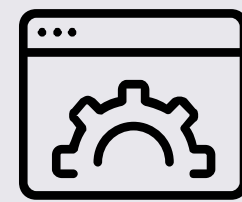


Mortgage Application Process



Step 6

Application processed
with income, assets
verified, credit reviewed
and appraisal received



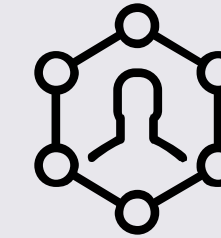
Step 7

Mortgage
commitment issued by
underwriting



Step 8

Closing instructions
issued to closing
attorney/ settlement
agent



Step 9

Credit report updated
and employment re-
verified



Step 10

Closing disclosure
(CD) issued to
borrower(s)

The Closing

1

Final Figures

Receive closing disclosure with final figures

2

The Walk Through

Perform a walk through 24 hours prior to closing



Harvard FCU's Home Buying Team



Helen Laskaris
hlaskaris@harvardfcu.org



Ryan Duckless
rduckless@harvardfcu.org



Daisy Familia
dfamilia@harvardfcu.org

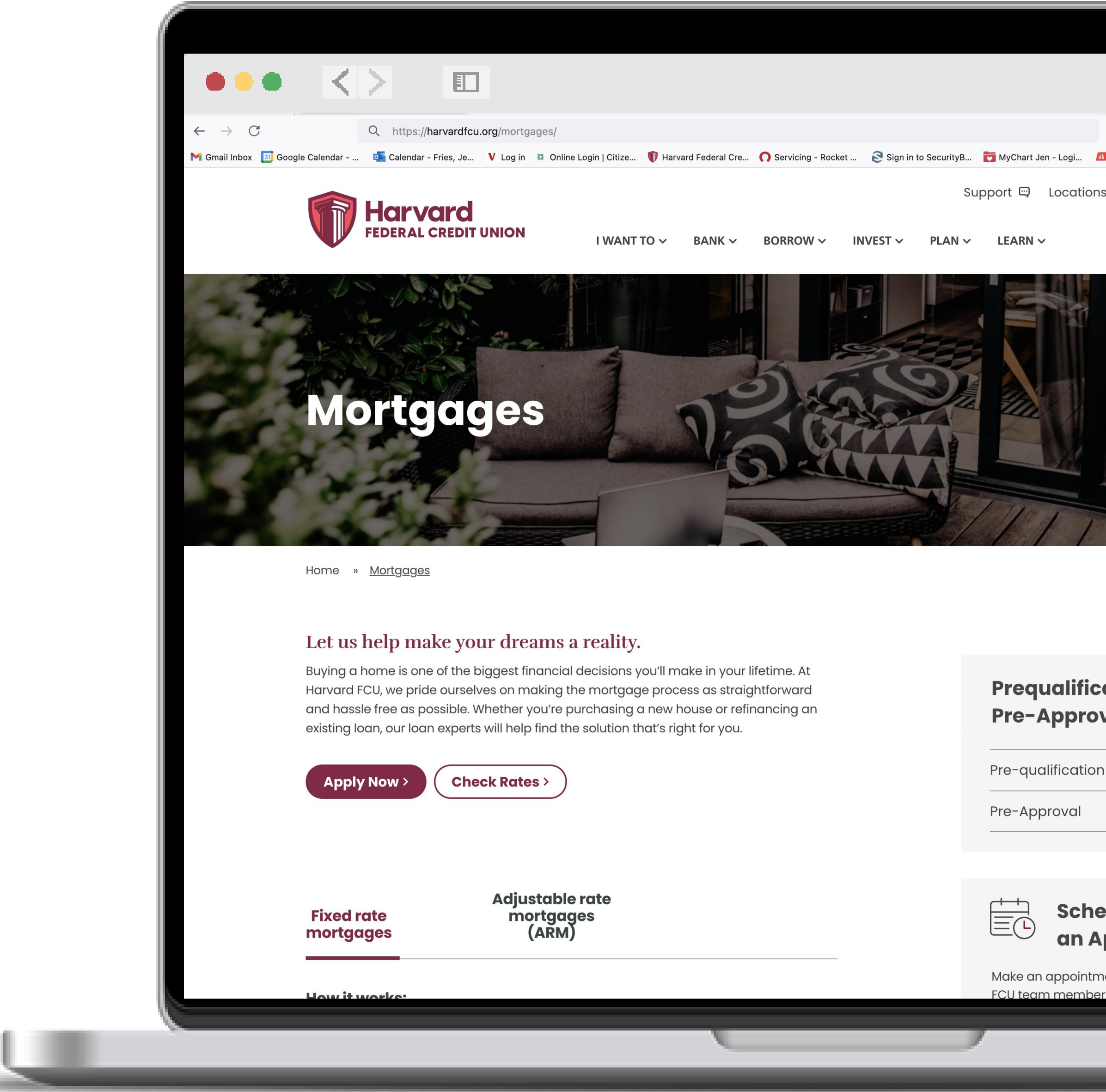


Sharon Cummings
scummings@harvardfcu.org

Harvard FCU Services & Products

Harvard FCU offers an array of mortgage products and services for all.

harvardfcu.org/mortgages



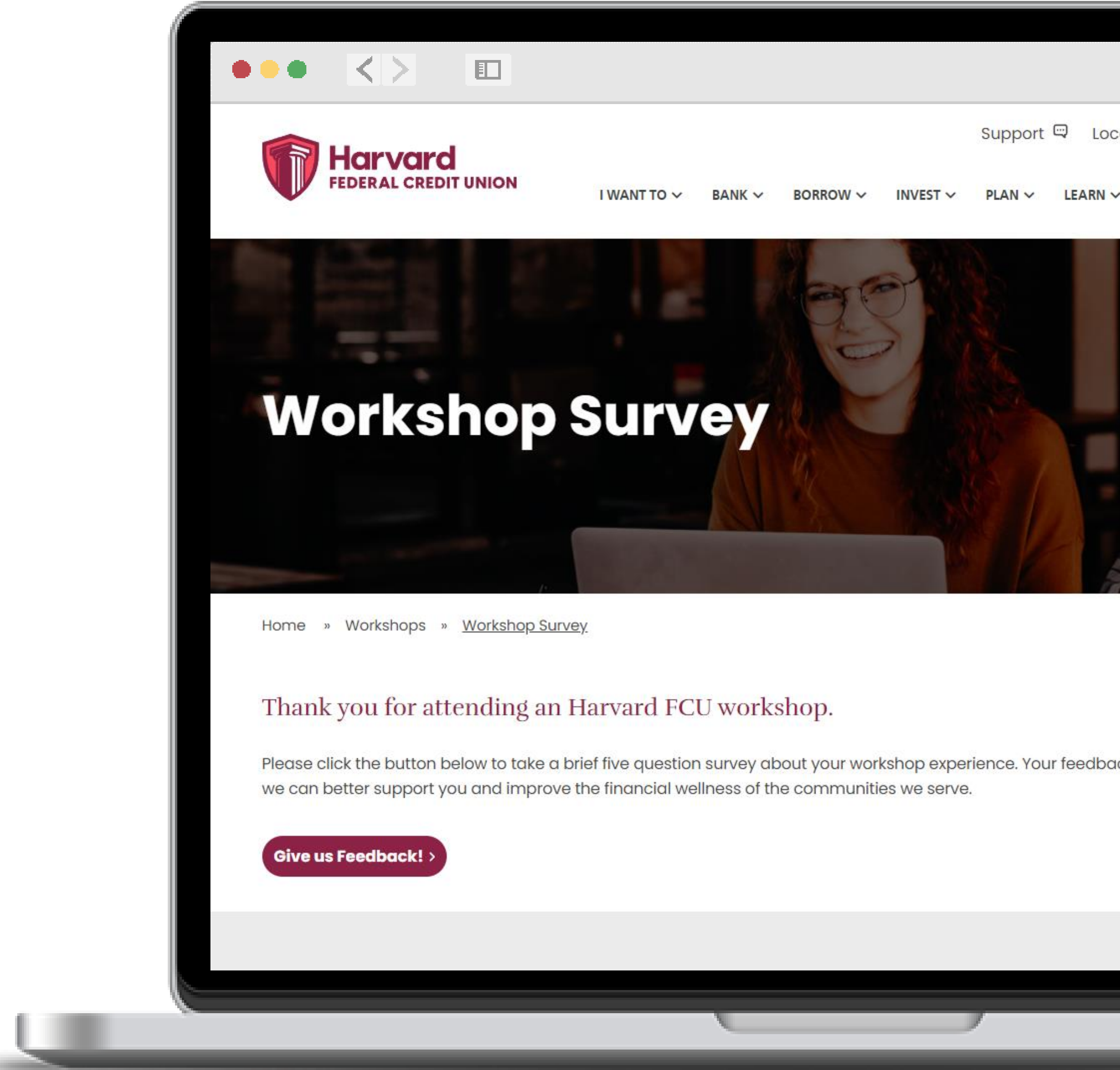


Questions?

Survey Says

Let us know how you liked this webinar.

harvardfcu.org/survey





New Branch Coming Soon!

Check out our new location at
One Brigham Circle, opening
this summer.

1620 Tremont St, Boston, MA 02120

harvardfcu.org

