



# REFINANCES

Your refinance is an adventure, make it one worth having.



**Featured**

## Refinance Dos

Check out the dos of the refinance process!

## The Five Steps

Learn how you can refinance in just five steps!

## Why The Time To Refinance Is Now Not Later!

There's lots of bad news out there, we're gonna clear the air about refinancing once and for all!



About

# Nathan Durst

The Founder and President of  
Home Mortgage Specialists, Inc.

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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 refinances! Inside my refinance guide, you'll find:

- Refinance Tips
- The Five Steps of Refinancing
- Why The Time To Refinance Is Now!

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

Sincerely,

*Nathan Durst*

What Is a Refinance?

# Refinancing Is A Simple Way To Use Home Equity



## ***What is Home Equity and How Do I Access It?***

"Home Equity" is your home's appraised value, minus whatever loans you have on the property. If the numbers are right, you can refinance your current home loan and put some extra cash into your pocket.

## ***I don't have much Home Equity, should I still refinance?***

Great question! This particular refinance has a name: Rate and Term. If you can get a better rate and a better term, you may save money over the life of the loan. As always, you should speak with a Mortgage Broker like Nathan Durst to iron out the details.

# Refinance Tips

## The Dos Of Refinancing

### 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 refinance, always make sure that you are seeing some improvement in your overall financial picture.

#### ***Check Your Credit***

Your credit will directly influence how much money a refinance could save you. 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.

#### ***Eliminate PMI***

Your Private Mortgage Insurance costs you lots of money. Sometimes a refinance can alleviate it entirely. If you can get rid of PMI - it may be time to Refi.

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

#### ***Take Rates Too Seriously***

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

#### ***Try To Time Mortgage Rates***

Chances are, you can't. So if you benefit from a refinance, take the opportunity and the savings you get in that moment. You can always refinance again.

### Tip

*Refinancing Allows Home Equity To Be  
A Real Asset That You Can Use.*

\*An ARM is an Adjustable Rate Mortgage



— Your Refi Journey

# *The Five Steps Of Refinancing Your Home*

Your refinance is a journey, but it isn't one that you have to take on your own. That's why I've put together this simple five step guide to serve as your "Road Map" during the refinance process. These are the five steps of refinancing at Home Mortgage Specialists, Inc.



01

## *Rate Quotes*

Get a Rate Quote in as little as fifteen minutes. My Rate Quotes help you understand the market and prepare to make the right decision.

02

## *Draw A Plan*

As a licensed loan originator, I draw up an expert plan to refinance your mortgage - taking into account your wants and needs to ensure you have a successful refinance.

03

## *Question and Answer*

During this Question and Answer, I answer all your questions and refine your refinance plans to achieve the perfect loan solution that meets your needs!

04

## *Process The Loan*

Like what you see? If the answer is yes then I'll begin to process your refinance. HMS can close in as little as 11 business days. Let's Close!

05

## *Let's Close*

My team closes your loan, getting you into a great new mortgage with a great rate. That's what I do, that's because I'm a Specialist! And you can be one too!







*Don't Wait A Moment!*

# The Time To Refinance Is Now!

Don't wait, don't hesitate. Even if the rates are falling. When you can save on a refinance - unless there's a serious reason to not do so - the time is now! People who wait *too* long to refinance often miss out on the real savings that a refinance 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 To Watch For*

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

- Rates are Falling
- Your Home Value Increased
- You Can Decrease Your Loan Term
- PMI Can Be Reduced or Gotten Rid Of Entirely
- You Can Consolidate Debt

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



# *The Freedom Of A Good and True Refinance.*

When you save money, decrease your overall debt burdens, or shorten the life of your home loan. You're not only making good use of what is likely your largest physical asset, you're also gaining security. That's the freedom of a good refinance. When you refinance with Nathan Durst, you get to choose the options that are best for you and your family.

Home Sweet Home







# Nathan Durst

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!](#)