# A Step-by-Step Guide to the Mortgage Process: From Pre-Approval to Closing!

Gabriel A. Quezada

PRIME EQUITY MORTGAGE

# The Homebuying Journey Starts with Strategy

- Pre-Approval is the new power move in a competitive market.
- Gives buyers a competitive edge in bidding wars.
- Digital pre-approvals are faster — sometimes instant.

# Credit Scores, Debt-to-Income, and Algorithms

- Lenders use automated underwriting — not just manual reviews.
- Debunking credit score myths and other improvement tips.
- Tools like Experian Boost and AI budgeting apps help prep.

# Picking the Right Loan: Conventional vs. FHA vs. VA

- Digital brokers compare loan products in real time.
- Sustainable/self-employed loan programs are rising.
- Myth-busting: You don't need 20% down.

# The Appraisal and Inspection

- Appraisals now use AVMs and data-driven models.
- Inspections can be negotiated — know red flags.
- Trend: Pre-inspections and appraisal waivers.

# Closing Day: From Stress to Streamlined

- Digital closings available in many states.
- Final walkthroughs aided by digital checklists.
- Transparency tools simplify closing disclosures.

# Real Talk: Hidden Costs and Budgeting Like a Pro

- Use calculators for PMI, escrow, title, etc.
- Emergency funds = lender confidence.
- Debunking social media budgeting myths with real data.

# Bonus: The Emotional Side of Buying a Home

- Acknowledging buyer fatigue and decision anxiety.
- Building and trusting your team

PRIME EQUITY MORTGAGE

# THANK YOU!

Any questions?

You can email me at gquezada@pemtg.com or call 626-825-4775