



*Mortgage Guide*

SOUTH FLORIDA

A high-quality photograph of a modern living room. In the foreground, a large, light-colored leather sofa is positioned. Behind it, a dark wood coffee table holds various decorative items, including a small potted plant and a framed picture. In the background, a stone fireplace with a large TV mounted above it is visible. To the right, a staircase with white railings leads to an upper level. The room is well-lit with a large, ornate chandelier hanging from the ceiling and recessed lighting in the ceiling and walls.

All you need to know about  
the Mortgage Process  
and how we make it easy!

# *You are in good hands*



Claudia  
Broker Owner  
Senior Loan Specialist



Ana  
Broker Owner  
Business Development



Maria  
Executive Administrator  
Senior Loan Processor



Marcela  
Client Experience  
Marketing Specialist

White glove service for one of the most important financial decisions of your life

More than 30 years of combined experience in the financial and lending industry

Miami based with deep knowledge of the local real estate and mortgage market

# The Mortgage Process

## ROADMAP



8 step process

closing as fast as 30 days



# *How do you* QUALIFY

Your financial profile  
will determine how much  
do you qualify for and  
what program fits you  
best

Status in USA  
Income  
Assets  
Source of Funds  
Credit  
Liabilities

# *How the Property* QUALIFIES

## TYPE OF PROPERTY

Condominium

Condotel

Single Family

Townhouse

Commercial

Multifamily

## INTENDED USE

Primary Home

Second Home

Investment

Short Term Rental

# *How much Money do you need*



DOWNPAYMENT

CLOSING COSTS  
PREPAYMENTS

RESERVES

# YOUR MONTHLY

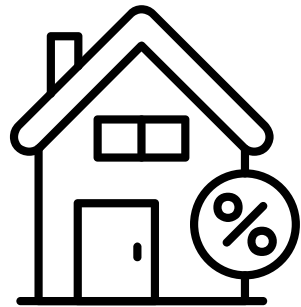
## Mortgage Payment

01



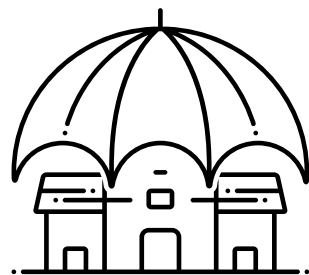
Principal and interest payment ensures that the borrower gradually pays off both the loan amount and the interest over the loan's term.

02



The property tax is determined based on the assessed value of the property and the tax rate established by the local government.

03



Insurance coverage that provides financial protection against losses and damages to real estate properties,

# WIDE SELECTION OF *Programs*

JUMBO LOANS



INTERNATIONAL  
BUYERS



CONDO HOTELS



CONSTRUCTION  
LOANS



INVESTORS  
RENTAL INCOME



COMMERCIAL



REFINANCE



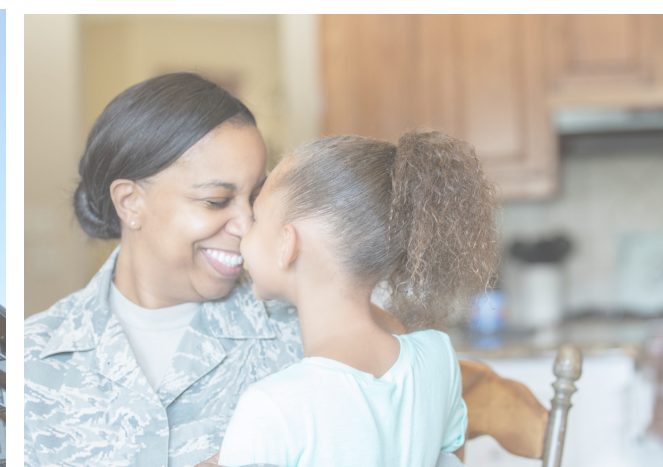
PRIVATE LOANS



CONVENTIONAL



FHA, VA



# Mortgage TERMS

## PRE- QUALIFICATION

Pre-qualification is a preliminary assessment to estimate the potential borrowing amount a borrower may qualify for based on basic financial information.

## PREPAYMENT PENALTY

A prepayment penalty is a fee charged to a borrower by a lender for repaying a loan before the agreed-upon timeframe.

## RATE LOCK

A rate lock is a commitment from a lender to keep a specific interest rate and terms unchanged for a set period.

## AMORTIZATION

Amortization refers to the gradual repayment of the principal amount and interest over the loan term through regular scheduled payments.

## CLOSING COST

Closing costs are the fees and expenses associated with the mortgage, including charges like appraisal fees, title insurance, and attorney fees.

## LOAN TO VALUE

Loan-to-Value (LTV) is the ratio of the loan amount to the appraised value or purchase price of the property, expressed as a percentage.

## DEBT TO INCOME

Debt-to-Income (DTI) is the ratio of a borrower's monthly debt payments to their gross monthly income, to assess the borrower's ability to manage additional mortgage payments.

## APPRAISAL

An appraisal is a professional assessment of a property's value conducted by a qualified appraiser to determine its fair market worth.

## ORIGINATION FEE

An origination fee is an upfront charge by the lender to cover administrative costs and services associated with processing and approving the loan.

## ESCROW

Escrows are funds held by a third party, often the lender, to cover property-related expenses such as property taxes and insurance, paid on behalf of the borrower.

# CUSTOMER

## *Testimonials*



- ”
- They are amazing. The best ones when it comes to mortgage advice for international clients who want to invest in Miami. Knowledgeable and responsive. The best.

Vanessa de la Torre



- ”
- Have worked with Miami lending advisors on a few deals now and can't say enough good things about them. They work hard to get their clients the best rates possible, do an excellent job of clearly communicating how the process works and outlining what's expected from me as a client and borrower. Truly customer service focused organization that I highly recommend and will definitely be working with again on any potential future opportunities I have.

Dan Giachin

- ”
- Working with Miami Lending Advisors was a true pleasure. They made the mortgage application process a breeze, handling all the paperwork and negotiations with utmost efficiency. Their responsiveness and availability were commendable, always being there to address any concerns promptly. they secured me an excellent mortgage rate that exceeded my expectations. FIVE STARS.

Howard Useche



- ”
- Miami Lending Advisors made it really easy with the process of my first mortgage. From start to finish, I received excellent attention and guidance from Claudia, Anita and Maria. All my questions and concerns were addressed in a very professional and timely manner, would definitely do business with Miami Lending again for any future mortgage/lending needs.

Cathy Rincon



- ”
- Excellent professionals, they offered me very comprehensive advice on the purchase and financing of investment properties in the Miami area. They were always willing to resolve my doubts. Thank you so much for all

Manuel Mendendez





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