

# First-Time Homebuyer Webinar 2024

BANKING SIMPLIFIED. LIFE MAGNIFIED.



**FAMILY FIRST**  
CREDIT UNION

# WHO WE ARE



- Serving our members since 1969
- Began as a single branch serving the needs of Penfield School District employees
- We now have 5 branches and are owned by over 15,000 members
- Aim to provide secure and innovative financial services to our members

# WHY CHOOSE FFCU

- Non-profit organization focused on our members needs
- Lower PMI rates than large retail banks
- FAST turn around times
- Service oriented - we are “people helping people reach their financial goals”
- LOCAL, LOCAL, LOCAL!

# COMMON TERMS

## Appraisal

A report made by qualified appraiser setting forth an opinion or estimate of value. The term also refers to the process by which this estimate is obtained.

## Contingency

A clause in a purchase contract stating conditions that must be met in order for the contract to be binding. For example: The sale of a home can be contingent upon the buyer obtaining financing.

## Home Inspection

An examination of the structure and mechanical systems to determine a home's quality, soundness and safety; makes the potential homebuyer aware of any repairs that may be needed.

## PMI (Private Mortgage Insurance)

Insurance written by an independent mortgage guaranty insurance company that protects the mortgage lender against loss incurred by a mortgage default, enabling the lender to lend a higher percentage of the sales price

## Points

Fees paid to lenders. 1 point = 1 percent on the loan amount. On a \$100,000 loan, 1 point is \$1,000. Points may be further classified into origination points or discount points

# CREDIT REQUIREMENTS



Minimum Credit Score: 620



Credit score for lowest possible costs: 740



Minimum active trade lines: 3



Credit reviewed: 36 months

# DOWN PAYMENTS

## Conventional

- Regular Conventional Loan: 3% - 5% of sale price
- Home Ready Mortgage: 3% of sale price
- Requirement to avoid PMI Payment: 20% of sale price

## FHA

- 3.5% of sale price
- Mortgage insurance is mandatory on all FHA Loans

## SONYMA

- 3.00% of sale price

## USDA

- 0.00%

## VA

- 0.00%
- No Monthly Mortgage Insurance Premium

# COSTS TO CONSIDER

|                             |  |
|-----------------------------|--|
| <b>Attorney Fees</b>        | Attorneys are required in NYS, fees vary           |
| <b>Closing Costs</b>        | 2.5% - 4.5% (credit & loan dependent)              |
| <b>Down Payment</b>         | Typically, at least 5%                             |
| <b>Homeowners Insurance</b> | 1 <sup>st</sup> years premium                      |
| <b>Property Inspection</b>  | Optional   |
| <b>Taxes</b>                | 2.5% - 4.5% of the purchase price (town dependent) |

# MORTGAGE PROCESS (1 of 2)

- 1. Pre-Approval:** Income + credit are reviewed. A pre-approval letter is generated specifying a mortgage amount that you are pre-approved for based on certain conditions.
- 2. Purchase Offer, Realtor, Attorney:** Once you've found a home you want to put an offer on, you'll work with your realtor to write a purchase offer and your attorney to review and approve the written contract.
- 3. Inspection (optional):** If elected, once completed please send the inspection release to Family First. *Remember: Inspection is not the same as an appraisal!!!*
- 4. Application:** After you and the seller agree to a purchase offer, you should contact your mortgage consultant to submit a formal application.



# MORTGAGE PROCESS (2 of 2)

5. **Appraisal:** The credit union will send an appraiser to the property to determine the current market value of the property.
6. **Mortgage Commitment:** A mortgage commitment (approval) will be issued by the credit union. Be sure to read all conditions of your commitment!!!
7. **Closing:** Once all conditions of the commitment have been met, the credit union will clear your file for closing. Then, it's up to you and your attorney to schedule your closing.
8. **Move into your new home!!**

# WHAT TO DO

- ✓ Work with your mortgage originator to provide all necessary documentation to support your mortgage application **as soon as possible**.
- ✓ If purchasing a home with a First-Time Homebuyer grant, it is imperative that we process the file as soon as possible. *Note: Grant funds cannot be requested until you have provided your mortgage originator with all required documentation!*

# WHAT NOT TO DO

- × Apply for new credit during the application process, creating additional credit inquiries
- × Delay in submitting your loan application
- × Increase credit usage (which will require us to reduce your loan amount)
- × Make large deposits that are not easily verifiable
- × Change jobs or income sources without discussing with Family First beforehand
- × Notify Family First of any income increases or decreases
- × Don't worry if we request additional documentation! This doesn't mean your file is getting adversely reviewed - just that the mortgage underwriter needs some clarification on documents already received.



# MEET OUR TEAM (1 of 3)



**Julie Vella**

*Senior Mortgage Originator*

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**Ron Kraft**

*Mortgage Originator*

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# MEET OUR TEAM (2 of 3)



**Bill Hollifield**  
*Mortgage Underwriter*

Handles mortgage approval process and works directly with the credit union attorney



**Lisa Wille**  
*Mortgage Processor*

Handles mortgage processing from application to closing

# MEET OUR TEAM (3 of 3)



**Alice Hooker**

*Mortgage Servicer*

Handles your mortgage  
after your closing



**Colleen Perry-Curcio**

*Mortgage Manager*

Oversees the mortgage department to  
ensure a smooth process from  
application to closing

The image features two stylized trees against a solid blue background. The tree on the left is dark blue, and the tree on the right is a muted green. Both trees have a rounded, bushy canopy and a simple trunk. The text "FIRST-TIME HOMEBUYER GRANTS & ASSISTANCE" is overlaid in white, bold, uppercase letters across the center of the trees.

# FIRST-TIME HOMEBUYER GRANTS & ASSISTANCE

# HOMEBUYER DREAM GRANT



\$19,500 to go towards the down payment, closing costs, and/or taxes



\$500 defrayment cost to a non-profit agency for homebuyer education



Must take a HUD approved First-Time Homebuyer education course




Income must qualify based on the total members in the household





Must provide the last 30 days of paystubs of qualifying income for the grant submission


# SONYMA MORTGAGES


✓ **Achieving the Dream Program** and **Low Interest Rate Program**

 30-year fixed-rate mortgage

 Minimum Down Payment: 3%

 120-Day Rate Locks

 Minimum Required Borrower Cash Contribution: 1% of the purchase price

 Can be combined with down payment assistance loan of 3% of the purchase price OR a minimum of \$3,000.

+ SONYMA allows unlimited grants in addition to their down payment assistance loans!



# PATHSTONE GRANTS



Down Payment Assistance Loans up to \$5,000



No minimum Credit Score



Minimum of 3 tradelines



This grant requires pay back - interest rate is the same as the mortgage rate



Payback term: 1-5 years amortization Max Debt-to-Income Ratio: 45%



Max Debt-to-Income Ratio: 45%

# PATHSTONE CLOSING COST LOAN



Can be used for down payment, closing costs and taxes



Loan is secured to the property



Must complete an approved First-Time Homebuyer education course



Loan can be combined with other grants and down payment assistance loans

# SHEEN HOUSING GRANT



Up to \$3,000 for closing cost assistance



No interest but requires repayment - \$50/month for 5 years



For First-Time Homebuyers (haven't purchased a home in the last 3 years)



Must be a single-family home



Must complete an approved First-Time Homebuyer education course



**QUESTIONS?**