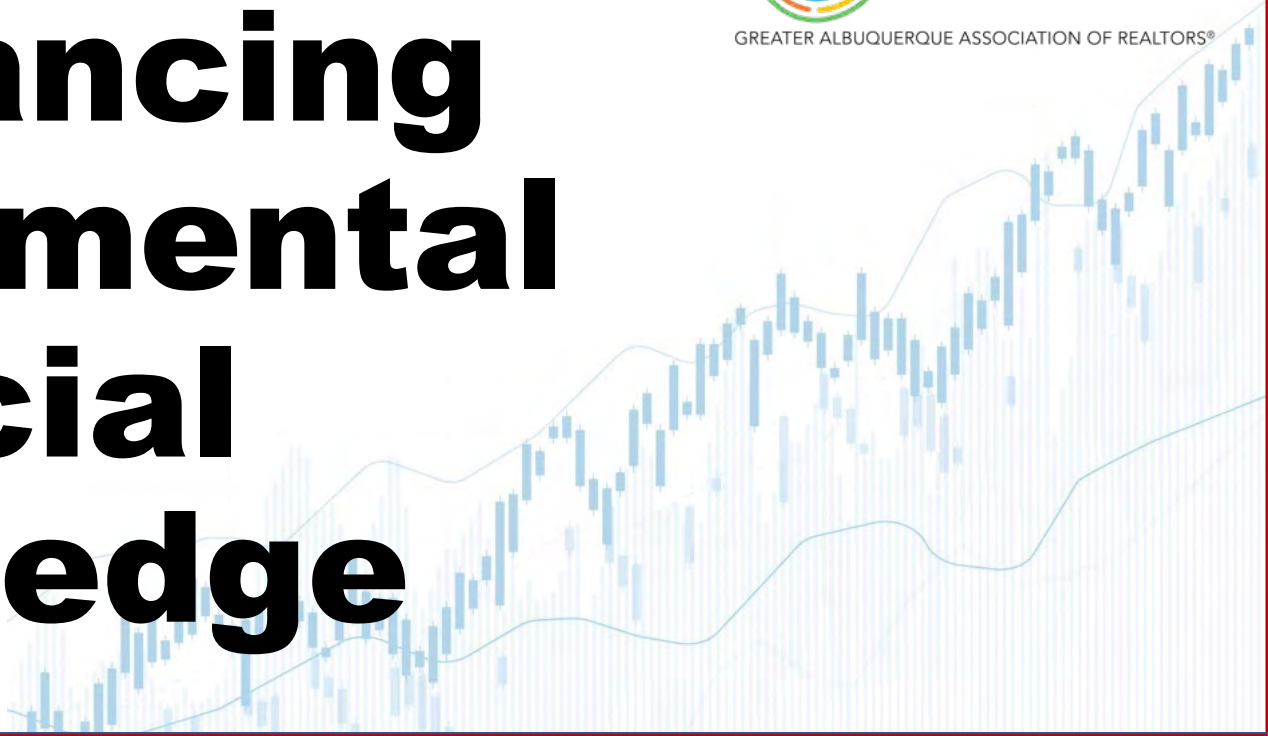


Advancing **Fundamental Financial Knowledge**



**ADVANCING
BELONGING,
COMMUNITY
& DIVERSITY.**

GREATER ALBUQUERQUE ASSOCIATION OF REALTORS®



Advancing Fundamental Financial Knowledge



Today's Panel



**Belle
Leal**

Realty One of New Mexico



**Daniel
Gutierrez**

CMG Home Loans



**Ashley
Hurtado**

Guardian Mortgage



**Jen
Hernandez**

CMG Home Loans



**Mike
Torres**

Home Funding Corp.

Advancing Fundamental Financial Knowledge



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& DIVERSITY.**

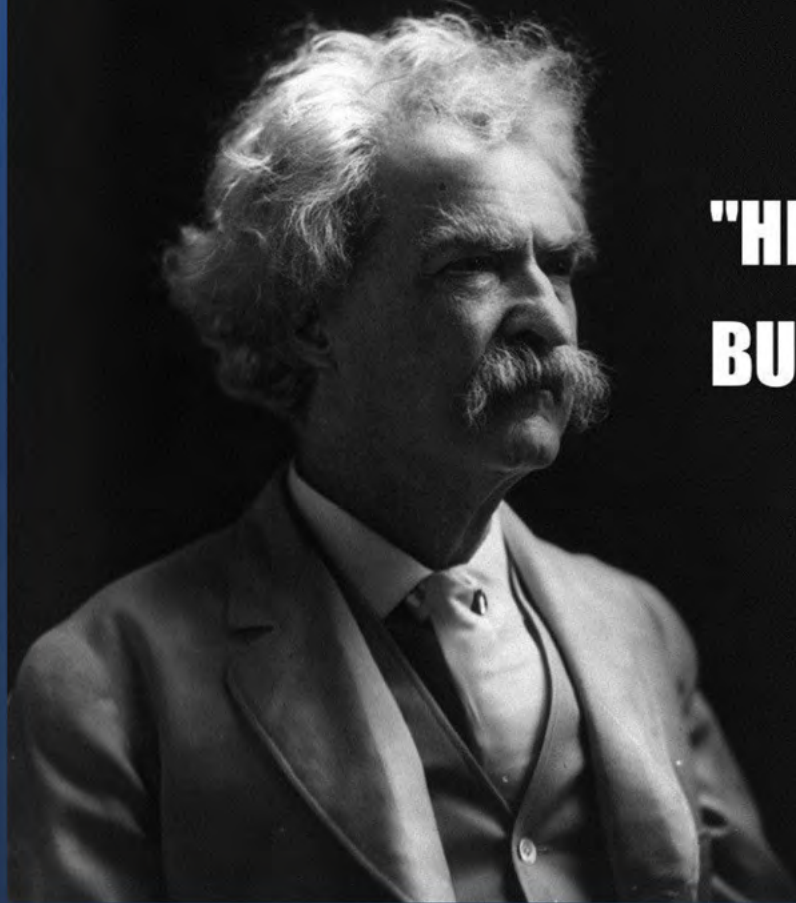
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**DAN
GUTIERREZ**

Financial Literacy - Macro-Economics for Real Estate

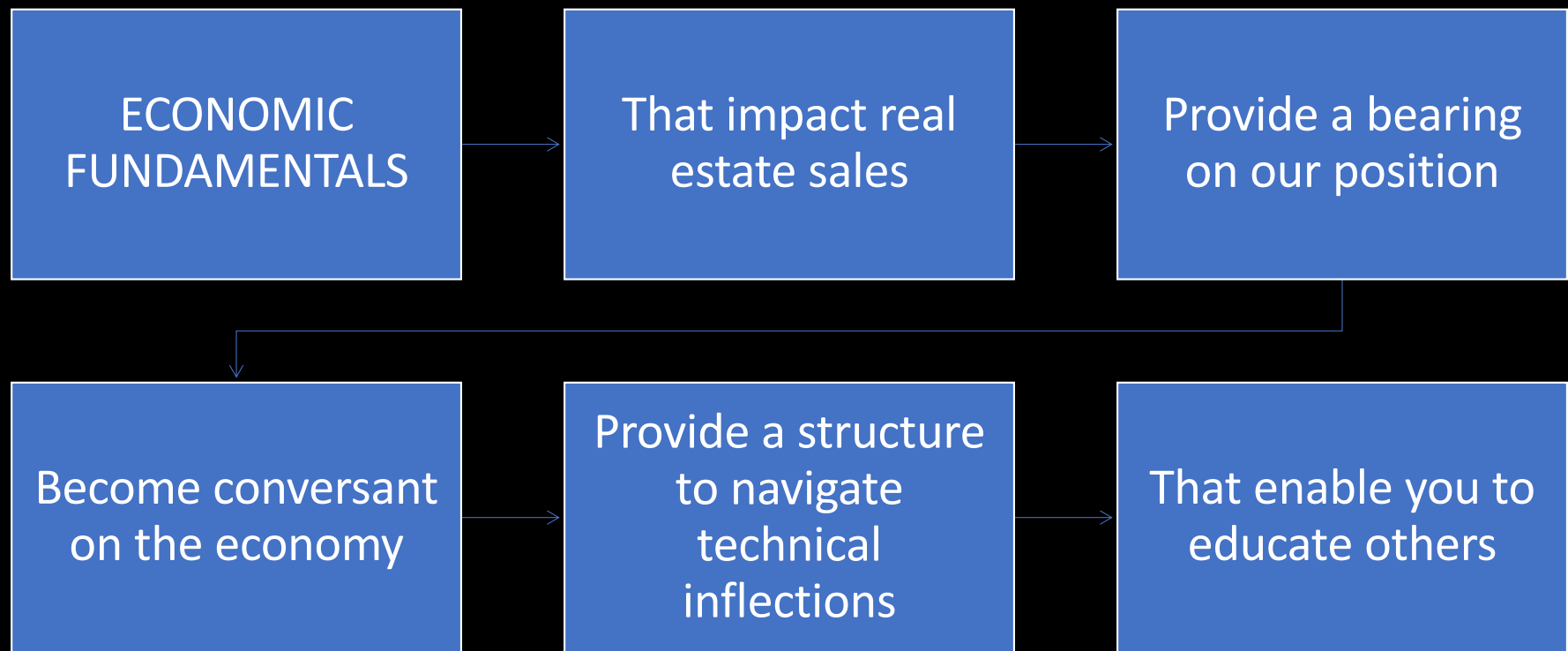




**"HISTORY DOES NOT REPEAT ITSELF,
BUT IT DOES RHYME."**

- MARK TWAIN

Financial Literacy – Macro-economics for Real Estate





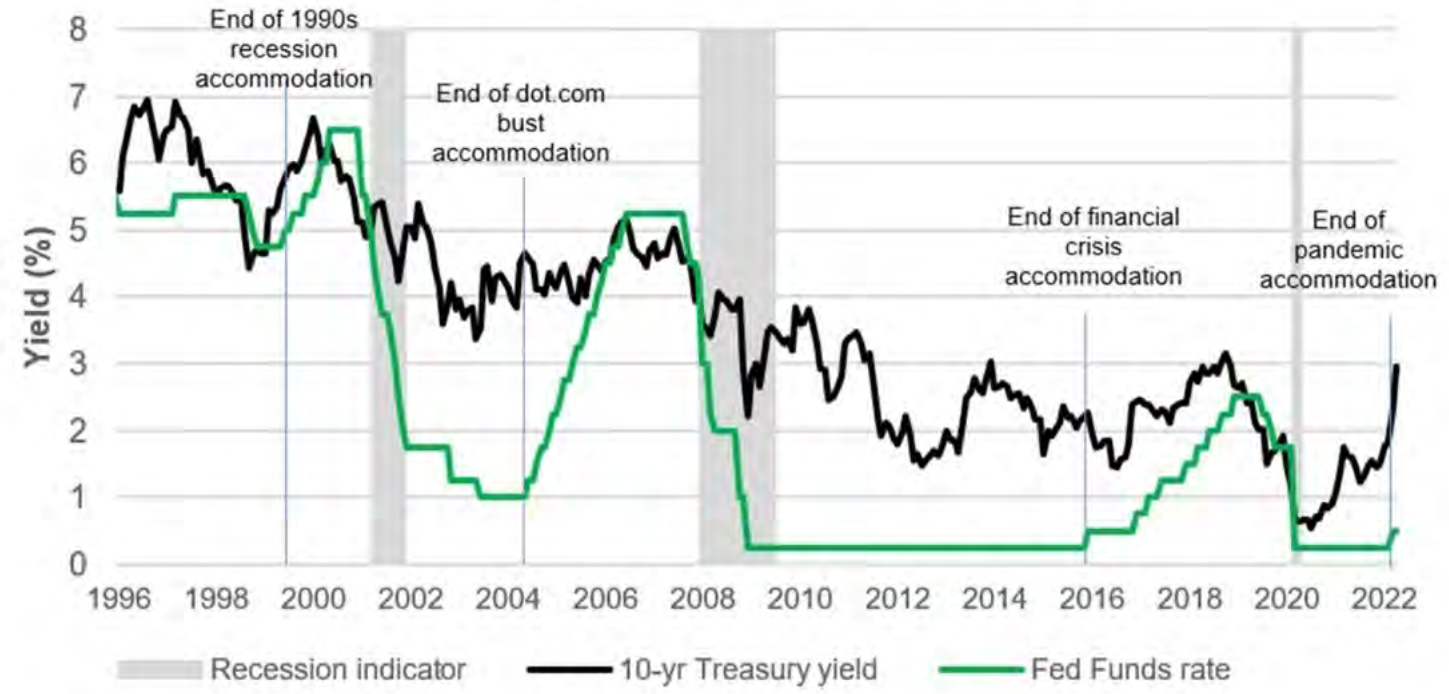
“Be prepared to jump on a dip in rates,” says Robert Frick, corporate economist at Navy Federal Credit Union. “But only if you have a property in mind that fits your budget.”

Mortgage Rate Predictions for June 2023

Here’s how other experts predict market conditions will affect the 30-year, fixed-rate mortgage in the coming months:

- **Freddie Mac chief economist Sam Khater.** “[W]ith the rate of inflation decelerating rates should gently decline over the course of 2023.”
- **Fannie Mae.** 30-year fixed rate mortgage will average 6.4% for Q2 2023, according to the May Housing Forecast.
- ★ **National Association of Realtors (NAR).** “[F]orecasts that ... mortgage rates will drop—with the 30-year fixed mortgage rate progressively falling to 6.0% this year and to 5.6% in 2024.”
- **First American deputy chief economist Odeta Kushi.** “I think it’s reasonable to assume that rates will come down a bit in the second half of the year and stabilize if the Fed takes its foot off the monetary-tightening pedal.”
- ★ **Bank of America head of retail lending Matt Vernon.** “Bank of America Global Research expects mortgage rates to fall to 5.25% by year-end.”
- **Zillow Home Loans senior macroeconomist Orphe Divounguy.** “A fight over raising the debt ceiling is likely to drag into the summer, and mortgage borrowers should expect rate volatility as a result.”
- ★ **Mortgage Bankers Association (MBA) chief economist and senior vice president of research Michael Fratantoni.** “Our forecast is for a 30-year mortgage rate to be closer to about [5.5%] by the end of this year and drop a little lower next year.”
- **Rinaldi Group president Stephen Rinaldi.** “[R]ates will begin [to] slide into the summer, beginning a slow but relatively steady lowering of interest rates.”

10-year Treasury yields during Fed rate-hike episodes



Source: Bloomberg, FOMC



“The movement of mortgage rates is nothing more than economics - cycles that are recurring and predictable. These are Fundamentals.”

- Daniel Gutierrez, former NMMLA President

US Core PCE Price Index YoY (I:USCCPCEPIY)

2.57% for May 2024

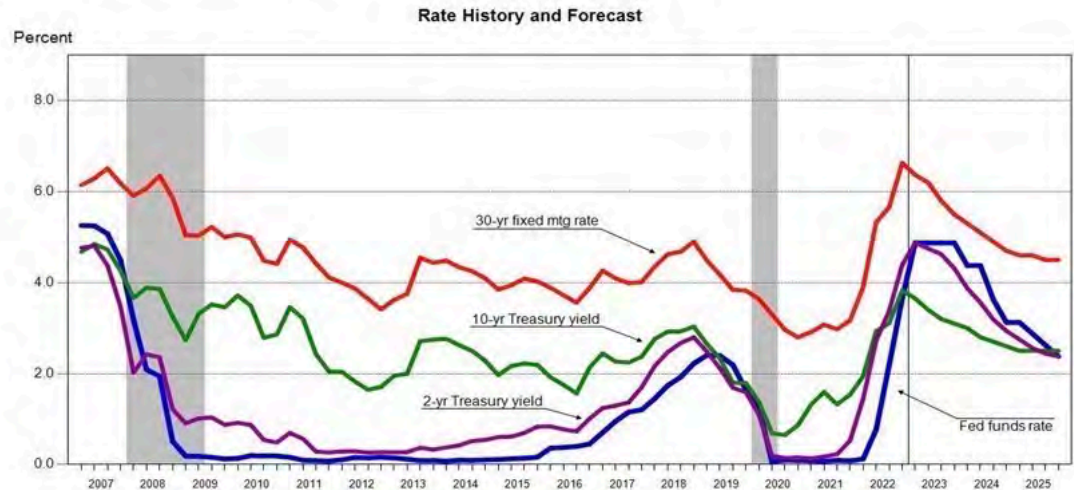
[Overview](#) [Interactive Chart](#)



“The movement of mortgage rates is nothing more than economics. Cycles that are recurring and predictable. These are Fundamentals.”

Dan Gutierrez, New Mexico Mortgage Lenders Association past President

Mortgage Rates Expected to Drift Down in 2023

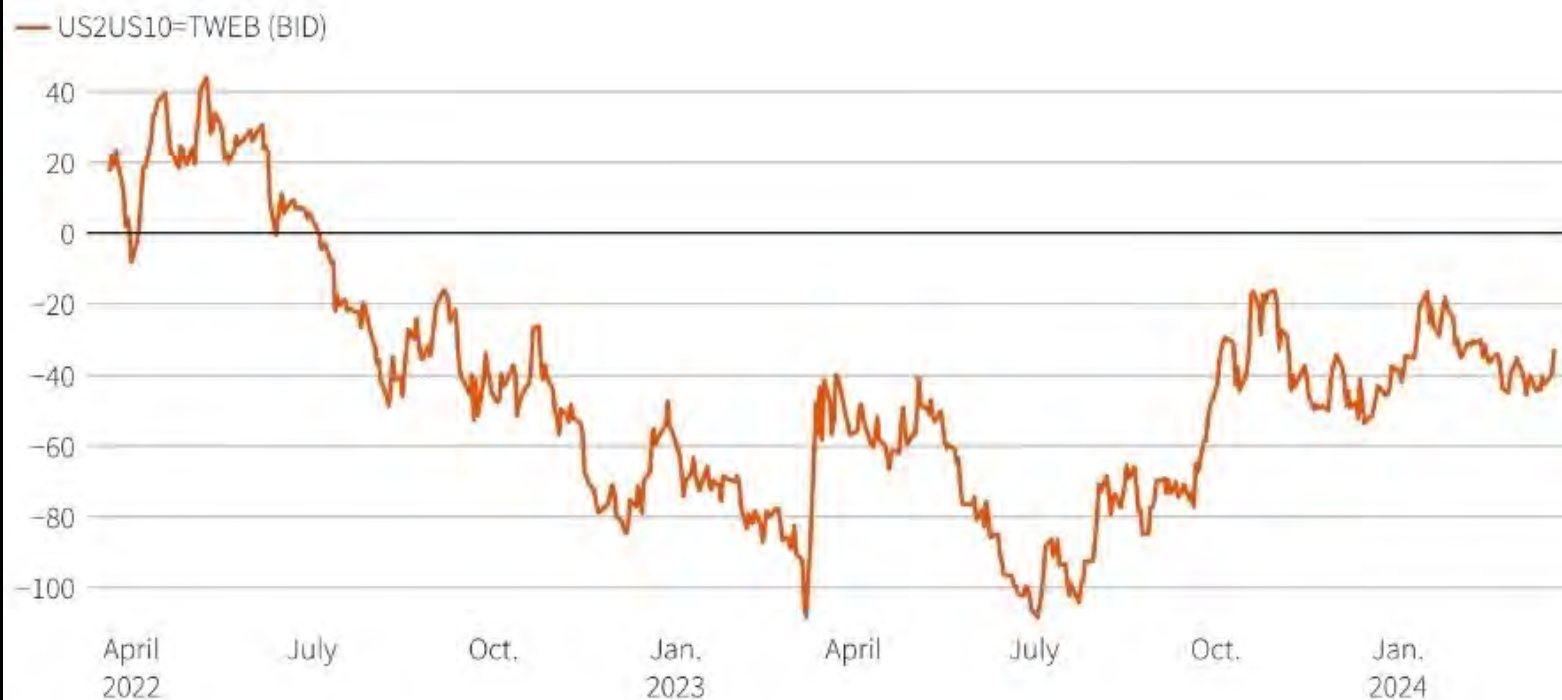


- **Market Fundamentals**

- Inverted yield curves
- (eight times over the last six decades), signals a recession with a lag of roughly 10-13 months.
- reliable forecaster of the US business cycle
- 10/2yr Treasury inverted since early July 2022. That exceeds a record 756-day (thru 6/25) inversion in 1978
- recessions = bear markets in stocks
- bull markets in bonds

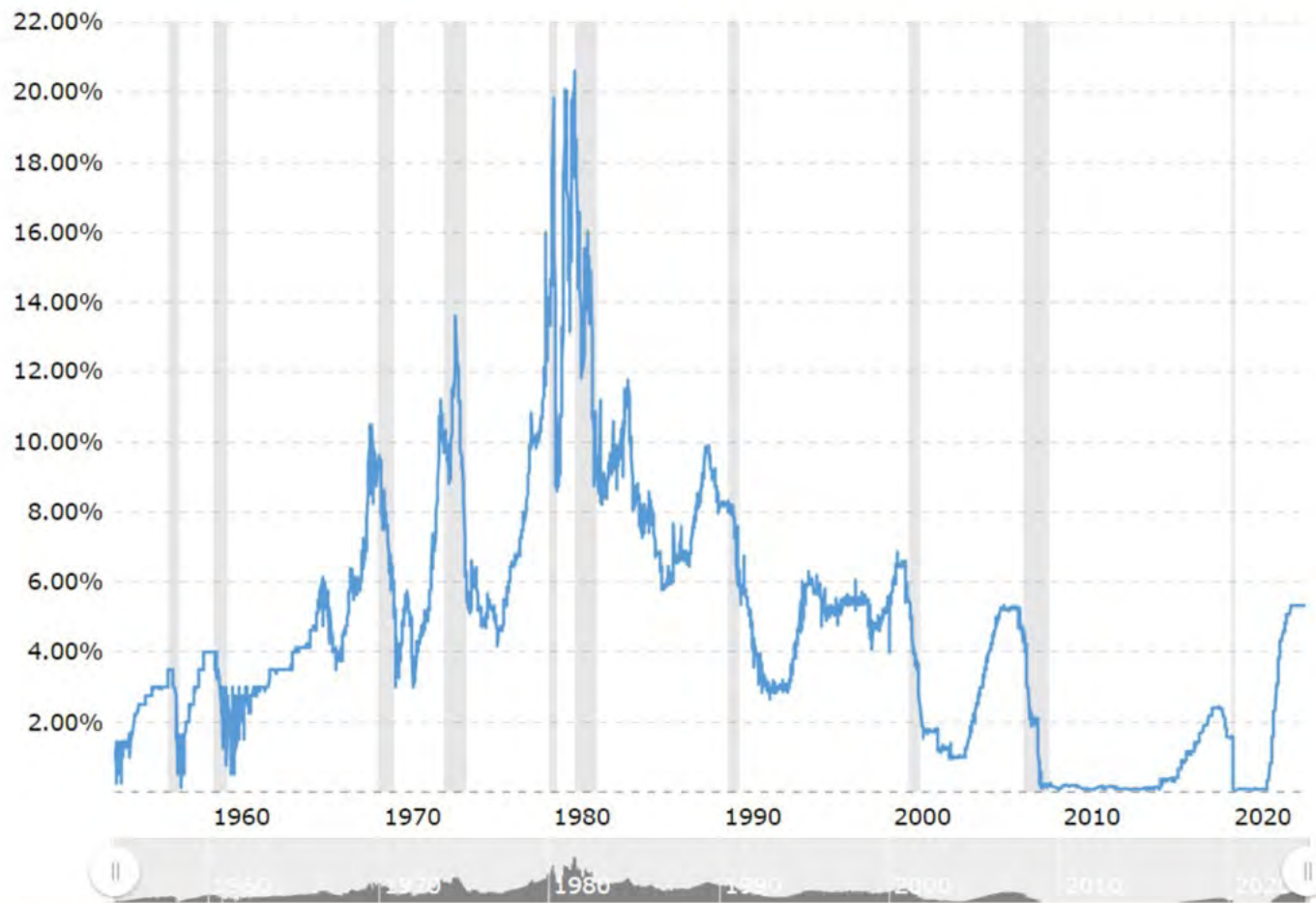
A key part of the U.S. Treasury yield curve hits longest inversion on record

The 2/10 yield curve has been continuously inverted since July 2022, exceeding a record 624 day inversion in 1978

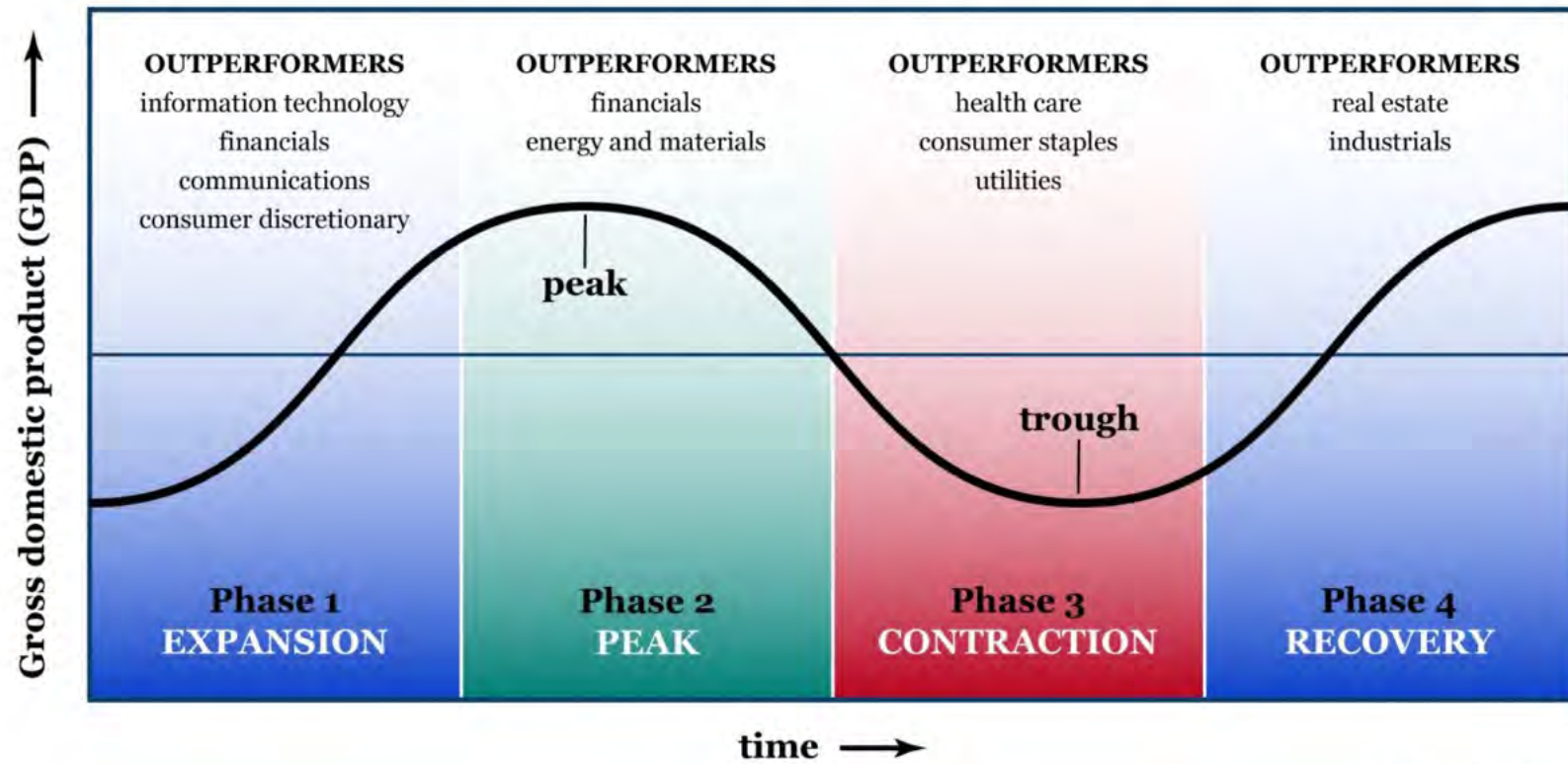


Source: LSEG

Reuters Graphics



Four phases of an economic cycle



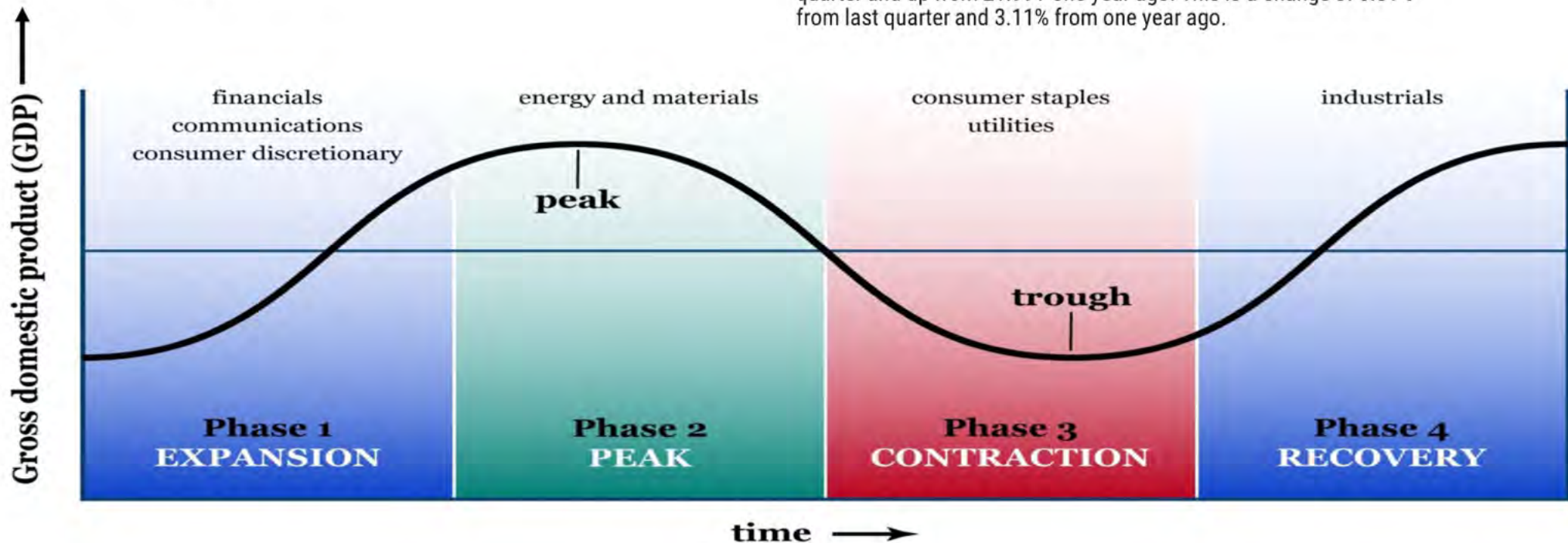
Economic Cycles

Four Phases (Expansion, Peak, Contraction & Recovery)

– Dan Gutierrez

EXPANSION PHASE

- GDP Rising
- demand for consumer goods is growing
- business ramping up production to meet consumer demand
- business's hire more workers
- GDP rises as the economy gets its "Boom" cycle underway
- US Real GDP is at a current level of 22.67T, up from 22.49T last quarter and up from 21.99T one year ago. This is a change of 0.81% from last quarter and 3.11% from one year ago.



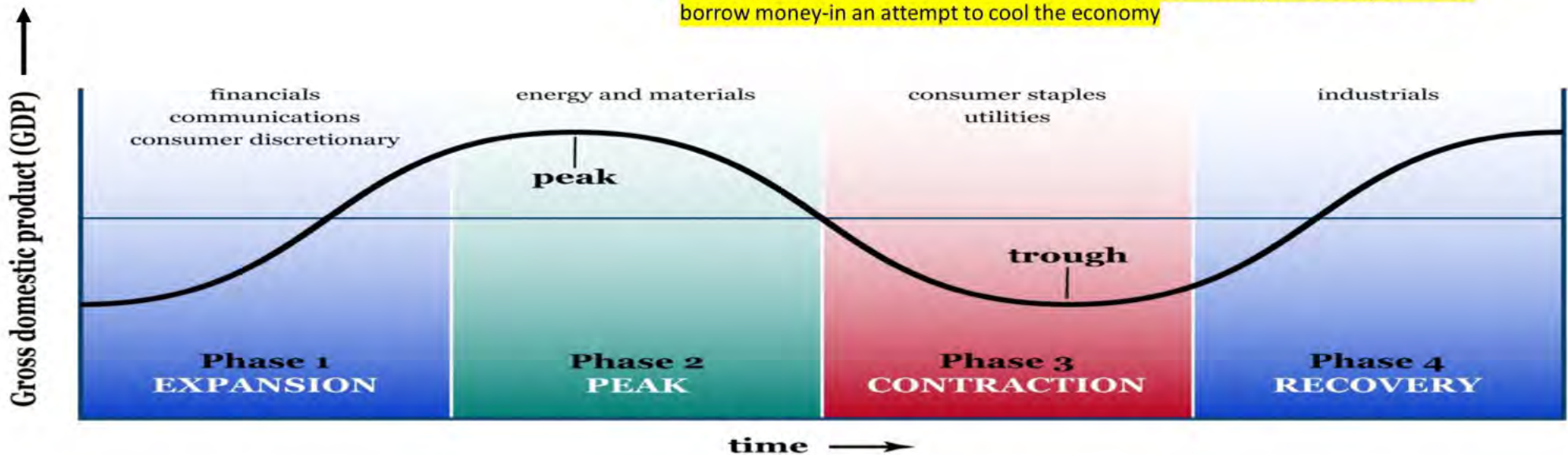
Economic Cycles

Four Phases (Expansion, Peak, Contraction & Recovery)

– Dan Gutierrez

PEAK PHASE

- economy reaches a maximum rate of growth
- consumer demand rises
- businesses unable to ramp up production to match increasing demand
- businesses experience a rise in production costs (including wages)
- transfer costs over to the consumer
- “Topping-Off” in profits despite charging higher prices
- decreasing profits due to higher manufacturing input costs or higher wage demands
- inflationary pressures start to build up
- economy begins to overheat
- Federal Reserve will hike rates to combat rising prices-making it more expensive to borrow money-in an attempt to cool the economy



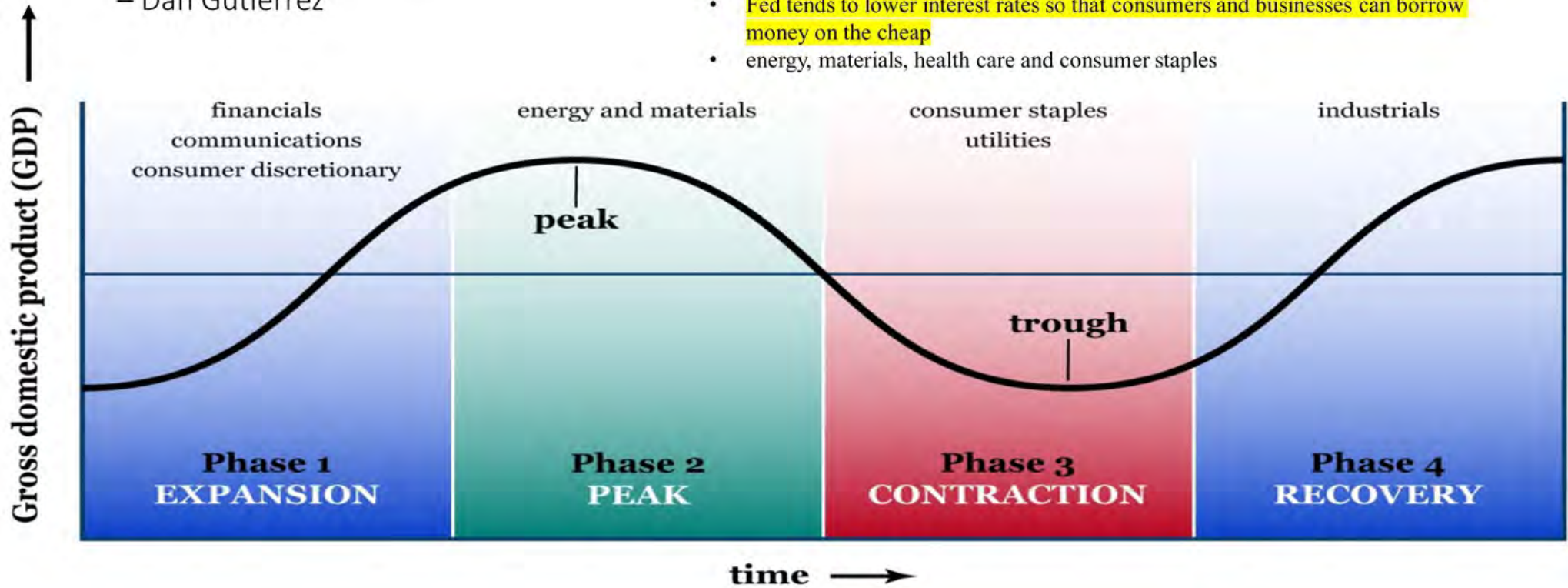
Economic Cycles

Four Phases (Expansion, Peak, Contraction & Recovery)

– Dan Gutierrez

CONTRACTION PHASE

- corporate profits fall
- consumer spending falls
- **GDP contracts due to the decrease in spending**
- production slows to match falling demand
- employment and income decline
- overall, economic activity slows, **stocks enter a bear market**, and a **recession** typically follows
- **Fed tends to lower interest rates so that consumers and businesses can borrow money on the cheap**
- energy, materials, health care and consumer staples



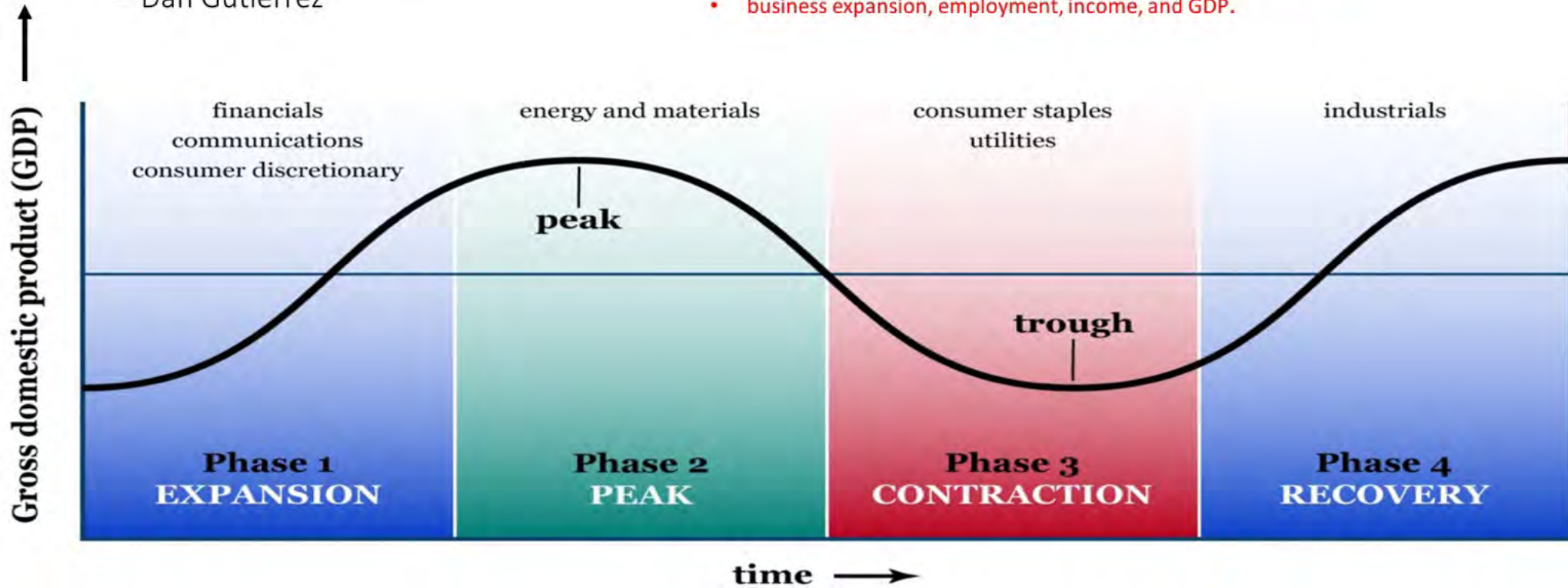
Economic Cycles

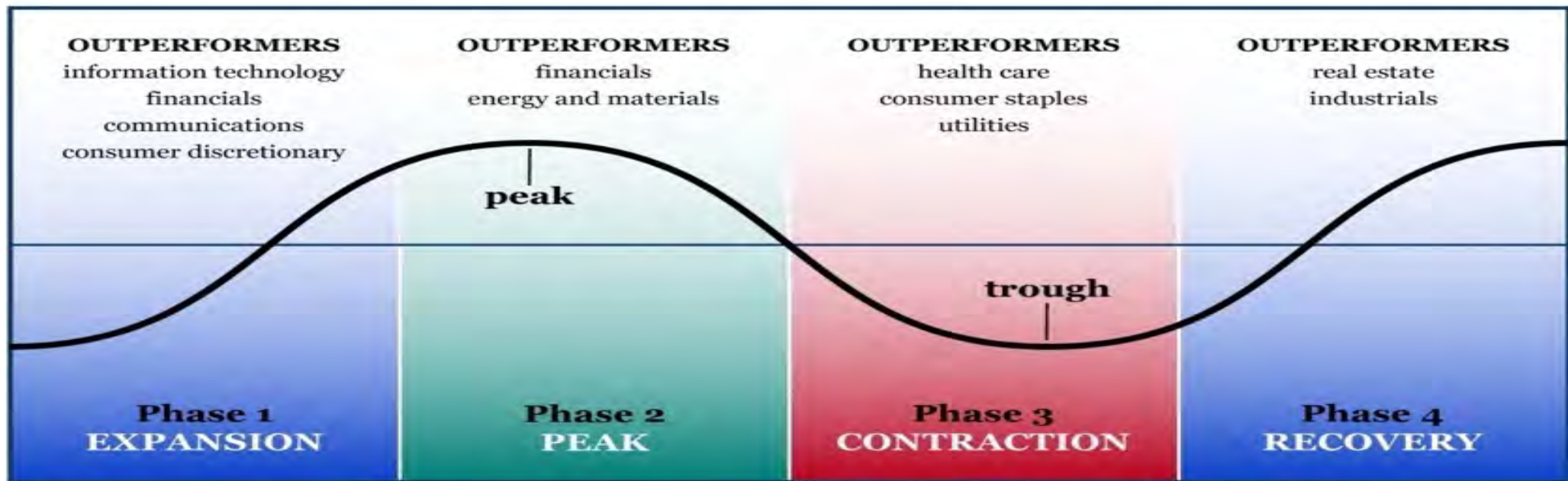
Four Phases (Expansion, Peak, Contraction & Recovery)

– Dan Gutierrez

Recovery Phase/Trough Phase

- economy hits its trough, bottoms out, and begins the cycle anew
- policies enacted during the contraction phase begin to bear fruit.
- businesses that retrenched during the contraction begin to ramp up again
- stock values tend to rise as investors see greater potential returns in stocks than bonds
- production ramps up to meet rising consumer demand and with it,
- business expansion, employment, income, and GDP.





52 Recessions since the Articles of Confederacy

- 2002 – 2024 (3 Recessions Avg duration 6 months)
- 1945-2001 (11 Recessions lasting 10 months avg w/ 57 months avg Expansion)
- 1919-1945 (6 Recessions lasting 18 months avg w/35 months avg Expansion)
- 1884-1818 (16 Recessions lasting 22 months Avg w/ 27 avg months Expansion)



You're an expert – take control of the conversation

1. I'M WORRIED ABOUT A RECESSION

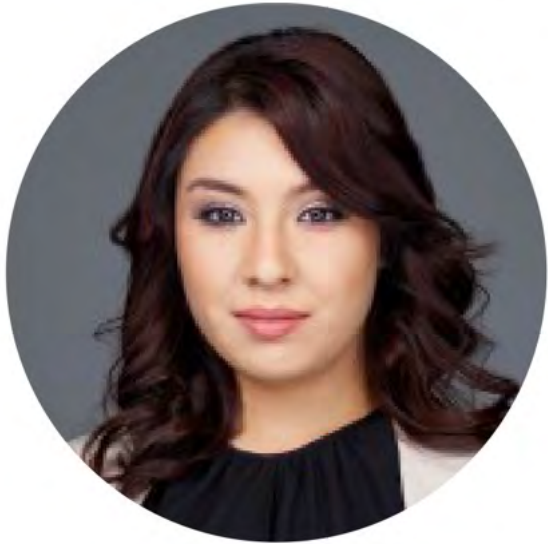
2. I HOPE RATES COME DOWN

3. INFLATION IS SO HIGH

4. UNCERTAINTY

5. I'M WAITING UNTIL THE ELECTION IS OVER

Advancing Fundamental Financial Knowledge



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Affordable Housing in Today's Market



Know Your Market Stats

Using FlexMLS to pull data



1 - Residential ?

[Change Search Template](#) ▾

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Work on behalf of ...

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View Results: 2,181

[Browse »](#)

[Status of Active, Coming Soon - No Showings](#)

Property Sub-Type

MLS Area Major

Zone Atlas

City/Town Code

List Price

Bedrooms Total

Baths - Total

Bathrooms Full

Bathrooms Three Quarter

Bathrooms Half

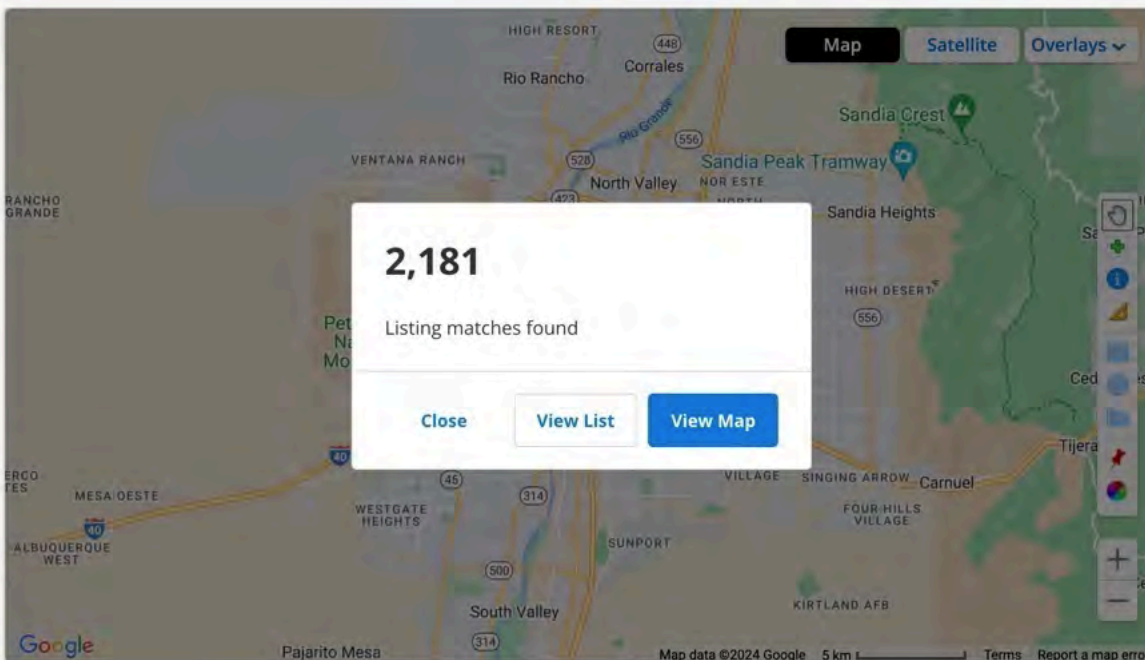
Apx Structured SqFt

Short Legal Desc

Garage Spaces

Private Pool

Stories



Search the menu...

Hot Sheet

My Messages

Tour/Open Houses

Market Areas

MLS Intranet

TransactionDesk

Input Forms

Member Lookup

Flexmls Maps

Calculators

Products

Professional Search

RE Technology

Private Pool

Stories

Contacts

Contact Management

Opt-In Status

Contact Summary

Presentation

Reverse Prospecting

Subscriptions

Listing Activity Events

My Sent E-Mails

Preferences

My Profile

My Views

My Saved Sorts

Office/Member

Listing Collections

Saved Searches

Statistics

My Production

Market Summary

Market Trends Graphs

Market Trends Reports

Inventory & Production

Rosters

Spark

Spark Store

Map | Save | Print | CMA | Report Error

Quick Search | List | Detail | Photos | Map | Stats

Map | Satellite | Overlays

Sandia Crest

Sandia Peak Tramway

Sandia Heights

HIGH DESERT

View Map

Tijera

VILLAGE SINGING ARROW Carmel

FOUR HILLS VILLAGE

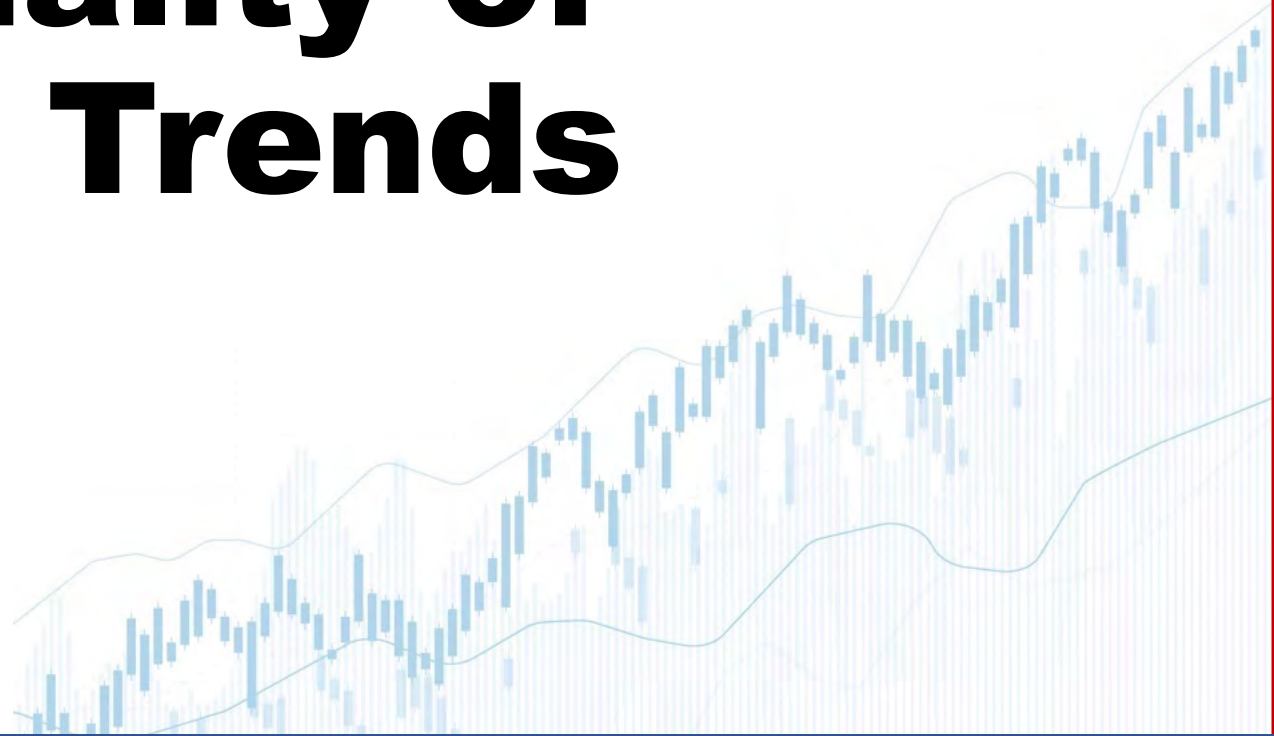
KIRTLAND AFB

South Valley

Pajarito Mesa

Map data ©2024 Google 5 km

Seasonality of Market Trends



Market Trends for Aug 2016 - Aug 2024



Export

Email

Print

Filters: Property type Residential;

Number Of Listings

Price Trends

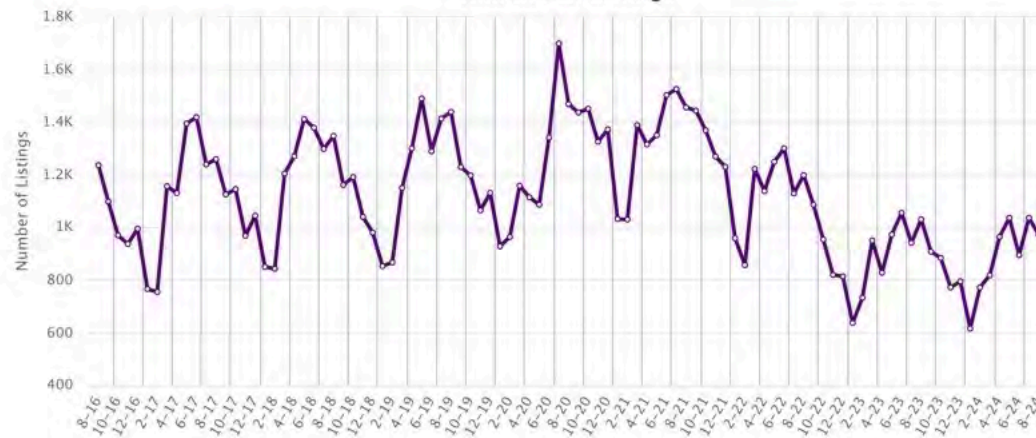
Sale/List Price

Days On Market

Months Of Inventory

Volume

Number Of Listings



Market Trends for Aug 2016 - Aug 2024

Export Email Print

Filters: Property type Residential;

Number Of Listings Price Trends Sale/List Price Days On Market Months Of Inventory Volume



Market Trends for Aug 2016 - Aug 2024



Export

Email

Print

Filters: Property type Residential;

Number Of Listings

Price Trends

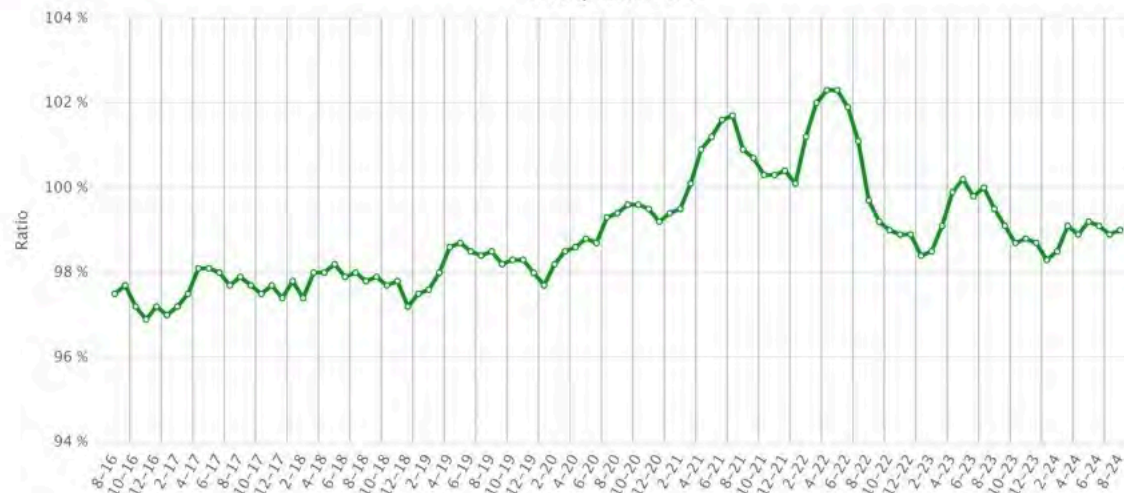
Sale/List Price

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Months Of Inventory

Volume

Sale/List Price



Market Trends for Aug 2016 - Aug 2024



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Price Trends

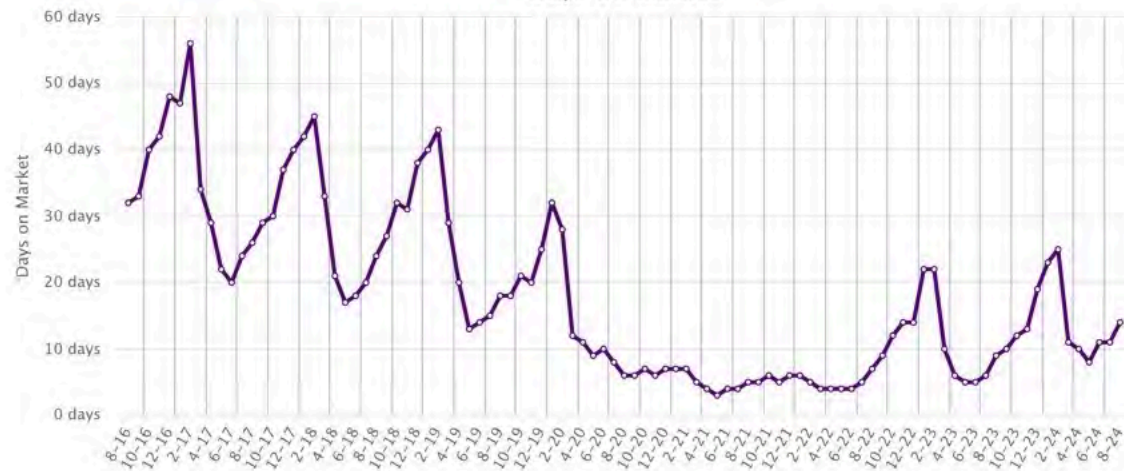
Sale/List Price

Days On Market

Months Of Inventory

Volume

Days On Market



Market Trends for Aug 2016 - Aug 2024



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Print

Filters: Property type Residential;

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Price Trends

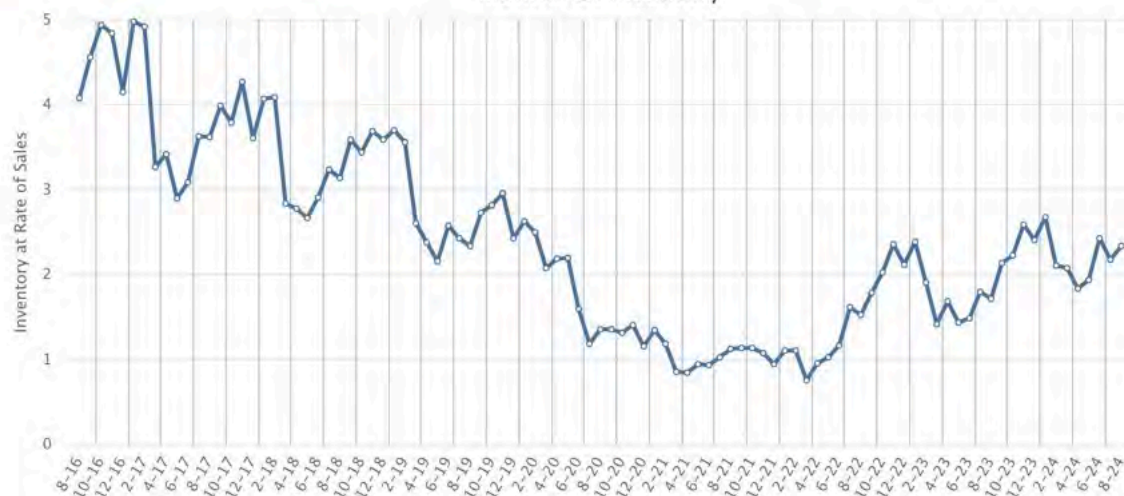
Sale/List Price

Days On Market

Months Of Inventory

Volume

Months Of Inventory



Market Trends for Aug 2016 - Aug 2024



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Email

Print

Filters: Property type Residential;

Number Of Listings

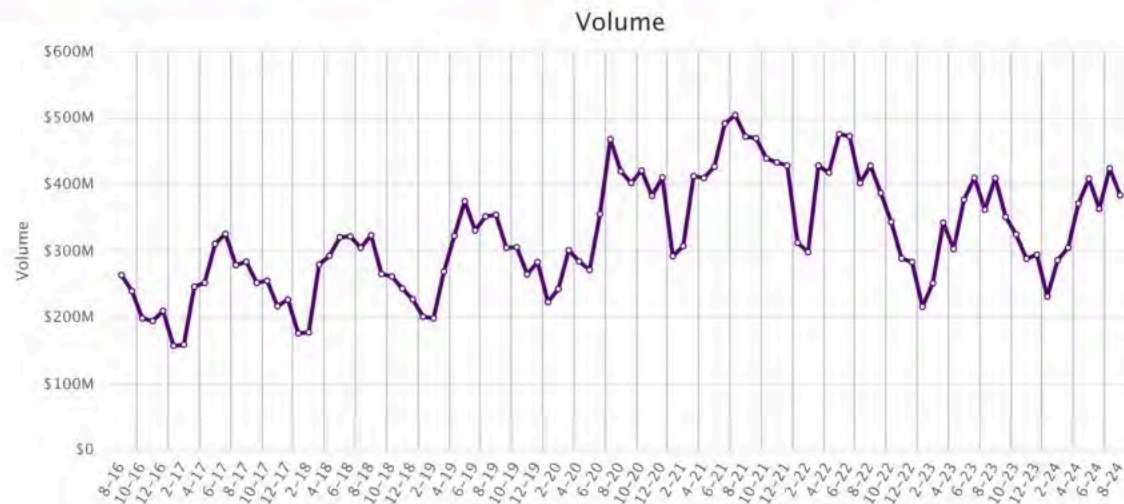
Price Trends

Sale/List Price

Days On Market

Months Of Inventory

Volume



Buyer, Seller or Balanced Market?



- **Balanced Market: Around 5-7 months of inventory**
- **Seller's Market: Less than 5 months of inventory**
- **Buyer's Market: More than 7 months of inventory**

\$300,000 Then to Now

2014 to 2024 Comparison

Area: Cabezon | Golf Course & Cabezon



2014 to 2024 Comparison

Closed: \$300,000 in 9/4/2014

Key Points:

- Bedrooms Total: 4
- Baths - Total: 3
- Formal Living Room w/ Dining & Den w/ Kitchen, Breakfast Table
- Apx Structured SqFt: 3,895
- Original List Price: 324,000

2014 \$300,000



2014 to **2024** Comparison

Closed: \$305,000 in 7/09/2024

Key Points:

- Bedrooms Total: 2
- Baths - Total: 2
- Open Living, Dining, Kitchen
- Apx Structured SqFt: 1,224
- Original List Price: 300,000

2024 \$300,000



2014

- Bedrooms Total: 4
- Baths - Total: 3
- Apx Structured SqFt: 3,895



2024

- Bedrooms Total: 2
- Baths - Total: 2
- Apx Structured SqFt: 1,224



New Mexico vs U.S. Market Statistics

2014 to 2024 Comparison

Source: US Census



Median Household Income

- **New Mexico: \$59,726**
- **United States: \$74,755**

Average Travel Time to Work in Minutes

- **New Mexico: 23.7**
- **United States: 26.4**

Source: US Census



Home Ownership Rate

- **New Mexico: 70.9%**
- **United States: 65.2%**

New Mexico Housing

- **Total Housing Units: 940,859**
- **Occupied Housing Units : 829,514**
- **Vacant Housing Units: 111,345**

Source: US Census



New Mexico Employment Rate

54%

New Mexico Vacancy Rate

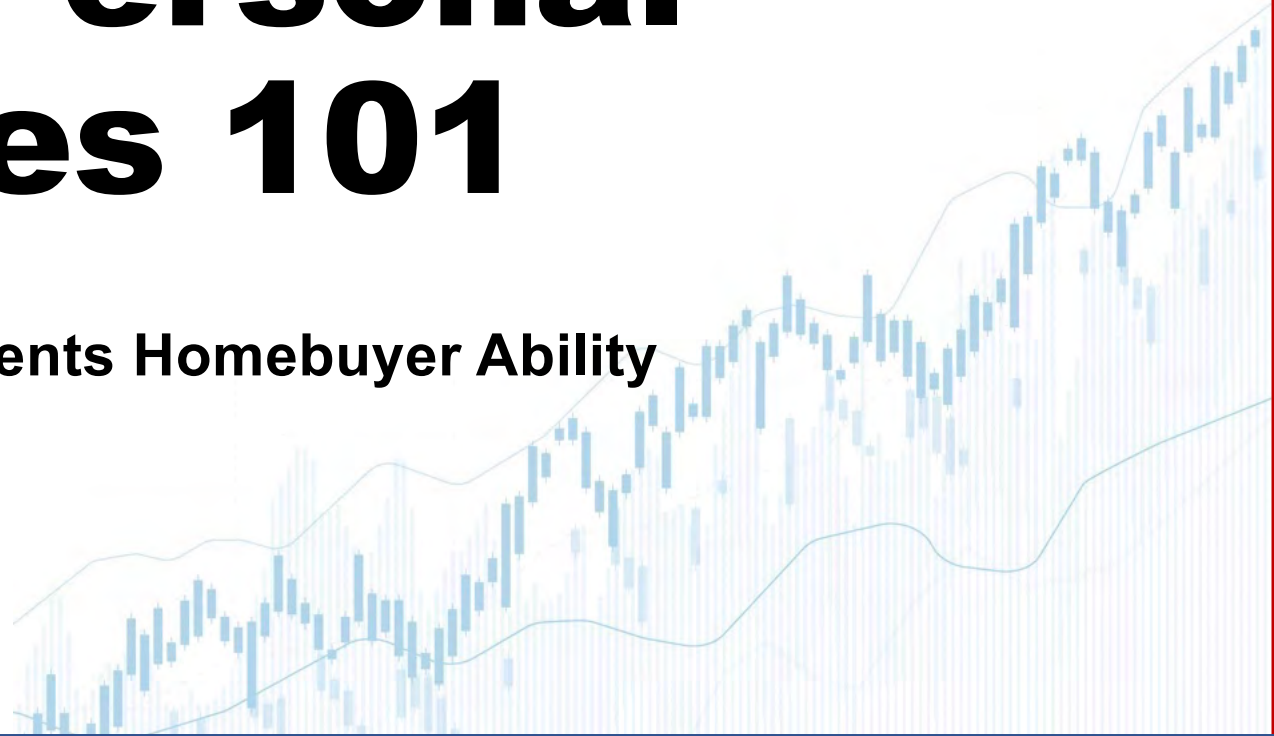
- **Homeowner: 1.1%**
- **Rental: 5.1%**

Source: US Census



Client Personal Finances 101

Kickstarting Your Clients Homebuyer Ability





📅 April 26, 2023 ⌚ 6 minute read

Budget breakdown

You can have a budget — and still live the life you want to live. Budgeting is a simple and reliable resource for shedding unwanted debt, reaching financial goals, living a healthier financial lifestyle and maintaining true financial wellness.

How to start a budget that's right for you

There are three types of expenses to consider when building your budget.

- **Fixed** - Amounts that do not change often (rent, mortgage or car payment)
- **Variable** - Likely to change based on purchase or use (food, gas and personal care)
- **Non-monthly** - Expenses that may come up unexpectedly (emergencies, gifts or travel)

Income - fixed expenses - variable expenses - non-monthly expenses = money for goals

Non-monthly expenses and emergency funds are part of budgeting wisely. Each takes intentional effort and planning. **Emergency funds** help you stay away from using a credit card and eliminate the need to drain money from other savings goals when unexpected events hit. They help you keep enough cash on hand to cover deductibles or minor incidents. For emergency funds: try to save six to nine months of funds to cover any essential expenses. Think of it as insurance for your budget!

To start, imagine your budget has two parts:

- Money coming in.
- Money going out.

If more money is going out than coming in, see if there are places where you can cut back a little. But don't go 0 to 60 when making changes to your budget or spending habits. You're more likely to succeed by taking small steps toward a change.



Budgeting 101

2. Goals vs. Aspirations

Common Aspirations

These are reasons why you're building a budget. Stay motivated and stick to the budget that works for you.



Manage money together.



Be my own boss.



Plan for retirement.



Improve my credit.



Plan for a family.



Save for college.



Pay down debt.



Rent or buy a place.



Buy a car.

4. Current Spending Habits

Time to write out your budget

Knowing where you have been spending your money will help you identify where you want to adjust your spending.

1. Average Monthly Income

	\$
	\$
	\$
Total	\$

Tip:

- When you get a raise make sure you're not neglecting your future self; split the amount between your savings and your spending.

2. Fixed Expenses

	\$
	\$
	\$
	\$
	\$
	\$
	\$

4. Non-Monthly Expenses

	\$
	\$
	\$
	\$
	\$
	\$
	\$
	\$
Total	\$

Tip:

- Plan for upcoming non-monthly expenses by estimating the amount you'll need and dividing by the number of months left to save.

5. Disposable Income

Average Monthly Income	\$
Total Expenses	-\$

6. Automating Spending Habits

Multiple Accounts

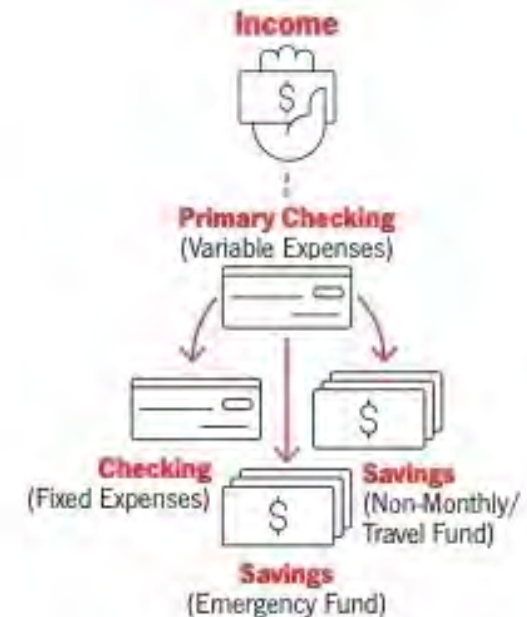
Focus on using automatic transfers between multiple accounts to separate your various expenses and/or goals.

- Decide how you'd like to break up your various spending buckets (e.g., fixed, variable, non-monthly/travel fund and emergency fund expenses).
- Consider opening up an account for each bucket.
- Set up automatic transfers for each goal or expense on a specific date.

This works well for those that are comfortable with how much they're spending month to month, and are looking for ways to split up goal money into a system that works for them.

Tip

- Make sure you review your system any time there is a change: a raise, job loss, wedding, etc.
Remember, auto-transfers will try and pull the money whether it's there or not.





Calculate Net Worth

FDIC ABOUT RESOURCES ANALYSIS NEWS

Games > Building Your Financial Future > Resources > Tools > Calculate My Net Worth

Calculate My Net Worth

[View this page in Spanish](#)

You can **print** a copy of this tool at any time. However, once you close this browser tab or window, anything you typed into this tool will not be saved.

Net worth is a good indicator of your financial health. Your net worth is **your assets minus your liabilities**. It's what you have left over after you pay all your liabilities.

Net worth is a better measure of someone's financial stability than income alone. A person's income could be disrupted by job loss or reduction in work hours. Income doesn't indicate how much debt someone has or how much savings or other assets they have.

Your net worth can be a positive number, zero, or a negative number.

- A **positive net worth** means the value of your assets covers all your liabilities, and there is still some left over. This means you have a cushion for financial emergencies. It's good to have a positive net worth.
- **Zero net worth** means your assets equal your liabilities. You don't have a financial cushion.
- A **negative net worth** means your liabilities are greater than your assets. You don't have a financial cushion in this situation either.

There are three steps to calculating net worth:

Step 1: List your financial and physical assets and their values. Your total assets will be calculated automatically. We do not include the value of intangible productive assets (such as a college degree) when calculating net worth.

Step 2: List your liabilities and the amounts owed on them. Your total liabilities will be calculated automatically.

Step 3: Review the table, "**My Net Worth**." Your total assets minus total liabilities will be calculated automatically.

How Money Smart Are You?


is a suite of 14 games and related resources about everyday financial topics. It's based on FDIC's award-winning Money Smart program.

[Help Center](#)

My Assets

[Jump to My Liabilities](#)

[Jump to My Net Worth](#)

Item	Value
Cash	<input type="text" value="\$0"/>
Checking Accounts	<input type="text" value="\$0"/>
Savings Accounts	<input type="text" value="\$0"/>
Matched savings accounts	<input type="text" value="\$0"/>
Savings bonds	<input type="text" value="\$0"/>
Stocks or mutual funds	<input type="text" value="\$0"/>
Certificates of deposit (CDs)	<input type="text" value="\$0"/>
College savings plan	<input type="text" value="\$0"/>
ABLE account	<input type="text" value="\$0"/>
401(k)	<input type="text" value="\$0"/>
Individual Retirement Account (IRA)	<input type="text" value="\$0"/>
Other investments: <input type="text"/>	<input type="text" value="\$0"/> 

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Net worth can be a positive number, zero, or a negative number.

Source: FDIC

Advancing Fundamental Financial Knowledge

Unique Financing Options

- **Section 184**
 - **USAD Loan**
 - **ITIN Loan**
 - **Chattel - Manufactured Home**
 - **Home Fund It**
 - **203K Loan**
- 

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Ashley Hurtado

Section 184 & USDA Loans



Section 184

Topics Covered

What is Section 184.

Who is eligible for this loan program.

Pros of the program

Fact or Fiction

What is Section 184?

The Section 184

Indian Home Loan Guarantee Program was created by the Housing and Community Development Act of 1992 to address the lack of mortgage lending in Indian Country. Native American homeownership has historically been an underserved market.



Who is Eligible?

Borrowers who are currently enrolled as member of a federally recognized tribe or Alaska Native

Pros of Section 184

Flexible terms

Min. of 1.25% on loan amounts of \$50K or less

Min. of 2.25% down on loans greater than \$50K

580 min. Fico

Can be used for Purchases, rehabilitation/renovation, new construction and no cash out refinances!

Low Mortgage insurance

Annual Mortgage insurance 0.15%

Low guarantee fee

1% up-front guarantee fee paid at closing OR Financed into the loan

Fact or Fiction

Section 184

Section 184 loans are only
available in select counties in
New Mexico

Fiction!

Section 184 loans are available anywhere in state
of New Mexico

Section 184 Loans are not available to purchase a property on the reservation.

Fiction!

You can buy a home on the reservation with this loan product subject to approval from the tribe.

Section 184 does not allow for DTIs
over 43%

Fact!

Section 184 allows for DTIs to be up to 43% with other compensation factors (reserves, strong credit history, minimal payment shock)

Section 184 loans are only
available as a primary residence

Fact!

Section 184 loans are only available if the borrowers are intending to occupy as their primary residence

USDA

Topics Covered


What is a USDA loan

Who is eligible for this loan program.

Pros of the program

Fact or Fiction





What is a USDA Loan?

Also known as the Section 502 Direct Loan Program, this program assists low- and very-low-income applicants obtain decent, safe and sanitary housing in eligible rural areas by providing payment assistance to increase an applicant's repayment ability.

Who is Eligible?

Borrowers whose household income is under 115% AMI and are buying a home in a rural location are eligible

Pros of a USDA loan

Flexible terms

100% financing

LTVs up to 102.75

Can be paired with other
down payment assistance programs

580min. Fico

Can be used for Purchases and rate
and term refis

Low Mortgage insurance

Annual Mortgage insurance 0.35%

Low guarantee fee

1% up-front guarantee fee paid at
closing OR Financed into the loan

Fact or Fiction

USDA

USDA loans are only available to
first time homebuyers

Fiction!

USDA loans are available to any buyer that meets the Household income limits, property location other guidelines set forth by USDA.

USDA loans are the best loans for a rural property.

Fiction!

USDA is a great program to use but might not be the best program for every borrower.

USDA loans are only available if you are purchasing as a primary residence.

Fact!

USDA loans are only for primary residences.

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Jen Hernandez

ITIN Loan



Unlocking Opportunities with ITIN Mortgage Lending



What is an ITIN?

- ITIN stands for Individual Taxpayer Identification Number.
- It's a tax processing number issued by the IRS to individuals not eligible for an SSN.
- Used by non-citizens required to file U.S. tax returns.
- ITIN holders are often hardworking individuals who contribute to the economy.



ITIN Mortgage Lending Overview

- Designed for borrowers with ITIN, or a joint application with a combo of both.
- Eligibility Criteria:
 - Valid ITIN
 - Stable employment and income
 - LTV varies between 85-70%
 - Minimum credit 600, No Score treated as 620



Benefits for Buyers

- Access to Homeownership: ITIN loans enable non-citizens to own homes.
- No SSN Requirement: Allows for mortgage qualification without SSN.
- Credit Flexibility: Lenders may consider alternative credit histories, no score okay.
- Financial Growth: Homeownership helps build wealth and community roots.



Quick Stats

- Percentage of ITIN loans that close: high 90s \$7 billion on the books
- Percentage of on-time payments: 99%
- Income types: tax returns, self-employed, P&L, 2-year work history, at least 30 days at current job, pay history of 12 months.
- Early payoff penalty? Nope!
- Job change? Okay! With a 2-year work history
- Manufactured homes? ALL OF THEM (so long as on permanent foundation)
- Gift funds okay 100% limited to 80% LTV
- Friends and Family – ITIN owned primary can buy secondary home, up to 80% LTV no minimum distance
- Vacant land okay, non-owner occupied okay
- Biggest difference between ITIN and non-ITIN borrowers is ITIN has to provide ITIN Letter from IRS

How REALTORS® Benefit



EXPAND YOUR CLIENT BASE: REACH
A BROADER RANGE OF BUYERS.



CLOSE MORE DEALS: CONFIDENTLY
GUIDE YOUR CLIENTS THROUGH THE
PROCESS.



STRENGTHEN CLIENT
RELATIONSHIPS: FOSTER TRUST AND
LOYALTY FOR FUTURE BUSINESS.

Advancing Fundamental Financial Knowledge



**ADVANCING
BELONGING,
COMMUNITY
& DIVERSITY.**

GREATER ALBUQUERQUE ASSOCIATION OF REALTORS®



**Mike
Torres**

Manufactured Home Purchase Process/Chattel



Home Funding Corp.



Chattel Loan

- Down payment as low as 5%
- Borrowed down payments are allowed
- Loan terms up to 25 years
- No age limit on used homes with appraisal

Chattel Loan

- Refinances available
- Refinance with debt consolidation
- New or Preowned homes will get the same rate and terms

Chattel Loan

- Credit scores as low as 640
- DTI up to 45%
- DTI up to 50%
- \$20,000 minimum loan amount

Advancing Fundamental Financial Knowledge



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COMMUNITY
& DIVERSITY.**

GREATER ALBUQUERQUE ASSOCIATION OF REALTORS®



**DAN
GUTIERREZ**

Home Fund It Program & 203K Loan







What makes HomeFundIt different?

Widens the Circle

- non-relatives (friends, co-workers, wedding guests, etc.) to give.

It makes it much easier to give

- By allowing online contributions via U.S. debit and credit cards (up to \$5,000 per donor) and no tedious offline paperwork



Is HomeFundIt crowdfunding?

- Exclusively used for the down payment on a home
- The idea is to make it easier for relatives and friends – or anyone in your personal network - to be able to help you with your down payment
- Your donors can lend online
- No checks
- Gift Letters
- Financial Statements





Who can use HomeFundIt and are there any restrictions?

- Any U.S. resident for the purchase of a single-unit, primary residence within the United States.
- No age restrictions
- There are no income restrictions to use the platform



What loan programs and lenders can I use with HomeFundIt?

- HomeFundIt can be used with any loan program funded by CMG Financial or its joint venture partners
- Normal terms and conditions for each loan program apply
- HomeFundIt is exclusive to CMG Financial, one of the largest privately-held mortgage lenders in the U.S., and its joint venture partners



Is there a limit to how much I can raise

- There is no upper limit on how much a HomeFundIt campaign can raise in total. You can raise your entire down payment or more via HomeFundIt. Any additional funds can be applied toward your closing costs.



Are down payment donations taxable or tax-deductible to the donor?

- Since the per-donor limit on HomeFundIt campaign donations via the platform is \$5,000 per donor, donations to HomeFundIt campaigns will fall well below the current annual Federal Gift Tax Exclusion (\$15,000 per individual donor, \$30,000 per couple filing jointly, or as part of the \$5.6 million lifetime exemption) and therefore would not be taxable to the donor.





- Once you set up your HomeFundit campaign, you'll receive weekly emails with links to our quick-start onboarding videos. Each video is about 3-5 minutes long. You can watch them individually as they arrive, or you can binge-watch the entire set of six videos here:
<https://vimeo.com/album/5856349>

- You can also view our pre-recorded webinar for prospective home buyers at any time:
<https://events.genndi.com/register/818182175026322850/d11c33a066>

What resources are available to help manage my HomeFundit campaign?



How is the money handled?

- Gift funds are deposited into a holding account with our payment processor and held there until you purchase a home or cancel your campaign. Funds do not earn interest since they are essentially liquid and available when you request them.
- with your loan officer, the process will go smoothly.





203K Renovation Financing

- **FACT OR FICTION**

“Every Customer, Every Time. No Exceptions, No Excuses.”

- CHRISTOPHER M. GEORGE

CMG FINANCIAL
NMLS 1820

Fact or Fiction

#1- renovation loans are only for buyers looking to buy houses in poor shape?

- Fiction: It is true that renovation loans can be for properties that are in poor / distressed condition, however, many buyers just want to modernize and/or update their new home to fit the comfort and needs of their family.

“Every Customer, Every Time. No Exceptions, No Excuses.”

- CHRISTOPHER M. GEORGE

CMG FINANCIAL
NMLS 1820

Fact or Fiction

#2- Renovation loans are too expensive!

- Fiction: A renovation loan is one simple 30-year fixed rate loan that allows you to either purchase and improve your new home or on a refinance, payoff your current mortgage and complete your home improvement upgrades.
- With a Renovation loan you can build equity in your property, reduce deferred maintenance costs, and make energy efficient improvements to reduce your monthly utility expenses.

All in one simple government insured fixed rate loan!

“Every Customer, Every Time. No Exceptions, No Excuses.”

- CHRISTOPHER M. GEORGE

CMG FINANCIAL
NMLS 1820

Fact or Fiction

#3- Renovation loans are too complicated

- Fiction: Renovation Loans are regular FHA and Conventional loans with a construction rider.
- No special income, asset, or credit overlays are needed, and the best part is that CMG isn't concerned with the current value or condition of the property. We only look at what the condition and value of the property will be once all the repairs are completed.

“Every Customer, Every Time. No Exceptions, No Excuses.”

- CHRISTOPHER M. GEORGE

CMG FINANCIAL
NMLS 1820

Fact or Fiction

#4- Renovation loans take forever to close- in my market sellers want to close in 45-60 days!

- Fiction: We have become one of the premier renovation lenders in the country because to us, renovation loans are simple agency loans with a construction rider, not some mysterious façade.
- All home improvements are completed after you close your loan. At CMG we will be in a position to close your loan within 45 days of the borrower selecting a contractor and finalizing their scope of work.

“Every Customer, Every Time. No Exceptions, No Excuses.”

- CHRISTOPHER M. GEORGE



Fact or Fiction

#5- Renovation loans can't be used to complete small personal improvements

- Fiction: You get to choose what is the best path for you and your purchase/refinance dreams. CMG helps homeowners everyday from small projects to large remodels. Let our trained Renovation Associates assist you to develop a plan that maximizes the comfort and enjoyment of your home.

“Every Customer, Every Time. No Exceptions, No Excuses.”

- CHRISTOPHER M. GEORGE

CMG FINANCIAL
NMLS 1820

Fact or Fiction

#6- There is a special list of contractors that we must use. We cannot select our own contractor.

Fact & Fiction!

- **Fact:** All contractors must be properly licensed and insured by the local municipality where the property is located. On FHA loans the contractor cannot be a relative, employer, or anyone else with a potential financial interest in the property.
- **Fiction:** Conventional loans will allow a relative to be the contractor.

Regardless of the path you choose the Contractor selection still remains the responsibility of the Homeowner/Buyer

“Every Customer, Every Time. No Exceptions, No Excuses.”

- CHRISTOPHER M. GEORGE

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Fact or Fiction

#7- this all sounds great, but can cmg help me with the loan process?

- **Fact:** What makes CMG special is our dedicated Renovation Associates. You will be assigned a team of experts that will manage the entire renovation portion of the transaction, from the start of your home shopping experience until the final work has been completed and you are enjoying your new customized home.

Advancing Fundamental Financial Knowledge

Thank You!



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