



complete

mortgage services



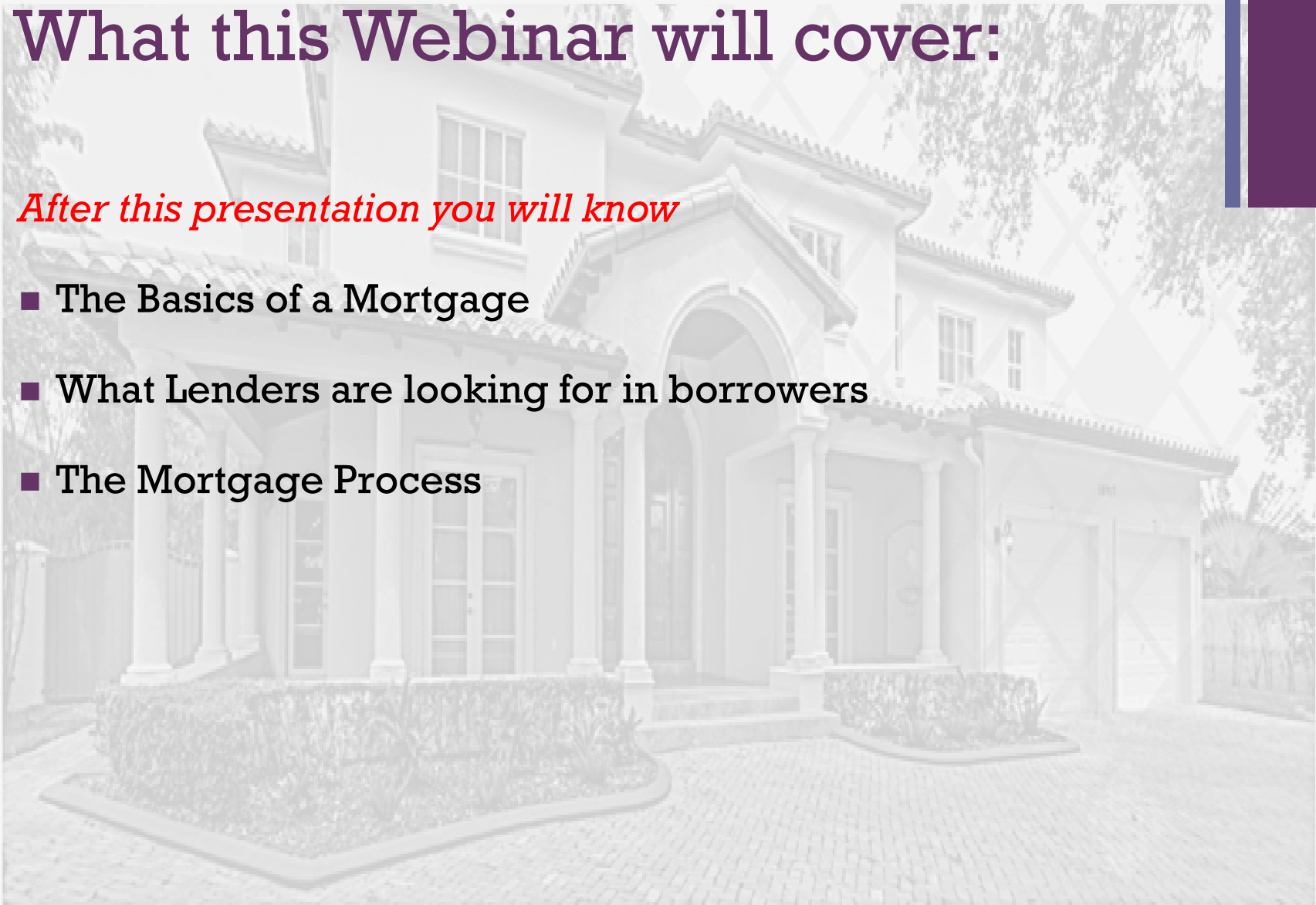
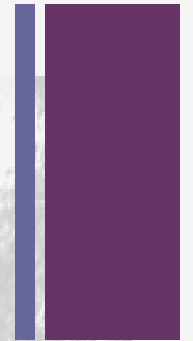
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What this Webinar will cover:

After this presentation you will know

- The Basics of a Mortgage
- What Lenders are looking for in borrowers
- The Mortgage Process





What is a Mortgage ?

- Root of the Word: Mort - Gage
- A long term loan to purchase a home
- Largest single debt of people's lives!
- Everyone can use professional guidance in managing this debt



Can you get a mortgage?

It depends on your:

- Down Payment
- Credit History
- Income





Down Payment

- Savings in place for 90 days
- Gift from an immediate family member

House cost is *\$400,000*

Down payment *\$20,000*

← Minimum Down 5%

Note: Down Payment Changes to 10% for any dollars of a purchase price over \$500,000

+ Down Payment Source

- Savings in bank account for more than 90 days
- Immediate family gift
- Tax Refund
- Sale of a property or asset
- RRSP (Home Buyer's Plan)
- B.C. Home Owner Mortgage and Equity Partnership

<http://housingaction.gov.bc.ca/>



Down Payment Source - RRSP

- Program: Home Buyer's Plan
- Can borrow from your RRSP under the following rules
 - \$25,000 per partner
 - Must be paid back over the next 15 years
1/15 per year or the amount is added to that year's income for taxes
 - Funds must be in RRSP for minimum 90 days before withdrawal
 - See Details from CRA at: www.cra.gc.ca/hbp/



BC HOME Owner Mortgage and Equity Partnership

- First time home buyer.
- Will match your contribution to a maximum of 5% of purchase price.
- Maximum purchase price \$750,000.
- Closing costs and CMHC insurance premiums will increase.



Mortgage Insurance Vs Down Payment

Down Payment % of Purchase Price	Insurance Premium	Insurance Premium with BC Loan
<i>5 % to 9.99%</i>	<i>3.60 %</i>	<i>3.85%</i>
<i>10 % to 14.99%</i>	<i>2.40 %</i>	<i>3.60%</i>
<i>15 % to 19.99%</i>	<i>1.80 %</i>	<i>1.80%</i>
<i>20 % or more</i>	<i>0</i>	<i>0</i>

The Insurance Premium is added to your mortgage. You do not have to pay this from savings at purchase



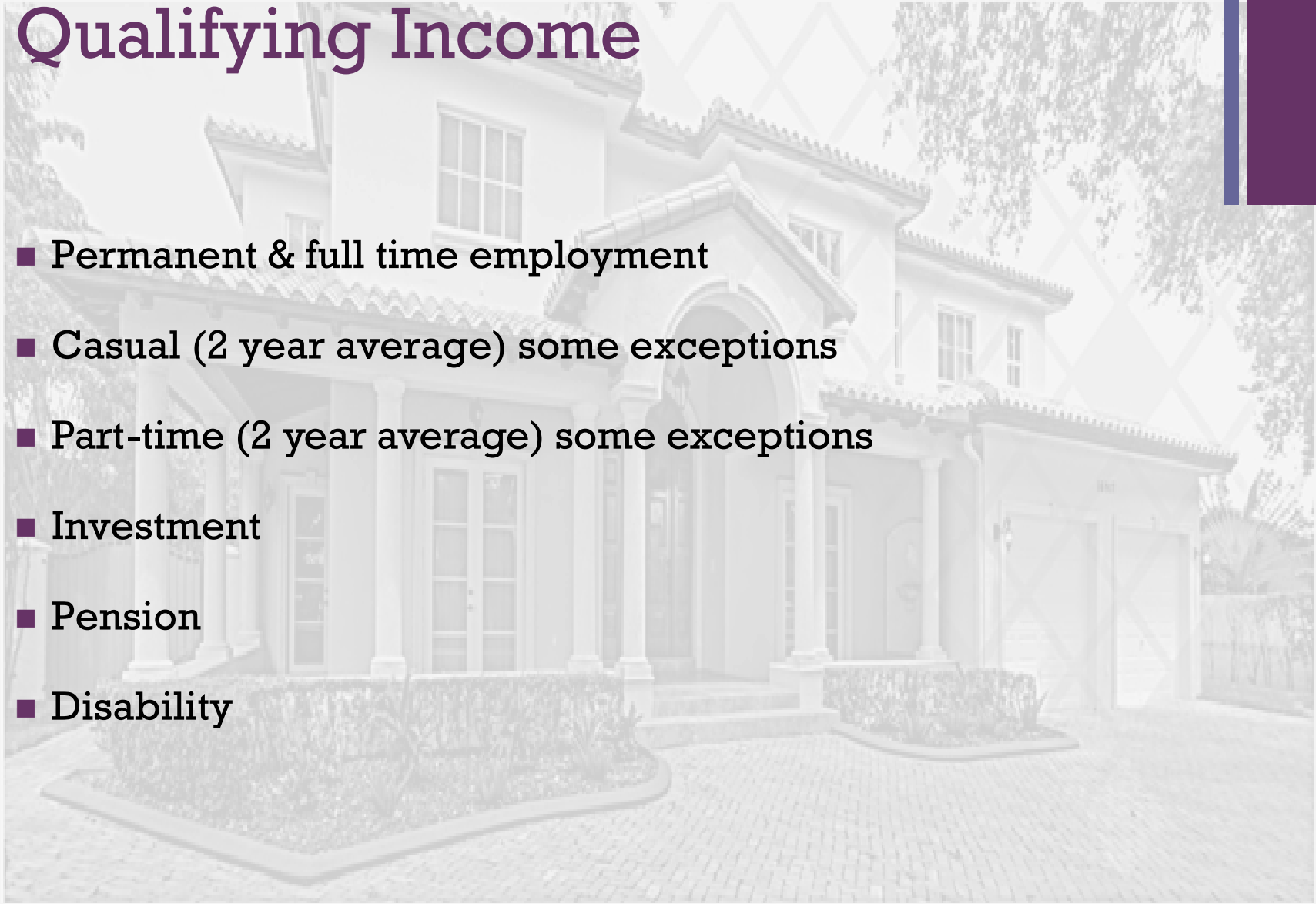
Credit History

- Your last 6 years of detailed credit information of all
 - Credit cards,
 - Lines of credit (or loans)
 - Auto lease payments
- To help your credit rating:
 - ✓ Pay on time (at least the minimum)
 - ✓ Keep balances far below limits, less than 60%
 - ✓ Do not let too many people check your credit
 - ✓ Success Story of a Client who attended one of my classes
- You can find out your score by calling: Equifax: 1800-465-7166 or www.equifax.ca



Qualifying Income

- Permanent & full time employment
- Casual (2 year average) some exceptions
- Part-time (2 year average) some exceptions
- Investment
- Pension
- Disability





How much income do you need?

- Approximate Calculation based on minimal debt:

Income Required:	Mortgage:	Monthly Mortgage Payment:*
<i>\$ 20,000</i>	<i>\$100,000</i>	<i>\$ 463</i>
<i>\$ 40,000</i>	<i>\$200,000</i>	<i>\$ 926</i>
<i>\$ 60,000</i>	<i>\$300,000</i>	<i>\$1,389</i>
<i>\$ 80,000</i>	<i>\$400,000</i>	<i>\$1,852</i>
<i>\$100,000</i>	<i>\$500,000</i>	<i>\$2,315</i>
<i>\$120,000</i>	<i>\$600,000</i>	<i>\$2,778</i>
<i>\$140,000</i>	<i>\$700,000</i>	<i>\$3,241</i>
<i>\$160,000</i>	<i>\$800,000</i>	<i>\$3,704</i>

* Based on 2.49% 5 year fixed, interest rate, 25 year am



Mortgage Product Options

- Fixed rate products
- Variable rate products
- Home Equity Line of Credit
- Reverse mortgage
- Alternate or Private Products for clients with credit issues



Closing Costs

- Property Transfer Tax (PTT)
- Legal fees
- Appraisals
- Title insurance





Pre-Approvals

- **Pre – Approval (even before you shop)**
 - *Discuss mortgage options*
 - *Income(s) & Down payment*
 - *Credit Histories (I will investigate with your approval)*
 - *Mortgage options will be given to you in 24– 48 hours*

- **Accepted Offer**
 - *I will work with the selected bank to complete the mortgage*





Mortgage Consulting Process

- Pre Approval with full review as you start shopping for a new home
- Review your Income and Property once you have an accepted offer
- Financing subject to be removed after mortgage approval
- “Ducks in a Row” call to lawyer/notary 1 week before closing; ask for Statement of Adjustments and Land Title Form B



Mortgage Broker Consultation

- Allan Seltzer AMP, Mortgage Consultant
 - Verico Complete Mortgage Services
 - 604-202-7114
 - allan@seltzerteam.com
- Email me for a Complete Mortgage Information Guide.

[Add me on LinkedIn](#)



Call or email to book a consultation to know how to finance your home purchase.