

CASH FLOW ISSUES	YES	NO
<p><b>Do you need help determining how much it will cost to own and maintain your new home?</b> If so, consider the following expenses:</p> <ul style="list-style-type: none"> <li>■ The mortgage payment, property taxes, and homeowners insurance.</li> <li>■ The cost of the utilities and the cost to maintain the property (such as a new roof).</li> <li>■ Commuting costs, childcare, private education (if needed).</li> </ul>	<input type="checkbox"/>	<input type="checkbox"/>
<p><b>Will you be making changes/improvements to the property (such as a renovation or addition)?</b> If so, consider how those future expenses will impact your financial situation.</p>	<input type="checkbox"/>	<input type="checkbox"/>
<p><b>Will this purchase impact your ability to save for other goals (such as retirement)?</b> If so, consider prioritizing your goals and understanding the tradeoffs with each decision.</p>	<input type="checkbox"/>	<input type="checkbox"/>
<p><b>Are you married, and do you want your spouse or yourself to stay home (to raise children)?</b> If so, consider if you will be able to pay for the home and living expenses on one income.</p>	<input type="checkbox"/>	<input type="checkbox"/>
<p><b>Will you be living in the home for five years or fewer?</b> If so, consider doing a break-even analysis to see if it may be cheaper to rent rather than own.</p>	<input type="checkbox"/>	<input type="checkbox"/>

MORTGAGE-RELATED ISSUES	YES	NO
<p><b>Do you need assistance in considering the financial impact of different types of mortgages?</b> If so, consider the following:</p> <ul style="list-style-type: none"> <li>■ Tradeoffs of mortgage terms and fixed/variable rates.</li> <li>■ FHA loans versus conventional loans.</li> <li>■ A reverse mortgage may make sense in some situations, such as a retiree who is looking to change residences, living on a fixed income and would like to minimize monthly expenses. (continue on next column)</li> </ul>	<input type="checkbox"/>	<input type="checkbox"/>

MORTGAGE-RELATED ISSUES (CONTINUED)	YES	NO
<p><b>Did you serve in the military?</b> If so, you may be eligible for a VA Home Loan, which may offer a lower interest rate.</p>	<input type="checkbox"/>	<input type="checkbox"/>
<p><b>Do you need assistance in evaluating competitive interest rates?</b></p>	<input type="checkbox"/>	<input type="checkbox"/>
<p><b>Are you working and will your total monthly mortgage payment (P&amp;I, taxes and insurance) be 28% or more of your gross monthly income?</b> If so, some lenders may not be willing to lend money to you.</p>	<input type="checkbox"/>	<input type="checkbox"/>
<p><b>Are you retired and have no earned income?</b> If so, lenders may look at your portfolio value and/or your portfolio withdrawals to determine eligibility. Pensions and Social Security may also be taken into consideration.</p>	<input type="checkbox"/>	<input type="checkbox"/>
<p><b>If you have other long-term debts, will the total monthly debt payment (including the future mortgage) be 36% or more of your gross monthly income?</b> If so, some lenders may not be willing to lend money to you.</p>	<input type="checkbox"/>	<input type="checkbox"/>
<p><b>Do you have a low credit score or poor credit history?</b> If so, consider the following:</p> <ul style="list-style-type: none"> <li>■ Review your credit report to ensure there are no inaccuracies.</li> <li>■ You may be charged a higher interest rate or denied a loan.</li> <li>■ Improve your credit score by paying bills on time and reducing some of your debt levels.</li> </ul>	<input type="checkbox"/>	<input type="checkbox"/>
<p><b>Do you anticipate making any large purchases, opening new credit cards, or closing existing credit cards in the months leading up to the purchase of your home?</b> If so, consult with your lender to ensure that it does not impact your credit score or loan application.</p>	<input type="checkbox"/>	<input type="checkbox"/>
<p><b>Do you need to gather the necessary documents to apply for the mortgage?</b> If so, locate the following documents:</p> <ul style="list-style-type: none"> <li>■ The last two years' tax returns, W-2s, recent paystubs, drivers' license, or other identification.</li> <li>■ All financial statements (banks, investments, retirement accounts). (continue on next page)</li> </ul>	<input type="checkbox"/>	<input type="checkbox"/>

MORTGAGE-RELATED ISSUES (CONTINUED)	YES	NO
<ul style="list-style-type: none"> <li>■ Proof of funds that you will use at closing.</li> <li>■ If you are receiving your down payment as a gift, you will need to provide a gift letter signed by the person gifting you money.</li> </ul>		

DOWN PAYMENT & CLOSING-RELATED ISSUES	YES	NO
<p><b>Do you need help determining closing-related costs (appraisals, loan origination fees, processing fees, points, attorney fees)?</b></p> <p><input type="checkbox"/> YES <input type="checkbox"/> NO</p>		
<p><b>Do you need assistance in determining how much of a down payment should be made?</b></p> <p>If so, consider the following:</p> <ul style="list-style-type: none"> <li>■ Compare how different loan amounts impact your cash flow.</li> <li>■ If you are applying for a conventional loan and put less than 20% down, you may be subject to private mortgage insurance.</li> <li>■ Review your emergency fund to ensure that you will have adequate liquidity.</li> </ul> <p><input type="checkbox"/> YES <input type="checkbox"/> NO</p>		
<p><b>Do you need assistance in determining how to fund the down payment?</b></p> <p>If so, consider the following:</p> <ul style="list-style-type: none"> <li>■ If you have a Roth IRA, contributions can be withdrawn without penalty at any time, and \$10,000 of earnings can be removed without penalty for first time home purchases, as long as the Roth account has been opened for at least five years (per person limit).</li> <li>■ If you have a traditional IRA, \$10,000 can be withdrawn penalty-free for first time home purchases. However, income taxes still apply.</li> <li>■ If you have a 401(k), some plans have loan provisions.</li> <li>■ Down payment assistance programs may be available.</li> </ul> <p><input type="checkbox"/> YES <input type="checkbox"/> NO</p>		

TAX PLANNING ISSUES	YES	NO
<p><b>Will property and state income taxes exceed \$10,000?</b></p> <p>If so, you will not be able to deduct any amount over \$10,000. (continue on next column)</p> <p><input type="checkbox"/> YES <input type="checkbox"/> NO</p>		

TAX PLANNING ISSUES (CONTINUED)	YES	NO
<p><b>Will the mortgage debt exceed \$750,000?</b></p> <p>If so, you will not be able to deduct the interest on the debt exceeding \$750,000.</p> <p><input type="checkbox"/> YES <input type="checkbox"/> NO</p>		
<p><b>Will you use part of your home for the principal place of your business?</b></p> <p>If so, consider the home office deductions. Office space must be used exclusively for business purposes.</p> <p><input type="checkbox"/> YES <input type="checkbox"/> NO</p>		
<p><b>Do you plan on making improvements to the property?</b></p> <p>If so, consider tracking the cost of improvements, as they can be added to the cost basis, reducing gains if you eventually sell your home.</p> <p><input type="checkbox"/> YES <input type="checkbox"/> NO</p>		

ESTATE PLANNING ISSUES	YES	NO
<p><b>Should the home be owned by one spouse or owned by a trust?</b></p> <p>If so, consider the following:</p> <ul style="list-style-type: none"> <li>■ Trusts can avoid probate, which may be especially important for properties that are located in a different state than residency.</li> <li>■ Some states allow a Transfer on Death (TOD) deed.</li> </ul> <p><input type="checkbox"/> YES <input type="checkbox"/> NO</p>		
<p><b>Will this purchase require you to update your estate plan?</b></p> <p><input type="checkbox"/> YES <input type="checkbox"/> NO</p>		

OTHER ISSUES	YES	NO
<p><b>Will your need for life insurance change in light of a new mortgage?</b></p> <p><input type="checkbox"/> YES <input type="checkbox"/> NO</p>		
<p><b>Will you need to review your home and auto policy?</b></p> <p>There may be cost savings by bundling with one company.</p> <p><input type="checkbox"/> YES <input type="checkbox"/> NO</p>		
<p><b>Will you need an umbrella policy or need to increase the limits if one is already owned?</b></p> <p><input type="checkbox"/> YES <input type="checkbox"/> NO</p>		
<p><b>Are there any state-specific issues that should be considered?</b></p> <p>If so, some states offer state tax benefits for homeowners.</p> <p><input type="checkbox"/> YES <input type="checkbox"/> NO</p>		
<p><b>Is this home purchase a result of an employment change?</b></p> <p>If so, you may be eligible for relocation assistance from your employer.</p> <p><input type="checkbox"/> YES <input type="checkbox"/> NO</p>		



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