



GMFS MORTGAGE
CHANGING LIVES

A Guide To HomeOwnership!



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About Ryan and Team Larussa

Ryan Larussa is the Team Lead at GMFS Mortgage (Sherwood) with over 18 years of mortgage industry experience. His proactive approach to work allows him to manage multiple clients with varying timelines, financial situations and needs. Ryan and his team work diligently to save his clients time and money, all while ensuring a smooth home-buying process from purchase to close.



Ranked #2 for Baton Rouge
Ranked #5 for Louisiana



Although Ryan works predominately in the East Baton Rouge and Ascension Parish areas in Louisiana, he is also licensed in Alabama, Mississippi, Tennessee and Texas. Ryan holds a Bachelor's Degree in Finance from Southeastern University Louisiana and is a volunteer for HP Serve and Trafficking Hope.

REVIEWS:

"Ryan and his team were fantastic to work with. They were attentive and helped us close quickly." - Will C

"They made the process a breeze, very professional and very well organized. I would recommend them to anyone that is looking to purchase their first home or maybe even later on the road." - James S.

"Ryan and his team made this a very easy and smooth process. Went very quickly and they kept us updated throughout the process and followed up after closing. Highly recommend Ryan Larussa if you are looking to buy or refinance." - David S.





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Schedule a **FREE** No Obligation
Consultation with *Team Larussa*

- **Review home loan programs available to you**
- **Assess payment options**
- **Review your credit report**
- **Obtain a pre-qualification letter**
- **Receive a list of missing items and next steps**

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“YES” AND “NO” OF THE MORTGAGE PROCESS

Your GMFS Loan Officer is here to assist you in understanding the loan process and ensure that your loan process goes as smoothly as possible. Below is a list of “YES” and “NO” items that you, as a homebuyer, can abide by to assist your GMFS Loan Officer in making the loan process move smoothly and efficiently.

YES

Below are helpful hints to make the loan process move smoothly and efficiently

-  **COMMUNICATION & CLARIFICATION** Always ask questions or for clarification about YOUR loan!
-  **INFORMATION CHANGES** Notify the loan officer immediately if changes or modifications are needed to your loan.
-  **INSURANCE** Shop for property insurance and provide your loan officer with a quote for sufficient dwelling coverage.
-  **RETAIN DOCUMENTS** Keep all income and asset documents received prior to and during the loan process.
-  **UNIQUE INFORMATION** Notify your loan officer if gift funds or a Power of Attorney is needed during the process.

NO

Below are actions that will complicate the loan process and delay or prevent closing.

-  **OPEN OR CLOSE CREDIT** Closing open credit lines and penning new credit lines can delay or prevent your loan from closing
-  **MAKE LARGE DEPOSITS** Talk with your Loan Officer if you need to deposit funds.
-  **CHANGE CLOSING DATE** Do not change your closing date without discussing the change with your Loan Officer
-  **CHANGE EMPLOYMENT** Do NOT change your employment during the loan process.
-  **ASSUME** Your Loan Officer does NOT know if your personal information is incorrect or if you want a modification to your loan unless you TELL the Loan Officer.

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LOAN DOCUMENT CHECKLIST

INCOME/EMPLOYMENT

- _____ Paystubs from the most recent 30 days
- _____ W-2/1099 statements from the most recent two (2) years
- _____ Personal/Business Tax Returns for the past 2 years, if self-employed
- _____ College Transcripts, if recently graduated
- _____ Divorce Decree/Child Support documentation, if applicable

ASSETS

- _____ Asset Statements for most recent 60 days (i.e. bank statements, retirement statements, proof of gift funds)
- _____ Explanation for large deposits on any asset statements provided

IDENTIFICATION

- _____ Driver's license of all loan applicants
- _____ Copy of Social Security Card

SUBJECT PROPERTY

- _____ Purchase Agreement
- _____ Homeowner's Insurance Quote
- _____ Flood Insurance Quote, if applicable

TITLE ATTORNEY PREFERENCE: _____

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Tips for First Time Homebuyers

NOTE: See other page for Interactive Budget Worksheet

Start saving for your down payment as early as possible

Even though there are many options that allow as low as a 5% down payment, it is significantly better to have more money up front than less. Be sure to know how much home you can afford before determining how much money you have to save. If you plan to only save 5% of your down payment, keep in mind that 5% of \$200,000 is \$10,000. In addition, putting down less than 20% may mean higher costs and paying for private mortgage insurance (PMI). Know how much down payment you need, set a goal, and work hard to reach that goal.

Budget for closing costs

Whether you plan to pay for the closing costs up front or are planning to roll them into your mortgage, you need to have an idea of how much your closing costs will be. Be sure to do some research yourself and shop around and compare prices for certain closing expenses, such as homeowners insurance, home inspections and title searches. Also, never be afraid to ask the seller to pay for a portion of your closing costs or negotiating your real estate agent's commission. Closing costs typically run between 2%-5% of the total loan amount.

Know what type of property you want to buy

Now that you have your budget, it's time to consider what type of property you want to purchase. If you already have your heart set on a single-family home, then you know you'll be getting a lot more room with more maintenance. On the flip side of that, you may want to have less work and more amenities, which would steer you toward a condo or town-home.

Get pre-approved

Many realtors will not show you homes without a pre-approval letter these days. The pre-approval process shows your realtor how much home you can afford. It also proves to the sellers that you're serious about purchasing a home, which can give you a leg up over the competition if they do not have a pre-approval letter.

Stay under your pre-approval limit

Understand that while you can technically buy a home for your pre-approval amount, it is the ceiling of your limit. Instead of maxing out that amount, leave some room for unexpected expenses.

Make a strong offer, but prepared to negotiate

Your realtor should be experienced and will guide you through the negotiation process. A lot can be up for negotiation in the homebuying process, which can result in major savings. Are there any major repairs you can get the seller to cover, either by fully handling them or by giving you a credit adjustment at closing? Is the seller willing to pay for any of the closing costs? Will it be mutually beneficial to you and the seller to either close sooner or later than normal? If you're in a buyers market, you may find the seller will bargain with you to get the house off the market. During negotiations try to keep your emotions in check and not take things personally, keeping in mind that at some time in the future your role may be reversed and as a seller you will want to maximize the price you can get for your home.

Consider more than the obvious

How long will this home and location meet your family's needs?

Is there any pending new construction or zoning changes that may affect your property value or view?

If new construction, have you properly budgeted for window treatments, furniture needs, fencing, yard care, landscaping, etc.?

If there is a Home Owner's Association have you considered the cost of dues and understand the community rules & restrictions?

If the home is more than 9 years old, are you prepared for potential major maintenance costs (e.g. appliances, AC, pool, roof, etc.)?

Check your credit score

Your credit score is one of the key factors in determining what type of mortgage and the interest rate for which you qualify. As soon as you know you may want to buy a home, begin work on your credit score. Dispute any errors on your credit report and get them resolved as quickly as possible. Also, do not open any new accounts within at least six months of applying for a mortgage.

Budget for move-in costs

In addition to insurance, inspections, home title, real estate agent's commission, and all of the other costs involved in buying a home, many people forget that the actual moving process costs money. Be sure to save enough money for things such as cleaning supplies, food to restock your cabinets and refrigerator, new rugs, paint, and anything that you would like to change cosmetically to the home.

Research Mortgage Options

Did you know that a 30-year, fixed rate mortgage isn't the only option for purchasing a home? If you can afford larger monthly payments, you can get a lower interest rate with a 20-year or 15-year fixed loan. Or you may prefer an adjustable-rate mortgage, which is riskier but guarantees a low interest rate for the first few years of your mortgage.

Hire the right realtor

Buying a home is stressful enough without having to do your realtor's job. You need to hire someone who you can get along with and who will work for you! The right realtor should know exactly what you're looking for, take you to open houses, and schedule home viewings around your schedule.

Be prepared to compromise

Don't get caught up in the paint color, the blind choices, or the terrible wall paper choice. These things are easily and inexpensively changed after buying a home. Think carefully about what is a need and what is a want when negotiating. You NEED to make sure the seller replaces the broken air conditioner, you WANT the color in the living room to be almond instead of yellow.

Don't forget homeowners and flood insurance

Before you close on your new house, your lender will require you to buy homeowners insurance. Shop around to compare for the best price offering the most coverage with a deductible that makes sense for you. Keep in mind that homeowners insurance is not the same as flood insurance. Even if flood insurance is not required for your property, consider the peace of mind offered for the low annual cost. Note that most flood insurance policies only cover your main home structure (not detached buildings) and that contents coverage is typically an optional add-on.

Know what is included on your home inspection

After your offer is accepted, you will need a home inspection. However, not all inspections test for mold, radon, pests, etc. Be sure to know what's included. Don't be afraid to ask your inspector to take a look — or a closer look — at something and ask questions. In addition to a professional home inspection, conduct your own inspection. Is the water pressure adequate? Will you need to replace flooring? Are there leaky faucets? Any electrical issues with appliances running at the same time? Any evidence of termite damage or treatment? Any evidence of water damage to the interior/attic ceilings, walls or floors?





Does Your Monthly Budget Have Room for a Mortgage?

Use this worksheet to give you an indication of your financial health when including a monthly mortgage payment and typical homeowner expenses. This worksheet will help you understand your total debt-to-income (DTI) ratio, which compares your earnings against monthly expense obligations. Mortgage lenders consider DTI ratio when determining the home loan amount you are eligible for and whether or not you already carry too much debt for a new loan.

- Your total housing expense, including taxes and insurance, should not exceed 31% of your gross income
- Keep your debt at 43% or less of your gross monthly income to show lenders you can control your overall spending

If your monthly budget results in a negative sum, then you should take the time to re-evaluate your spending habits, debt and home financing budget. NOTE: See other pages for Tips for First Time Homebuyers.

GROSS MONTHLY INCOME (pre-tax)

Earners #1	
Earners #2	
Child Support (you receive)	
Other Income	
Total	

NET MONTHLY INCOME (take home pay)

Earners #1	
Earners #2	
Child Support (you receive)	
Other Income	
Total	

MONTHLY HOUSING EXPENSES (use proposed amounts if buying)

Mortgage Payment	
Property Taxes	
Home Owners Insurance	
Home Owners Association Dues	
Total	
Percent of Income	

ADDITIONAL MONTHLY EXPENSES

Phone/Cable/Internet	
Gas/Electric	
Water	
Cell Phone	
Groceries	
Dining/Take-Out	
Gas (Car)	
Car Maintenance	
Auto Insurance	
Health/Medical Insurance	
Life Insurance	
Medical/Dental/Vision*	
Clothing	
Child Care/Tuition	
Recreation/Vacation	
Entertainment (Movies, etc.)	
Personal Expenses (hobbies, etc.)	
Charitable Donations/Gifts	
Misc.	
Total	
Total Debt & Expenses	

*Not covered by insurance

DEBTS (monthly payments)

Proposed Housing Expense	
Car Payment/Lease	
Child Support (you pay)	
Student Loan(s)	
Credit Card (s)	
Home Equity Loan/Line of Credit	
Other Real Estate Owned	
Other (includ. co-signed loans)	
Total	
Debt to Income Ratio	

CURRENT BUDGET OUTLOOK

Total Income	
Total Debt Expenses	
Difference	

Get Started: Find a Loan Officer
gmfsmortgage.com/ryan.larussa

