



MORTGAGES

Understanding the Ins and Outs of the Mortgage Process

Featured

Helpful Hints

Helpful Hints about the most confused parts of the mortgage industry

My Mortgage Process

How do we close home loans so fast?

Documents to Keep

Learn which documents you should keep!

WELCOME



I'm Mark Pulaski, your dedicated mortgage loan officer. With years of experience and access to a variety of loan programs, I'll help you find the right mortgage solution to fit your unique needs and budget. Contact me today to get started on achieving your homeownership goals.

- Helpful Hints
- Documents To Keep
- My Mortgage Process

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

Sincerely,

Mark Pulaski

Mark Pulaski
Expert Loan Officer

Home Mortgage Specialists, Inc.

P: 312-788-4429 | E: mpulaski@hmsmtg.com

Illinois Residential Mortgage Licensee
MB.6760824 | NMLS 695728
MLO #031.0080868 | NMLS 2358825



HELPFUL HINTS

GET IN TOUCH WITH A FINANCIAL ADVISOR

We recommend all borrowers reach out to a local financial advisor to help them with their financial picture.

ASK QUESTIONS

Your getting a mortgage, it's ok to ask questions feel free to reach out at any time.

CONTACT YOUR LOCAL SPECIALIST

Mark Pulaski
Email: mpulaski@hmsmtg.com
Phone: 312-788-4429

REAL TIPS TO SUCCEED AT MORTGAGES

Here is a list of "dos" and "don'ts" that should form the basis of a successful mortgage experience.

DO

- Get Pre-Approved early - understand the mortgage market and your buying power.

DON'T

- Go home shopping without Pre-Approval - Do things hurriedly.

DO

- Work with mortgage professionals.

DON'T

- Feel like you have to do this alone.

DO

- Respond quickly to your mortgage team

DON'T

- Wait too long to reply, forget to check your email, stop answering your phone.

There are more, but these are the ones we find most helpful to our borrowers. Remember, if you have a question you are always welcome to ask it at HMS!



DOCUMENTS TO KEEP^{*}

01

Valid ID

When you apply for a mortgage you'll be expected to provide unexpired proof of identification.

02

Income

In order to use the income stated on your loan application, you'll need to provide Paystubs, W2's or Tax Returns to Support it.

03

Assets

If you are bringing money to the closing, you'll need to show that money in a bank statement for as little as 30 days.

04

Employment

Be sure to have at least 2 years of employment listed on your application, this helps certify that you are gainfully and stably employed.

05

Mortgage

If you have a mortgage, save a copy of your mortgage statement each month and be sure to pay on time! A delinquent mortgage can mean a delinquent borrower!

06

HOI

All lenders require Home Owner's Insurance (HOI), be sure to keep information about your insurance agent to provide to your broker when you are ready to buy.

^{*}Please note that the items below shall not be construed as an exhaustive list of items a borrower may be expected to provide. This is just a general list, attempting to get you to think about what items may be expected from you if you apply for a mortgage.



MORTGAGE PROCESS

Lot's of companies try to wow you with the breadth of their process. Call me crazy, but I think most borrowers will be more happy with simplicity than with complexity. That's why I've put together a simple three step mortgage process that works for Purchases and Refinances alike.

When your ready to close just let us know!

01

Options

During phase one, I provide you with mortgage options that you can pick from, checking if you may qualify along the way.

02

Choose

We gather your loan application information as you choose your mortgage product then we submit things to the Automated Underwriting System to see if you can get Approval.

03

Close

If you're approved, we work together as a team to get you the home loan. We aren't perfect, but 90% of HMS Borrowers that get here - close.



Mark Pulaski

Expert 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!](#)