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# PSI 4 FINANCING

(Salesperson 10%, Broker 8%)

# BASICS OF FINANCING AND TERMINOLOGY


# BASICS OF FINANCING AND TERMINOLOGY

## Points


# BASICS OF FINANCING AND TERMINOLOGY

LTV


# BASICS OF FINANCING AND TERMINOLOGY

PMI


# BASICS OF FINANCING AND TERMINOLOGY

## Interest


# BASICS OF FINANCING AND TERMINOLOGY

PITI


# BASICS OF FINANCING AND TERMINOLOGY

## Financing instruments




# BASICS OF FINANCING AND TERMINOLOGY - FINANCING INSTRUMENTS

## Mortgage


# BASICS OF FINANCING AND TERMINOLOGY - FINANCING INSTRUMENTS

## Promissory Note


# TYPES OF LOANS


# TYPES OF LOANS

## Conventional loans


# TYPES OF LOANS

## FHA Insured loans


# TYPES OF LOANS

## VA guaranteed loans


# TYPES OF LOANS

## USDA/rural loan programs


# TYPES OF LOANS

## Amortized loans




# TYPES OF LOANS

## Adjustable-rate mortgage loans


# TYPES OF LOANS

## Bridge loans


# TYPES OF LOANS

Owner financing - add material


# TYPES OF LOANS - OWNER FINANCING

## Owner financing - installment


# TYPES OF LOANS - OWNER FINANCING

## Owner financing - land contract


## TYPES OF LOANS - OWNER FINANCING

Owner financing - contract for deed


# FINANCING AND LENDING


# FINANCING AND LENDING

Lending process application through closing




# FINANCING AND LENDING

Financing and credit laws and rules a) Truth in lending


# FINANCING AND LENDING

## RESPA


# FINANCING AND LENDING

## Equal Credit Opportunity


# FINANCING AND LENDING

## CFPB/TRID rules on financing


# FINANCING AND LENDING

## CFPB/TRID rules on risky loan features


# UNDERWRITING

Underwriting - add material


# UNDERWRITING

## Debt ratios


# UNDERWRITING

## Credit Scoring




UNDERWRITING

Credit History
