



Homebuyer's Guide

BankSouth
MORTGAGE





Table of Contents

- 4** About BankSouth Mortgage
- 5** Your Loan Officer
- 6** Loan Products
- 7** BankSouth Mortgage Process
- 8** ReadyLoan™
- 9** Tips For The Mortgage Process
- 10** Important Documents
- 12** 5 Things To Know
- 13** Understanding Credit Scores
- 14** Appraisal Tips
- 15** Hazard Insurance Guidelines



About BankSouth Mortgage

In September of 2008, industry phenomenon Kim Nelson, founded a mortgage company at the height of a financial crisis, confident she could bring a better option for consumers' mortgage experience. Beginning with only 10 employees, the company originated loans as a brokerage, primarily utilizing BankSouth as a warehouse line. Through this interaction, Harold Reynolds, CEO of BankSouth, and Kim began to realize the entities both offered each other a complimentary partnership with aligned strategic goals, vision, and principles.

In February 2011, BankSouth opened BankSouth Mortgage. Today, Kim Nelson leads the bank's mortgage company subsidiary with more than 200 employees. Over the past 13 years, BankSouth and BankSouth Mortgage have worked to provide greater market coverage and comprehensive products and services, building its brand reputation on a promise of mortgage excellence.

BankSouth Mortgage is backed by one of the top performing community banks in the nation and offers premier mortgage services, with 13 locations (and a 14th location coming in August 2024), and a wide area network of strategically placed "best in class" loan originators in the southeast.

BANKSOUTH MORTGAGE FEATURES

- In-house processing, underwriting, and funding
- Personalized service
- Regular, consistent feedback on loan progress & status
- Variety of options for differing needs
- Competitive rates and fees
- Backed by a strong community bank

LOAN PROGRAMS

- Conventional/FHA/VA/USDA/Jumbo
- Construction/Renovation Financing
- HELOC
- Extended Lock Program
- Down Payment Assistance Programs
- Lock and Shop

Our Team

When it comes to people, we're confident we have the best. And the thousands of 5-star reviews we have received testify to that. Our people understand that what they do matters, and it shapes the lives of those in our communities. Because of this, we are passionate about working together to exceed the expectations of our customers and business partners, consistently delivering mortgage excellence.

OUR LEADERSHIP TEAM

Behind every successful company is a great leadership team. We are very proud of our Board of Directors and leadership team. They embody the culture of the company and lead by example. Head over to our [leadership page](#) to learn about the great people who lead BankSouth Mortgage.

OUR LENDING TEAM

Buying a home is one of the biggest decisions and purchases you will make in your lifetime. It's important to have experts on your side that listen to your needs and are looking out for your best interests as you navigate the home-buying process. Our lenders and their teams are the best of the best. They are experts in the mortgage industry and are very knowledgeable about loan products and financing programs. Our lenders are rooted in their communities and know first-hand the local purchasing market conditions and any potential special financing, unique loan options, or assistance programs specific to the area. Connect with a [mortgage loan officer](#) today and get started on making your homeownership dreams come true.

OUR SUPPORT TEAM

From prequalifying for a loan all the way through to post-closing, our support team is committed to delivering excellence throughout every step of your homebuying journey. While most of their time is spent "behind the curtains", they're really the "stars of the show" at BankSouth Mortgage. These are some of the most productive, helpful, caring, supportive, compassionate, and genuine people on the planet. They care deeply about what they do on a daily basis, and it's their top priority to see that your home purchase goes as smoothly as possible and closes on time.



Get Pre-Approved now!
Scan here to start today.





Loan Products

CONVENTIONAL

- Down payments as low as 3%
- Low monthly mortgage insurance, if required
- Several types:
 - Fixed Rate
 - Adjustable Rate
 - Jumbo

GOVERNMENT

- FHA
- VA
- USDA

CONSTRUCTION LOANS

- Down payments as low as 10%
- Purchase and renovation loans
- Conforming and Jumbo options
- Primary or second homes
- Interest only payment during construction
- & more!

RENOVATION LOANS

- HomeStyle Renovation
- VA Renovation
- Choice Renovation
- FHA 203k
- Escrow holdback options available
- HomeReady program may be combined with HomeStyle Renovation

NICHE FINANCING

DPA PROGRAMS

- First and second mortgage combo to 100% CLTV
- 160% Median income limit
- FHA First Mortgage with a minimum 620 credit score
- AUS Underwriting

FULL SUITE OF NON-AGENCY PRODUCTS

- Our greater control of the underwriting process means no more extremely long turn times
- Use MVS appraiser panel – most require a CDA in addition to original appraisal
- Most popular products are bank statement programs, debt service coverage ratio programs, and non-warrantable condo projects

MORTGAGE PROGRAMS

- Low to no down payment
- Escrow holdback programs

Credit and collateral are subject to approval. Terms and conditions apply. Rates, program terms and conditions are subject to change without notice. Some programs have geographic restrictions. This is not a commitment to lend.

The BankSouth Mortgage Process

● INITIAL MORTGAGE CONSULTATION

Your Loan Officer will discuss loan options, down payment requirements, and current interest rates. You will complete your prequalification, and your credit will be pulled.

● INITIATE LOAN APPLICATION

Once you go under contract, we will provide you with an initial list of documentation needed to begin processing your loan.

● DISCLOSURES

Once we have a complete application, we will prepare a packet of disclosures for you to sign. Included in these disclosures is the Loan Estimate, which contains information on the overall cost of your loan.

● APPRAISAL

Once you have received your Loan Estimate and acknowledged your intent to proceed, BankSouth Mortgage will order your title work and appraisal. The appraisal process identifies the market value for the property.

● LOAN PROCESSING

Next, the loan moves to a loan processor, who reviews the file to ensure all the proper documentation is included.

● UNDERWRITING

An underwriter will investigate the information and make the final decision to approve the loan. Because each loan is unique, the underwriter may request additional documentation.

● REVIEW YOUR CLOSING DISCLOSURE

A critical component of the loan process is YOUR confirming receipt by signing the Closing Disclosure a minimum of 3 business days before closing. This document further reviews the overall cost of your loan.

● CLOSING

3 days after you return your signed Closing Disclosure, you are able to close on your loan! At the closing, you and the seller will be required to sign the final loan closing documents. Now, move into your new home!





ReadyLoan

ReadyLoan® is our easy-to-use digital platform. You can apply online or through the mobile app, then track your loan progress and securely submit, review, e-sign, and access your documents.

Then, set yourself up for success with **ReadyApprove™**, a key component of our **ReadyLoan®** suite. You may qualify to receive conditional mortgage approval with underwriting in hours.*

Haven't found a home yet? Sellers and real estate agents prefer offers with underwriting conditional approval more than a standard pre-qualification or preapproval offer. Already found your dream home? Quickly and confidently move forward in the buying process to meet deadlines and protect your earnest money.

Go through the closing process quickly with **ReadyClose™** — review and e-sign most of your closing documents right in the ReadyLoan app, making your closing a breeze.

Applying takes minutes to complete your information in a way that is quick and easy, flowing from one field to another. Once you fill out your application, you'll get notifications of action items, such as documentation needed from you, or progress communications from your Loan Officer.

ReadyLoan® is your one-stop digital solution to conveniently apply, get preapproved for a loan, track the progress of your loan, easily communicate with your loan officer and real estate agent, and securely submit, review, e-sign, and access documents.

ReadyLoan® accentuates our 5-star, personalized service, providing an even better loan experience.

*Eligibility for ReadyApprove is dependent on type of loan, property, occupancy, and income, as well as credit and employment history. Other eligibility requirements apply.

Tips for the Mortgage Process

During the processing of your loan there are certain things to keep in mind that may affect the outcome of your loan request. Credit, income, and assets are re-verified after you have signed your initial loan application documents, and it is extremely important to avoid activities that affect your credit, such as applying for new credit. Some of these may seem obvious, but all have happened in the past, so please remain aware of how your actions could prevent final loan approval.

YOUR LOAN COULD BE AFFECTED IF YOU:

- Quit your job or get another job (Please call your mortgage expert if this occurs)
- Change bank accounts or transfer money within your existing bank accounts
- Make any non-payroll deposits (Please contact your loan officer about this if it applies to you. For example, if you do side jobs for money, etc.)
- Co-sign on a loan for anyone
- Purchase an automobile or take on any additional debt
- Purchase any other real estate
- Make large purchases for furniture and/or appliances or apply for a store credit card to finance these purchases
- Apply for credit (again, this will result in an inquiry on your credit report)
- Charge a large amount on existing credit cards
- Start any home improvements which require you to open credit.

BE SURE TO:

- Keep all accounts current such as mortgages, car payments, and credit cards
- Keep copies of all paycheck stubs and any statements on bills being paid off through the loan process
- Make payments on all accounts on or before the due date, even if the account is being paid off





Important Documents

ITEMS THAT MAY BE REQUIRED FOR CREDIT APPROVAL:

- **NON-SELF EMPLOYED:** Provide a copy of the first page of your federal returns from the most recent tax filing, as well as the past two years' W2s.
- **SELF EMPLOYED:** If you are self-employed and file Schedule C, please provide the most recent two years' personal returns, including any 1099s applicable. If you are self-employed (own 25% or greater) and file corporate tax returns, please provide a copy of the last two years' personal and corporate returns, including all K-1s. If you have filed for an extension, please provide a copy of the filed extension and your two prior years' returns. You may be asked for Profit and Loss statement(s).
- Thirty days' most recent pay stubs for all current employers.
- A two-year employment history is required.
- Gaps in employment beyond 30 days may require explanation.
- Most recent two months' account statements for any assets you wish considered. (All pages are needed, even if blank or a reconciliation page.)
- Most recent two months' retirement account statements (401k/IRA) if you plan on using any funds from these accounts. Documentation on terms of liquidation may be required.
- Driver's license copy for all borrowers (a scanned copy or enlarged photocopy works best for legibility purposes).
- If available, name and phone number of the insurance company you have selected to insure the property.
- Documentation on any sales contract deposit. Proof the funds have cleared your account may be requested.
- Fully executed contract with all exhibits and addendums for all parties.

ITEMS THAT MAY BE REQUIRED FOR CREDIT APPROVAL:

- If you are divorced or separated, a copy of your recorded divorce decree or legal separation agreement may be necessary to document spousal support you wish to be considered as income.
- Copy of the contract on the home you are selling.
- Any child support or alimony payment must be documented with a full copy of the appropriate legal document.
- If you have filed bankruptcy in the most recent seven years, you may be asked for a copy of your filing and discharge.
- Copy of current mortgage statements for all properties currently owned (including residence, lot or business property), as well as a copy of your tax bill, HOA/condo dues, and insurance premium.
- Additional identification documents may be required for permanent resident aliens or non-permanent residents (i.e. visa, green card, etc.).
- Additional documents will be required for condo purchases.





5 Things to Know

● INITIAL MORTGAGE CONSULTATION

This should always be the first step in shopping for a home. This gives you an estimate of the size of mortgage loan you qualify for based on your credit score and financial profile. A prequalification gives you an idea of how much home you can really afford and is a signal to real estate agents that you are a serious buyer.

● THINK ABOUT YOUR LONG-TERM PLANS

How long do you plan to be in this home? If it's 10 years or less, you may want to consider an Adjustable Rate Mortgage instead of a longer-term fixed-rate loan. These mortgage programs typically have a lower starting interest rate, or initial interest rate, and thus, a lower monthly payment.

● YOUR MONTHLY PAYMENTS

Your monthly payment includes more than just paying back your loan. You are responsible for paying hazard insurance, property taxes, and potentially mortgage insurance and/or a homeowners' association fee in addition to your mortgage payment. These factors can drastically increase your monthly obligation, so it's important to look at your total liability with your lender.

● CREDIT SCORE AND ACTIVITY

This is one of the largest factors for determining your loan qualification. There are minimum credit score requirements for all loan products. Your lender is required to monitor your credit activity throughout the loan process, so it's important to avoid making large purchases or taking out new lines of credit during this time.

● DOWN PAYMENT AMOUNT & SIZE OF MONTHLY PAYMENT

Depending on the amount of cash you have on hand, you may desire to either make a smaller down payment and have a higher monthly obligation or put more money down initially and owe less every month. This is an important decision to discuss with your lender. You may want to avoid putting the majority of your savings into a down payment in order to afford additional expenses after you move in.

Understanding Credit Scores

No two credit scoring systems are alike. However, each system does take some common items into account when determining your credit score. According to the Federal Trade Commission (FTC), these are the most common actions you can take to establish good credit and raise your score:

- **Pay all of your bills on time.** Credit cards are usually not your only bills, so make sure you are remembering things like student loans and doctor bills. This is the most significant factor that goes into calculating your credit score.
- **Try to spend less than 50% of your credit limit each month.** Ideally, using only 30%-40% is best. When you continuously use your maximum amount of credit, bureaus view your spending habits as risky, even if you pay off your full balance. If you are trying to improve your credit, make sure to focus on paying off as many of your balances as you can. Don't forget that closing an account lowers your overall amount of credit, so pay close attention to how your credit utilization percentage may change.
- **Establish credit as soon as you can and work to maintain positive credit usage.** History is usually the best predictor of the future when it comes to financial habits, and the bureaus like to have an adequate amount of history to determine what your habits are.
- **Space out applications for credit.** Applying for too many new accounts in a short time period can negatively affect your score. When offered a discount for opening up a store's credit card, think twice about what that discount could end up costing you on your credit report. If you are trying to improve your credit score, it is usually a good idea to not open any new accounts.
- **Make sure to balance your amount and types of open credit lines.** Having too little or too many accounts can negatively affect your score. In addition, having variety in your accounts can be a plus. Diversify the type of credit you have and establish a revolving line of credit, such as a home or car loan, if possible.





Appraisal Tips

In an effort to speed up the appraisal process in general, here are a few of our top tips for the process. Please feel free to contact your Loan Officer with any questions:

- Ensure that all amendments, exhibits, and the contract are fully executed and have been provided to the lender. The appraiser requires a fully executed contract to complete the appraisal.
- Let the lender know if you are getting a home inspection before the appraisal. It is recommended that this is done first in case there are repairs that need to be negotiated. The borrower will not be refunded the appraisal cost once the appraisal is complete or if the contract does not go through due to repairs.
- Appraisals can be ordered when the home is 90% complete on VA loans and when the home is at sheetrock for all other loan types.
- The appraiser will need to check all systems and appliances throughout the house; therefore, the water, electricity, and gas (if applicable) need to be on. This does not apply to new construction as these systems will be checked with the final inspection.
- Before the appraisal, please make sure all systems are operable in the house as the appraiser is not allowed to turn on water at the street, turn on anything in the breaker box, etc. due to liability reasons.

All appraisals are subject to underwriting approval.

Hazard Insurance Guidelines

IS YOUR NAME CORRECT ON THE POLICY?

Your first name, last name, and suffix must match loan documents.

IS THE ADDRESS CORRECT?

This should match all loan documents and USPS.com with any acceptable abbreviations for road types. The directional or condo unit type do not have to be updated as long as the actual unit number is identified.

WHEN IS THE EFFECTIVE DATE?

This must be on or BEFORE closing date. A policy can be dated a maximum of five days prior to closing and must be within the same month. If a closing rolls into another month an updated effective date is required.

ARE YOU REFINANCING?

Your policy period should have four months remaining at time of closing. If not, you will need to get an updated policy or dec page with the effective date of the policy as the closing date.

WHAT CAN YOUR DEDUCTIBLE BE?

Your deductible cannot exceed 1% of the dwelling.

WHAT DOES THE MASTER POLICY NEED TO INCLUDE?

It must include your name and specific address with the unit number.

WHAT AMOUNT OF COVERAGE DO YOU NEED?

The loan amount or Total Estimated Cost New must be covered by the insurance policy. If coverage amount is not enough, a replacement clause is required.

All appraisals are subject to underwriting approval.



BankSouth MORTGAGE

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☎ 833-540-7120 (Toll Free)
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