



HOMEBUYER'S BOOKLET

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WELCOME TO YOUR HOMEBUYING JOURNEY

As a Mortgage Loan Originator, my mission is simple: make the homebuying process clear, smooth, and stress-free for you. I specialize in working with first-time buyers right here in St. Clair Shores and the Greater Metro Detroit area. I know the local market, the neighborhoods, and the loan programs that work best for buyers just like you. You'll never feel lost or overwhelmed. I'll explain every step, answer every question, and make sure you feel confident and informed throughout the entire process. Let's get started on your journey to homeownership. You're closer than you think.

Buying your first home is a huge milestone, and you don't have to figure it out alone. I help first-time buyers in St. Clair Shores and the State of Michigan understand the process, feel confident, and get into a home they love.

This guide gives you the exact steps, tools, and insider knowledge you need to make smart moves and avoid common mistakes along the way. Whether you're just starting to think about buying or you're ready to take the next step, I'm here to guide you every step of the way, from pre-approval to closing day.

LETOURTEAMBRINGYOUR
HOMEOWNERSHIP DREAMS TO LIFE!

CONTACT ME ANYTIME!
586-707-8893
krosnik@nexalending.com

YOUR 8-STEP HOMEBUYING ROADMAP

Ensuring you have a great experience is my priority. I will work closely with you each step of the way to make the process simple, transparent, and easy.

1

GET PRE-APPROVED

Your pre-approval tells you your price range, estimated payment, down payment needs, and what programs you qualify for.

2

BUILD YOUR BUDGET

Your budget includes your mortgage payment, property taxes, homeowner's insurance, and HOA fees if applicable.

3

PICK YOUR PROGRAM

I'll help you choose the best fit.

4

START HOUSE HUNTING

I work with local realtors who know Metro Detroit neighborhoods, tax rates, and market competition.

5

MAKE AN OFFER

Once you find the right home, your realtor and I will help you structure a competitive offer.

6

HOME INSPECTION

A licensed inspector will evaluate the roof, foundation, electrical, plumbing, HVAC, and safety systems.

7

UNDERWRITING & FINAL APPROVAL

This is where we verify your documents, order the appraisal, lock your interest rate, and finalize your loan.

8

CLOSING DAY

You've made it!

YOUR 8-STEP HOMEBUYING ROADMAP EXPLAINED

STEP 1: GET PRE-APPROVED

Your pre-approval tells you your price range, estimated payment, down payment needs, and what programs you qualify for. Sellers take you seriously when you're pre-approved, and it shows you're ready to move forward and mean business.

Getting pre-approved is the single most important first step before you start looking at homes. It sets your budget and gives you a competitive edge in all markets.

STEP 2: BUILD YOUR BUDGET

Your budget includes your mortgage payment, property taxes, homeowner's insurance, and HOA fees if applicable. The goal is a payment that feels comfortable, not stressful. So you're able to be prosperous rather than home poor.

STEP 3: CHOOSE YOUR LOAN PROGRAM

First-time buyers have great options: FHA (3.5% down), Conventional (3% down), VA (0% down for veterans), and (Non QM for our Self-Employed borrowers. I'll help you choose the best fit.

STEP 4: START HOUSE HUNTING

I work with local realtors who know Metro Detroit neighborhoods, tax rates, and market competition. I can connect you with trusted agents in the area. Once you find a home you love, we can move fast together to get you the ideal home.

YOUR 8-STEP HOMEBUYING ROADMAP EXPLAINED

STEP 5: MAKE AN OFFER

Once you find the right home, your realtor and I will help you structure a competitive offer. I provide same-day payment breakdowns, so you know exactly what you're committing to before you sign.

A strong offer includes the right price, earnest money, and smart contingencies to protect you throughout the process.

STEP 6: HOME INSPECTION

A licensed inspector will evaluate the roof, foundation, electrical, plumbing, HVAC, and safety systems. This step protects your investment and gives you negotiating power if issues are found.

STEP 7: UNDERWRITING & FINAL APPROVAL

This is where we verify your documents, order the appraisal, lock your interest rate, and finalize your loan. I keep you and all agents updated every step of the way so there are no surprises at closing.

STEP 8: CLOSING DAY

You've made it! On closing day, you'll sign your final loan documents, pay any remaining closing costs, and receive your keys. You are officially a homeowner. Congratulations! Welcome home to your new home!



STEP 1 GET PRE-APPROVED

Getting pre-approved is the single most important first step in your homebuying journey. Before you start browsing listings or falling in love with homes, you need to know exactly where you stand financially, and that's exactly what a pre-approval does for you.

Your pre-approval letter tells you your price range, so you only look at homes you can actually afford. It outlines your estimated monthly payment, giving you a clear picture of what your finances will look like after closing. It also identifies your down payment needs based on your loan program and credit profile.

Pre-approvals also reveal which loan programs you qualify for: FHA, Conventional, VA, Non-QM, or something else! Each program has different requirements and benefits. Knowing your options early puts you in the driver's seat to make the best choice.

A pre-approval is not the same as a pre-qualification. Pre-approvals involve a full review of your income, assets, employment, and credit, making it a much stronger signal to sellers that you are a serious, ready buyer. As a previous Underwriter, I understand what it takes to get a "yes" on your loan.

In a competitive market like Michigan, sellers take pre-approved buyers far more seriously than those without documentation. When multiple offers come in, a pre-approved buyer stands out immediately. It shows that you have done the work and are ready to close.

What to expect during your pre-approval:

Your lender will review your last 30 days of pay stubs, two months of bank statements, two years of W-2s or tax returns, a copy of your driver's license, and authorization for a credit check. The process is straightforward and typically completed within 30-40 minutes after all documentation has been received.

Your credit score plays a key role in determining your interest rate and loan eligibility. A score of 620 or higher opens the door to most programs, while FHA loans may be accessible with lower scores.

Once pre-approved, your letter is typically valid for 60 to 90 days. If your home search takes longer, we simply update your documents and renew the letter. This avoids starting over and eliminates any stress.

Ready to get started? Reach out today, and we will walk you through the entire pre-approval process step by step, so you can shop with confidence and make strong, competitive offers when the right home appears.

WHAT YOU NEED FOR A PRE-APPROVAL

Again, getting pre-approved is the first and most important step in your homebuying journey. Before we can issue your pre-approval letter, we'll need to verify your income, assets, and identity.

Gathering these documents ahead of time makes the process faster, smoother, and puts you in a stronger position when you find the home you love.

Here's exactly what to have ready when you apply:

These documents verify that you have stable income, sufficient savings, and a reliable credit history. The more organized you are up front, the quicker we can get your pre-approval letter in hand.

REQUIRED DOCUMENTS: (BASICS)

30 DAYS OF PAY STUBS OR TAX RETURNS

2 MONTHS OF BANK STATEMENTS

2 YEARS OF W-2S

DRIVER'S LICENSE

CREDIT CHECK AUTHORIZATION

Have these ready and we can get your pre-approval letter issued quickly!

Once pre-approved, you'll know your exact price range, estimated monthly payment, and which loan programs you qualify for, giving you confidence as you begin your home search.

Have questions about what to gather? Reach out, and I'll walk you through it step by step.

STEP 2

BUILD YOUR HOMEBUYING BUDGET

Understanding your full homebuying budget is one of the most important steps in the process. Your monthly housing costs go beyond just the mortgage payment, and knowing every component helps you plan with confidence.

Your budget includes:

- Mortgage Payment: Principal + interest based on your loan amount and rate
- Property Taxes: Vary by city and neighborhood in the State of Michigan.
- Homeowner's Insurance: Required by lenders; protects your home and belongings
- HOA Fees: If applicable, these can range from \$50 to \$400+ per month

The goal is a payment that feels comfortable and not stressful.

A good rule of thumb is to keep your total housing costs at or below 28–30% of your gross monthly income.

Payment Breakdown Example:
Here's what a typical monthly payment might look like for a \$250,000 home:

- Principal & Interest: ~\$1,320/mo
- Property Taxes: ~\$350/mo
- Homeowner's Insurance: ~\$100/mo
- Estimated Total: ~\$2,020–\$2,170/mo

Every buyer's situation is different. Your actual numbers depend on your loan program, credit score, down payment, and the specific home you choose.

I'll run a personalized payment breakdown for you so you know exactly what to expect before you ever make an offer. No surprises, no stress.

Ready to see your numbers? Reach out today and let's build your custom budget plan together.

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HOW MUCH HOME CAN YOU AFFORD?

UNDERSTANDING YOUR AFFORDABILITY

Keeping your mortgage payment around 25–30% of your gross monthly income is important. Your total monthly debt, including your new mortgage, car payments, student loans, and credit cards, should stay under 45% of your income.

WHAT THIS LOOKS LIKE IN PRACTICE:

If you earn \$6,000/month:

- 25–30% = \$1,500–\$1,800 target mortgage payment
- 45% total debt cap = \$2,700 max all debts combined

These are generic rules, not hard limits. Your exact numbers depend on your credit score, loan program, down payment, financial goals, and individual circumstances.

DON'T FORGET THESE COSTS

Your monthly housing costs include more than just principal and interest. Budget for property taxes, homeowner's insurance, and HOA fees if applicable. In the state of Michigan, taxes vary from city to city. Understanding the cost of living in each city can fluctuate your payment drastically. This is something we will go into detail about for your understanding.

KEY AFFORDABILITY RATIOS

FRONT-END RATIO (HOUSING)

Your mortgage payment should be 25–30% of gross monthly income. Most loan programs allow up to 31–36%.

BACK-END RATIO (TOTAL DEBT)

All monthly debts combined should stay under 45% of gross income. FHA has some leeway when considering debt ratios.

HOW I HELP

I can run exact numbers for you so no guesswork, no generic calculators. In just a few minutes, I can show you:



YOUR ESTIMATED
PURCHASE PRICE
RANGE



MONTHLY PAYMENT
AT DIFFERENT
PRICE POINTS



HOW YOUR DEBTS
IMPACT YOUR BUYING
POWER



WHICH LOAN
PROGRAMS GIVES YOU
THE MOST FLEXIBILITY

LOAN PROGRAMS FOR FIRST-TIME BUYERS

FHA LOAN

3.5% Down Payment Required

The FHA loan is backed by the Federal Housing Administration and is one of the most popular options for first-time buyers. With a minimum 3.5% down payment and flexible credit requirements, it's a great starting point for buyers who are building their financial foundation.

CONVENTIONAL LOAN

As Low as 3% Down Payment

Conventional loans are not government-backed but offer competitive rates for buyers with good credit. With as little as 3% down, this is a strong option for buyers who want to avoid mortgage insurance long-term and have a solid credit profile.

VA LOAN

0% Down Payment, No Down Payment Required

The VA loan is an exclusive benefit for eligible veterans, active-duty service members, and surviving spouses. With no down payment required and no private mortgage insurance, it's one of the most powerful home financing tools available.

NON-QM

Non-traditional financing options are available for buyers in need of creative solutions. At UMortgage, I offer a variety of out-of-the-box financing options to help you qualify for your home loan. Ask me about these, and we can chat in more detail!

START HOUSE HUNTING WITH CONFIDENCE

Work with local professionals who know the state of Michigan's neighborhoods, taxes, and competition. I can connect you with trusted agents who understand the local market inside and out!

St. Clair Shores offers a variety of neighborhoods from the vibrant Nautical Mile waterfront to quiet, tree-lined residential streets. Knowing the nuances of each area can make all the difference in finding the right home at the right price.

A local expert understands current inventory levels, typical days on market, and how competitive offers need to be in each pocket of the city. This knowledge helps you move quickly and decisively when you find the right home.

But before you start touring homes, get clear on your must-haves vs. nice-to-haves. Think about commute, school districts, and neighborhood amenities that matter most to your lifestyle.

As your Mortgage Loan Originator, I work hand-in-hand with your Real Estate Agent to make sure your financing is ready the moment you find the home you love. No delays, no surprises.

I maintain a trusted network of experienced buyer's agents in the State of Michigan. These are professionals who are responsive, knowledgeable, and genuinely committed to first-time buyers.

When you're pre-approved and working with the right agent, you walk into every showing with confidence. You know your budget, your loan program, and exactly what you can offer.

House hunting should be exciting and not stressful. With the right team around you, you'll be ready to recognize the perfect home and act fast when it hits the market.

Ready to get started? Reach out today, and I'll connect you with a local expert who will guide you every step of the way through Metro Detroit and beyond.

MAKE A STRONG, COMPETITIVE OFFER

When you find the right home, you need to move quickly and confidently. A strong offer isn't just about price; it's about presenting yourself as a serious, prepared buyer from the very first moment.

As your Mortgage Loan Originator, I provide same-day payment breakdowns, so you know exactly what your monthly commitment looks like before you submit an offer. No guessing, no surprises, just clear numbers that help you make smart decisions fast.

Knowing your numbers gives you a real edge. You can offer confidently within your budget, avoid overextending, and respond to counteroffers quickly when time is critical.

Your Realtor and I work as a team to help you structure the most competitive offer possible while combining the right price, terms, and financing strength to give you the best chance of winning in today's market.

WHAT MAKES AN OFFER STAND OUT IN A COMPETITIVE MARKET?

- ✓ Pre-approval letter included - shows sellers you're ready and qualified
- ✓ Same-day payment breakdown - so you know your exact numbers before signing
- ✓ Clean terms - minimal contingencies where appropriate
- ✓ Strong earnest money deposit - signals you're a serious buyer
- ✓ Flexible closing timeline - accommodating the seller's needs can tip the scales in your favor
- ✓ Escalation clause - automatically increases your offer if competing bids come in. Your realtor helps you structure every detail of the offer to maximize your chances of winning, and I make sure your financing is rock-solid, so sellers have full confidence in your ability to close.

PROTECT YOUR INVESTMENT

A home inspection is one of the most important steps in the homebuying process. Before you finalize your purchase, a licensed inspector will evaluate the property's condition from top to bottom.

Make sure your inspector checks all of the following key areas:

- Roof
- Foundation
- Electrical
- Plumbing
- HVAC
- Safety Issues

i NEVER SKIP THE HOME INSPECTION!

Never skip the home inspection, even in a competitive market. An inspection protects you from costly surprises after closing. If issues are found, you may be able to negotiate repairs, a price reduction, or seller credits before finalizing the deal.

Your inspector's report gives you a full picture of the home's condition and helps you make a confident, informed decision. Ask your Realtor to recommend a trusted, licensed home inspector in your area.



PROTECT YOUR INVESTMENT

What home inspectors check for:

ROOF

Look for missing shingles, leaks, age, and overall structural integrity of the roofing system.

FOUNDATION

Check for cracks, settling, water intrusion, or any signs of structural movement.

ELECTRICAL

Verify the panel, wiring, outlets, and grounding meet current safety standards.

PLUMBING

Inspect pipes, water heater, fixtures, and drainage for leaks or outdated materials.

HVAC

Evaluate the heating, ventilation, and air conditioning systems for age and functionality.

SAFETY ISSUES

Confirm working smoke detectors, carbon monoxide alarms, proper egress windows, and no hazardous materials.

PRO TIP!

Attend the inspection in person so you can ask questions and see issues firsthand. A good inspector will walk you through every finding and explain what matters most.

BUDGET FOR REPAIRS

Even a great home may need minor fixes. Factor potential costs into your overall homebuying budget.

UNDERWRITING & FINAL APPROVAL

Once your offer is accepted and your loan application is submitted, your file moves into Underwriting. One of the most important stages of the homebuying process. This is where a licensed underwriter carefully reviews every detail of your loan to ensure it meets lending guidelines and program requirements.

During underwriting, we verify all of your financial documents, including pay stubs, bank statements, W-2s, and tax returns. The underwriter confirms your employment, income, assets, and credit profile to make sure everything aligns with what was submitted at pre-approval.

Good News! I used to be an Underwriter for 5 years. I understand the ins and outs of all loan programs, so you're always set up for success when you get pre-approved through me!

During this stage, an appraisal will also be ordered. A licensed appraiser visits the property and provides an independent assessment of its market value. This protects both you and the lender by confirming the home is worth what you are paying for it.

This is also when you will lock your interest rate, securing the rate you were quoted so it does not change before closing. Rate locks typically last 30 days, giving us enough time to finalize your loan without exposure to market fluctuations.

Throughout the underwriting process, the underwriter will issue what is called a "conditional approval." This means your loan is approved, pending a few additional items or clarifications. Common conditions include title work, appraisal, or proof of homeowner's insurance.

Do not be alarmed if conditions are requested, as this is a completely normal part of the process. Responding quickly and thoroughly to any requests will keep your file moving forward on schedule.

Once all conditions are satisfied and the underwriter issues a "clear to close," your loan is fully approved, and you are ready to move to the closing table.

Throughout every step of underwriting, I keep you and all agents informed and updated so you always know where your file stands. My goal is to make this stage as smooth and stress-free as possible by anticipating needs, staying proactive with your file, and communicating clearly.

You will never be left wondering what is happening. I am with you from application all the way to closing day and beyond!

CLOSING DAY! YOU MADE IT



CONGRATS - YOU'RE OFFICIALLY A HOMEOWNER!

This is the moment you've been working toward! You sign your final documents, get your keys, and officially become a homeowner.

At closing, you'll review and sign your loan documents, pay your closing costs and any remaining down payment, receive the keys to your new home, and your deed will be recorded, making it official.

This process typically takes 1–2 hours. Bring your government-issued photo ID, a cashier's check or wire transfer confirmation for closing funds, and any documents requested by your title company.

Congratulations, the hard work is done. Welcome home!

WELCOME HOME
YOUR JOURNEY STARTS HERE!

CREDIT TIPS FOR FIRST TIME HOMEBUYERS

Your credit profile plays a major role in your loan approval and the interest rate you receive.

Following these simple Do's and Don'ts can help protect your score during the homebuying process.

If you have questions about your credit situation, reach out right away. We can help you build a plan to get you mortgage-ready as quickly as possible.

DO'S

- ✓ Pay all bills on time, every time
- ✓ Keep credit card balances low (below 30% of your limit)
- ✓ Leave old accounts open to maintain credit history
- ✓ Monitor your credit report regularly
- ✓ Pay down existing debt when possible
- ✓ Continue using credit cards as normal
- ✓ Call us if you have any credit questions

DON'TS

- X Open any new credit cards or accounts
- X Finance a car or make large purchases on credit
- X Take out any new loans
- X Move money around between accounts
- X Close existing credit card accounts
- X Make large cash deposits without documentation
- X Co-sign on any loan for someone else
- X Max out or over-charge your credit cards
- X Apply for store credit or financing offers
- X Dispute accurate items on your credit report
- X Make late payments on any account
- X Change jobs or become self-employed
- X Make any large unexplained transfers
- X Ignore collection notices, tell us first
- X Make any financial moves without consulting us

YOUR COMPLETE HOMEBUYER CHECKLIST

STEP 1:

Get Pre-Approved — Contact your mortgage loan originator, submit your documents, and receive your pre-approval letter with your price range and estimated payment.

STEP 2:

Build Your Budget — Calculate your total monthly costs including mortgage, taxes, insurance, utilities, and HOA fees. Aim for a payment that is 25–30% of your income.

STEP 3:

Choose Your Loan Program — Review FHA, Conventional, VA, and Non-QM options with your loan originator to find the best fit for your situation.

STEP 4:

Start House Hunting — Partner with a local St. Clair Shores realtor, tour homes in your price range, and compare neighborhoods.

STEP 5:

Make a Strong Offer — Work with your realtor to submit a competitive offer. Request a same-day payment breakdown from your loan originator before signing.

STEP 6:

Schedule a Home Inspection — Hire a licensed inspector to evaluate the roof, foundation, electrical, plumbing, HVAC, and all safety systems.

STEP 7:

Underwriting & Appraisal — Submit all required documents, lock your interest rate, complete the appraisal, and respond promptly to any lender conditions.

STEP 8:

Closing Day — Sign your final loan documents, pay your closing costs and down payment, receive your keys, and officially become a homeowner!

FREQUENTLY ASKED QUESTIONS

COMMON QUESTIONS FROM FIRST-TIME BUYERS:

DO I NEED 20% DOWN?

No! Many first-time buyers put down as little as 3–3.5% with FHA or Conventional loans. You do not need to wait until you've saved 20% to become a homeowner.

ECONOMIC GROWTH RATE

Student loans don't automatically disqualify you. Lenders look at your debt-to-income ratio. As long as your total monthly debts (including student loans) stay within acceptable limits, you can still qualify for a mortgage. We'll review your full financial picture together.

HOW LONG DOES IT TAKE?

From pre-approval to closing, the typical timeline is 30–45 days once you're under contract. Getting pre-approved before you start house hunting can speed up the process significantly. I keep you informed at every stage so there are no surprises.

CAN I BUY IF I'M SELF- EMPLOYED?

Absolutely. Self-employed buyers can qualify using two years of tax returns as well as nontraditional lending with competitive rates. I am a lender with years of experience with self-employed borrowers. I think out of the box to find the right loan program for your situation.



THANK YOU!

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THANK YOU!

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