

01 KNOW YOUR NUMBERS

WALK INTO THE LENDER ALREADY KNOWING THE FOUR NUMBERS THAT SHAPE YOUR RATE: YOUR CREDIT SCORE, YOUR LOAN-TO-VALUE, YOUR DEBT-TO-INCOME, AND THE LLPA RISK FACTORS BEHIND YOUR APR. FILL THIS IN AND THE CONVERSATION STOPS BEING SCARY.

CONFIDENCE, BY THE NUMBERS

1 YOUR CREDIT SCORE

THE SINGLE BIGGEST LEVER ON YOUR RATE. KNOW YOUR BAND BEFORE YOU APPLY.

LENDERS PRICE IN **TIERS**. MOVING UP EVEN ONE BAND CAN MEANINGFULLY LOWER YOUR RATE. CHECK YOUR SCORE FREE THROUGH YOUR BANK OR CARD ISSUER, THEN CIRCLE YOUR BAND BELOW.

760+
BEST

700-759
GREAT

660-699
GOOD

620-659
FAIR

< 620
BUILD

MY CURRENT SCORE

MY GOAL SCORE BEFORE APPLYING

2 LOAN-TO-VALUE (LTV)

HOW MUCH YOU BORROW VS. THE HOME'S PRICE. LOWER IS LESS RISK, AND OFTEN A LOWER RATE.

LTV = LOAN AMOUNT ÷ HOME PRICE. PUT 20% DOWN AND YOUR LTV IS 80%. UNDER 20% DOWN USUALLY MEANS PAYING PMI UNTIL YOU BUILD EQUITY.

HOME PRICE

\$ _____

DOWN PAYMENT

\$ _____

LOAN AMOUNT

PRICE - DOWN PAYMENT

\$ _____

MY LTV

LOAN ÷ PRICE × 100

_____ %

3 DEBT-TO-INCOME (DTI)

HOW MUCH OF YOUR INCOME ALREADY GOES TO DEBT. LENDERS WATCH THIS CLOSELY.

DTI = TOTAL MONTHLY DEBT ÷ GROSS MONTHLY INCOME. MANY LENDERS LOOK FOR A TOTAL DTI AT OR UNDER 43%, INCLUDING YOUR FUTURE HOUSE PAYMENT. LOWER LEAVES YOU MORE BREATHING ROOM AND A STRONGER FILE.

GROSS MONTHLY INCOME

BEFORE TAXES

\$ _____

CAR / STUDENT / OTHER LOAN PAYMENTS

\$ _____

CREDIT CARD MINIMUM PAYMENTS

\$ _____

ESTIMATED FUTURE HOUSE PAYMENT

\$ _____

MY DTI

ALL DEBT ÷ INCOME × 100

_____ %

4 THE LLPA FACTORS BEHIND YOUR RATE

LOAN-LEVEL PRICE ADJUSTMENTS ARE RISK-BASED FEES BAKED INTO YOUR APR. NOTE WHERE YOU STAND ON EACH.

THE STRONGER EACH FACTOR, THE SMALLER YOUR LLPA, AND THE LOWER YOUR RATE. A STRONG PROFILE (760+, 20%+ DOWN, PRIMARY HOME) CAN PRICE **BELOW PAR**; A RISKIER ONE PRICES ABOVE IT.

CREDIT BAND

FROM STEP 1

LTV

FROM STEP 2 • LOWER IS BETTER

_____ %

PROPERTY TYPE

PRIMARY / SECOND / INVESTMENT

LOAN PURPOSE

PURCHASE / REFI / CASH-OUT

LOAN TERM

15 / 20 / 30 YR

5 PUT IT TOGETHER

TAKE THESE NUMBERS TO THE FREE CALCULATOR AND WRITE DOWN YOUR ESTIMATE.

MY ESTIMATED APR

_____ %

MY ESTIMATED MONTHLY PAYMENT

\$ _____

NEXT STEP: PLUG THESE INTO THE FREE LLPA + MORTGAGE RATE CALCULATOR AT [CALCULATEMYRATE.COM](https://www.calculatemyrate.com) AND WATCH YOUR ESTIMATED RATE AND PAYMENT UPDATE LIVE. THEN YOU'LL KNOW YOUR NUMBERS COLD.