



PURCHASES

Your next home purchase will be a breeze



Featured

Purchase Dos

Check out the dos of the purchase process!

The Five Tips

Learn the five tips of the purchase process.

Why The Time To Purchase Is Now Not Later!

Don't wait to purchase! You can't control the market but you can control when you buy. This is why you shouldn't wait!

About

Nathan Durst

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My Mission: Home Loans Made Simple

Hello, My Name's Nathan! I established Home Mortgage Specialists, Inc in 2011 to help make Home Loans Simple. With my team, I've had the pleasure of doing just that for thousands of borrowers! My goal is to help as many people as possible with home Purchases! Inside my Purchase Guide, you'll find:

- Purchase Dos (and Do Nots)
- The Five Purchase Tips
- Why The Time To Purchase Is Now!

I hope this Purchase Guide helps you succeed on your next mortgage - reach out if you have questions!

Sincerely,

Nathan Durst

What Is a Purchase?

Purchasing a Home Is a Simple Way To Save Money



How Does Buying A Home Save Me Money?

"Home Equity" is your home's appraised value, minus whatever loans you have on the property. When you purchase, you get to keep the equity in your home when you decrease the loan amount by paying it or when the home appreciates in value.

How Do I Know If I Can Afford To Purchase A Home?

There are many factors that contribute to home affordability, such as principal, interest, taxes and Insurance. Luckily for you, I have the tools and the knowledge to understand what you can afford. All you have to do is get in touch.

Purchase Dos

The Dos Of Purchasing

DO THIS

Consult a Mortgage Broker

Even if it isn't me, I'd still rather you go to a mortgage broker that has more rates and more options than your local bank.

Consider Costs

When you Purchase, consider the costs of owning a home, like repairs, renovations, and appliances that you may need when you move.

Check Your Credit

Your credit will directly influence how low of an interest rate you can get. Be sure to keep your payments current and your credit cards low!

Change From Adjustable to Fixed

If you have an ARM*, it is almost always advisable to switch to a fixed interest loan. Fixed rate loans have lower costs over their life than ARMs.

Get Pre-Approved! ← **IMPORTANT**

Preapproval can give you an accurate idea of what you can afford, simplify home shopping, and strengthen your offer.

NOT THAT

Go To Your Bank

Your bank offers their own products, meaning they don't offer any chance to compete and get you the lowest rate you can.

Get a Pre-Payment Penalty

Most lenders offer the option of no Pre-Payment Penalty, some just make you ask. So be sure to ask your lender if you will be penalized for paying off debt early!

Take Out Large Debts

If you intend to purchase, you may want to hold off buying a new car or financing other large items. These things can complicate the purchase process.

Take Rates Too Seriously

The rates change, they go up and down. Focus on the overall purchase by considering the closing costs, loan term and other important factors.

Try To Time Mortgage Rates

Chances are, you can't. So if you find a property you like, take the opportunity and the savings you get in that moment. You can always refinance if rates fall.

Tip

When you get Pre-Approved with HMS you can shop for 90 days! After that all we have to do is repull credit!

Your Purchase Journey

Five Tips For Purchasing Your Home

Your purchase is a journey, but it isn't one that you have to take on your own. That's why I've put together these simple tips that you can use on your next purchase. Based on my experience, borrowers who implement these have great success!



01

Raise Your Credit

Pay off your credit cards with high balances or get them below 30% of their limit to increase your credit!

02

Down Payment

Start saving for your home purchase by preparing a down payment. This will typically 3-3.5% of your purchase price.

03

Get Documents Ready

Gather together your tax, income, bank documents and be prepared to provide them. Every loan is different but make sure you know where everything is - and you'll be much better off.

04

Don't Buy A Car

If you can avoid it - don't make any big purchases that require credit. Any new credit obtained during the home purchase can complicate things. Be smart and wait if it is possible.

05

Speak With Your Loan Officer

When you're ready and you think you've found a home - it's time to get in touch with me to complete the last piece of the puzzle.

Let's move!





Don't Wait A Moment!

The Time To Purchase Is Now!

Don't wait, don't hesitate. Even if the rates are falling. When you can save on a purchase - unless there's a serious reason to not do so - the time is now! People who wait *too long* to purchase often miss out on the real savings that a purchase would have saved them had they not waited. If the time is right, it's right, it doesn't have to be perfect.

These Are The Things That Tell You You're Ready

If any of these is true it may be time to purchase*

- You Have Good Credit
- Stable Employment
- Can Afford A Home Payment
- Are Tired Of Renting
- Have Down Payment Ready

*This list is not intended to be exhaustive and you should consult a licensed loan officer before purchasing.

The Freedom Of Owning Your Own Home

When you save money, decrease your overall debt burdens, and don't have to pay rent: You're not only making a wise financial decision, you're also giving yourself security. That security gives you freedom. When you p with Nathan Durst, you get to choose the options that are best for you and your family.





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President & Senior Loan Officer

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I hope you've found this guide helpful, if you need anything at all, don't hesitate to get in touch! When you're ready to apply, just click this button!

[Apply Now!](#)