

# Mortgage Guide

## A Clear, Step-by-Step Approach to Home Financing

### A Different Approach to the Loan Process

Many mortgage processes feel rushed or confusing, with borrowers pushed into applications before fully understanding their options. At **NEXA LENDING**, the process is designed to be **informative first** — helping you understand loan structures, timelines, and expectations before moving forward.

This approach allows you to move confidently, whether you're purchasing a home or refinancing an existing loan.

### How the Process Typically Unfolds

#### Step 1: Prequalification & Initial Review

You begin by sharing basic financial information to understand potential loan options and price ranges. This step helps set realistic expectations without requiring a full application.

#### Step 2: Exploring Loan Options

Once your goals are clear, we review loan structures that align with your situation — including purchase or refinance options, occupancy considerations, and property types.

#### Step 3: Application & Documentation

When you're ready to proceed, the formal application and documentation process begins. At this stage, income, assets, credit, and property details are verified.

#### Step 4: Closing & Completion

The final step involves coordinating approvals, escrow, and closing details so the loan can be completed smoothly and with fewer surprises.

### How the Process Differs for Purchases and Refinances

## **Purchase Loans**

- Includes escrow coordination, appraisal, and title transfer
- Prequalification and preapproval strengthen your offer
- Helps clarify timelines and expectations during the home buying process

## **Refinance Loans**

- Focuses on reviewing your existing loan and current property value
- Evaluates financial goals such as lowering payments or accessing equity
- Ownership of the property does not change

## **What Helps Keep Things on Track**

- Clear communication
- Timely document submission
- Understanding loan structure early
- Asking questions before moving forward

Our role is to **guide the process — not rush it.**

## **Have Questions About Your Next Step?**

Some borrowers start with prequalification. Others prefer to talk through options first. Either approach is perfectly fine — the goal is clarity and confidence.

## **Ready to Explore Your Options?**

### **Want a Personalized Mortgage Rate Quote?**

Every borrower's situation is unique, and rates can change daily. Contact one of our experienced **NEXA LENDING Loan Officers** to receive accurate, lockable rate information tailored to your goals.

## **Home Equity Line of Credit (HELOC)**

A **HELOC** allows you to access the equity in your home without refinancing your existing mortgage. It functions like a revolving line of credit secured by your property.

## **Key Features of a HELOC**

- Keep your current first mortgage in place
- Access funds as needed (draw period)
- Interest is typically paid only on the amount used
- Flexible for ongoing expenses such as home building, renovations, or investments

## **How HELOC Qualification Works**

- Based on combined loan-to-value (CLTV), often up to 80–90% depending on credit
- Strong credit profiles (700+) typically receive better terms
- Income and debt-to-income (DTI) ratios are evaluated
- Property value may require an appraisal or automated valuation

## **When a HELOC Makes Sense**

- You want to **preserve a low-rate first mortgage**
- You need **flexible access to cash over time**
- You are funding **construction, investment, or major expenses**

## **Real Estate Investor Financing**

For investors, financing strategy is just as important as finding the right property. At **NEXA LENDING**, we help structure loans that align with your investment goals.

## **Common Investor Loan Options**

- **DSCR Loans (Debt Service Coverage Ratio)** – Qualify based on property cash flow rather than personal income
- **Fix & Flip Loans** – Short-term financing for renovation projects
- **Long-Term Rental Loans** – Designed for buy-and-hold investors
- **Cash-Out Refinancing** – Access equity from existing properties to fund new opportunities

## **Key Considerations for Investors**

- Property cash flow and rental income potential
- Loan structure and exit strategy
- Speed of closing and flexibility of terms
- Portfolio growth and long-term planning

## **Our Approach for Investors**

We focus on:

- Structuring deals for scalability
- Helping you access equity efficiently
- Matching the right loan product to your strategy

Whether you are purchasing your first investment property or expanding a portfolio, our goal is to help you make informed, strategic decisions.

## Real-World Example: HELOC Scenario

### Client Profile:

- Home Value Estimate: \$600,000 – \$640,000
- Current Mortgage: \$349,000
- Credit Score: 800+
- Goal: Access cash for building a home

### Scenario 1: Higher Appraisal (\$640,000)

- 90% CLTV = \$576,000
- Less existing loan (\$349,000)
- **Available HELOC: ~\$227,000 (gross)**

### Scenario 2: Conservative Appraisal (\$600,000)

- 90% CLTV = \$540,000
- Less existing loan (\$349,000)
- **Available HELOC: ~\$191,000 (gross)**

### Visual Breakdown

\$640K Scenario: [ Total Value \$640K ] [ 90% Limit \$576K ] [ Existing Loan \$349K ] [ Available Equity ≈ \$227K ]

\$600K Scenario: [ Total Value \$600K ] [ 90% Limit \$540K ] [ Existing Loan \$349K ] [ Available Equity ≈ \$191K ]

**Key Insight:** The appraisal plays a critical role in determining available funds. Strong credit allows for higher leverage.

## Why Work With Robert LeBorne

Choosing the right loan officer can make a significant difference in both your experience and your outcome.

## Experience You Can Rely On

- Over **30 years in real estate and lending**
- Deep expertise in **distressed properties, equity strategies, and investor financing**

## Strategic Approach

- Focus on **structuring deals**, not just quoting rates
- Expertise in **HELOCs, cash-out strategies, and investment loans**
- Ability to identify **multiple options when others see roadblocks**

## Client-First Philosophy

- No pressure, education-first approach
- Clear communication throughout the process
- Commitment to finding the **best possible solution for your goals**

## Results-Oriented

- Proven track record of helping clients access equity and close complex deals
- Willing to **go beyond standard channels** and partner when needed to get results

When you work with Robert LeBorne, you're not just getting a loan—you're getting a strategic partner focused on your success.

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*This guide is intended for educational purposes and does not constitute a loan approval or commitment to lend.*