MORTGAGE2USA.COM
MORTGAGE LOAN WORKSHEET

Once you have collected all the required data, you can fill in ALL of the fields in this Worksheet. This will enable you to make an informed loan comparison and decision.(Make as many copies of this form as you need so that you can compare as many Lenders as you wish.)

Pesonal Information

1. Enter **Home Purchase Price** $ ______
2. Enter **Amount of Downpayment** $ ______
3. Enter **Loan Amount** $ ______
   (substract Downpayment from Home Purchase Price to get Loan Amount)
4. Enter **Credit Score** ______
   (Obtain your "Credit Score" from one of the 3 Credit Bureaus. You can do this by visiting www.equifax.com, www.transunion.com, or www.experian.com and obtain your credit score at a cost of $15. Highest Score = 950 and Lowest Score = 350. Your Interest Rate will depend on your "Credit Score" so it is important to obtain it. You may also qualify for special favorable mortgage loans with lower interest rates if you have a high score, so knowing what it is will aid in your search for the best program for you.
5. Enter How long you want the **Mortgage Loan Term** to be
   (Visit http://www.Mortgage2USA.com/InterestTables.html for "Term" comparisons)
   ☐ 5 yrs ☐ 7 yrs ☐ 10 yrs ☐ 15 yrs ☐ 20 yrs ☐ 30 yrs ☐ 40 yrs
6. Decide if you want to provide **Full Documentation** to the lender of all your assets, liabilities, income, tax returns etc., or if you want only to provide a list of assets, which is called a **"No DOCS"** loan.
   ("No DOCS" could result in you being charged a HIGHER interest rate on the loan)
   ☐ Full Documentation ☐ "No Docs"

Lender Information

	LENDER 1	LENDER 2	LENDER 3
1. Is this Source a "Lender" or "Broker"? (A Mortgage "Broker" will have access to several "Lenders" and many Mortgage Programs but is not a Lender and will not being providing you with a loan. Make sure the "Broker" and any Lenders he or she recommends are "Licensed" in your State. Using a "Broker" will almost always cause you to pay a "Broker's Fee" which must be listed on the "Good Faith Estimate" HUD Statement described in Step #9 below.)	☐ Lender ☐ Broker	☐ Lender ☐ Broker	☐ Lender ☐ Broker
2. Name of Lender or Broker.			
3. Contact Name.			
4. Phone Number.			
5. Fax Number.			
6. E-mail Address.			
7. How Quote was obtained? (Newspaper Ad, Internet Site, Phone Call, Personal Visit, Mail, or other)			
8. Date Quote was obtained. (Quotes are only good for specific time periods)			

Loan Information

	LENDER 1	LENDER 2	LENDER 3
Is the Interest Rate "Fixed" or "Adjustable"?	☐ Fixed ☐ Adjustable	☐ Fixed ☐ Adjustable	☐ Fixed ☐ Adjustable

Fixed Interest Rate Loans Only

	LENDER 1	LENDER 2	LENDER 3
1. "Discount Points" you requested or lender offered - enter 0 if none. ("Discount Points" are expressed as % of "Loan Amount", so 2 "Discount Points"is equal to 2% of "Loan Amount". As example, 2 "Discount Points" on a $200,000 Loan = $4,000. The "Discount Point" amount is paid by the borrower up front to REDUCE the interest rate on the loan.)			
2. Enter the actual "Discount Point" Amount. (Multiply the "Points" as a % times the Loan Amount. Enter 0 if no points are involved.)			
3. Enter the "Interest Rate" on the Loan.			
4. Enter the "Annual Percentage Rate" on the Loan. (The "APR" is the "Interest" cost of the loan PLUS all the "Fees" and "Discount Points" charged the borrower to arrive at the actual annual cost to the borrower. The "APR" must be quoted to you by law.)			

Adjustable Interest Rate Loans Only	LENDER 1	LENDER 2	LENDER 3
1. Enter the "Adjustment Period" when the Interest Rate is Adjusted (The "Adjustment Period" can be every month, 6 months, one year or a combination of a "Fixed Period" and then adjust every year. The Combination Loan will have a "Fixed Rate" for the first 3,5,7 or 10 years and then adjust every year. The 3 Yr Fixed Rate followed by adjustments each year is notated as 3/1 as example, the 5 Yr Fixed Rate followed by adjustments each year is 5/1, and so on. The Interest Rate on Adjustable Rate Mortgage Loans is based on the "Index" + the "Margin". If the "Index" used by the Lender is the 1 Year T-Bill Yield and the current Yield of the 1 Year T-Bill is 3%, then that is the 1st component of your rate. A "Margin" is then ADDED to the "Index" to arrive at the Interest Rate you are charged. The Lender determines what the "Margin" is and can be 1% up to 4 or 5%. Therefore, if the current "Index" is 3% and the "Margin" is 2%, then the interest rate on the Adjustable Rate Loan will be 3% + 2% = 5%, and remain at that Rate until the next "Adjustment Period". The "Index" will change as interest rates change over the life of your loan, but the "Margin" will usually remain the same.)	☐ Each Month ☐ 6 Months ☐ Each Year ☐ 3/1 ☐ 5/1 ☐ 7/1 ☐ 10/1 ☐ Other	☐ Each Month ☐ 6 Months ☐ Each Year ☐ 3/1 ☐ 5/1 ☐ 7/1 ☐ 10/1 ☐ Other	☐ Each Month ☐ 6 Months ☐ Each Year ☐ 3/1 ☐ 5/1 ☐ 7/1 ☐ 10/1 ☐ Other
2.Enter the "Index" that the interest rate is based on (Examples are the 1 year T-Bill, etc.)			
3. Enter the "Margin" that the interest rate is based on (Examples are 1.5%,2%,3% etc.)			
4. "Discount Points" you requested or lender offered - enter 0 if none. ("Discount Points" are expressed as % of "Loan Amount", so 2 "Discount Points"is equal to 2% of "Loan Amount". As example, 2 "Discount Points" on a $200,000 Loan = $4,000. The "Discount Point" amount is paid by the borrower up front to REDUCE the interest rate on the loan.)			
5. Enter the actual "Discount Point" Amount. (Multiply the "Points" as a % times the Loan Amount. Enter 0 if no points are involved.)			
6. Enter the "Periodic Cap" on the Loan. (The "Periodic Cap" which is the amount that the Interest Rate is allowed to move either UP or DOWN at each "Adjustment Period". It is expressed as a %. As example the "Periodic Cap" could be 1.5% which means the interest rate cannot move higher or lower than 1.5% from the current interest rate. Therefore if the current rate is 5% then the new rate cannot be higher than 6.5% or lower than 3.5% at the Adjustment Period.)			
7. Enter the "Overall Cap" on the Loan. (The "Overall Cap" is the amount that the Interest Rate is allowed to move either UP or DOWN over the entire life of the loan. It is expressed as a %. As example the "Overall Cap" could be 4% which means the interest rate cannot move higher or lower than 4% from the beginning interest rate. Therefore if the beginning rate is 5% then the highest interest rate is 9% and the lowest interest rate is 1% over the life of the loan.)			
8. Enter the "Payment Cap" (if applicable). (Some Adjustable Rate Loans also have "Payment Caps" which limits that actual percentage increase of the monthly payment itself. If the monthly payment is $100 and the "Payment Cap" is 6%, then the payment cannot move by more than $6 either up or down, which is 6% of $100.)			
9. Enter the "Intro Rate" if there is one. (Many lenders offer an "Intro" or "Initial" Interest Rate which is usually LOWER than the cur rent interest rate on the loan would be. However, this rate is only good for a specific period of time and then the rate reverts up to where the rate would normally be.)			
10. Enter the "Annual Percentage Rate" know as the "APR". (This is the actual interest rate you will be paying on the loan when the interest and costs of the loan are added together. This "APR" must be provided by law.)			

Loan Costs

DO NOT commit to any loan until you ask for and receive a list of the estimated "Closing Costs" on a form called a "Good Faith Estimate". This Form is similar to the HUD Statement that you will receive at the closing and will list an estimate of all the costs involved with the loan. Some closing cost are paid by the borrower and some are paid by the seller.This form is required by law to be provided to you so you are advised to reject any Lender or Broker who will not comply with you request.For more info go to the HUD website.

In order for this worksheet to be useful, we are breaking out several of the "Costs" of the loan that are listed on the "Good Faith Estimate" so that you can see which lender is actually charging more for items that you can "negotiate" with him. Because there are several items that are "fixed" costs such as Tax Stamps, Intangible Tax and Government Fees and all lenders will charge the same amounts for these items, these amount should be the same for each lender. However, there are several costs such as "Discount Points" and "Broker Fees" that vary and are negotiable so we are listing them separately on the following "Closing Costs" area. These amounts are listed on the "Good Faith Estimate" HUD Statement.

1. Line #801 - Loan Origination Fee			
2. Line #802 - Loan Discount			
3. Line #808 -Mortgage Broker Fee			
4. Lines # 803 to #807 + #809 to #816 - Appraisal Fee, Credit Report, & More			
5. Lines #901 to #905 - Interest, Property Tax, Insurance Payments Due at Closing			
6. Lines #1101 to #1108 - Title Charges			
7. Lines #1201 to #1205 - Government, Recording and Transfer Fees			
8. Lines #1301 through #1302 - Survey & Pest Inspection			
9. Ask if there are any other "Costs" not listed on the "Good Faith Estimate"			
TOTAL "CLOSING" & OTHER LOAN COSTS (Add up all the above).			

Interest Cost Calculation

Now we need to calculate the interest costs of the loan for each lender to determine which loan is more expensive.
To determine the interest cost of each loan, go to the Interest Tables at www.Mortgage2USA.com/InterestTables.html. Retrieve the interest cost for the interest rate of the loan for each lender and Multiply that by the Principal Amount of the loan to see how much you will be paying in interest charges for each loan for each lender.

		LENDER 1	LENDER 2	LENDER 3
YEAR 1	a. Total Interest Only Payments for first 12 months (Multiply the Interest for Year #1 found in our "Interest Tables" times the "Principal Amount" of the Loan for the Interest Rate that each Lender is charging you for the Loan. As example, if the Interest Rate Lender #1 is offering you for a Loan of $250,000 is 5%, then go to our "Interest Tables" and find the Annual Interest Only Section. Look at the amount for Year #1 next to the Interest Rate of 5%, which is $49.66. Next, divide $250,000 by $1,000, since our tables are calculated per $1,000 face amount. That number is 250. Next we multiply the Total Interest Only for Year #1 for 5% times 250...which would be $49.66 times 250 = $12,415. Enter that amount in this box under Lender #1 as example)			
	b. TOTAL Cost of Loan from "Y" above (If, as example, the total costs in Step #9 "Y" above is $3,425, then enter that amount in this box under the lender it applies to)			
	c. Total Interest + Costs for Year #1 (Just add "a" + "b" for Year #1)			
YEAR 2	a.Total Interest Only Payments for Year #2 (Do the same thing here that you did for Year #1 "a" above, except that you find the amount of interest for Year #2 instead of Year #1, multiply times the amount of the loan divided by 1,000 and enter here.)			
	b.Cumulative - Add Year #1 "c" to Year #2 "a" (Be careful to ADD the previous year "c" to Year #2 "a")			
YEAR 3	a.Total Interest Only Payments for Year #3 (Do the same thing here that you did for Year #2 "a" above, except that you find the amount of interest for Year #3 instead of Year #2, multiply times the amount of the loan divided by 1,000 and enter here.)			
	b.Cumulative - Add Year #2 "b" to Year #3 "a" (Be careful to ADD the previous year "c" to Year #3 "a")			
YEAR 4	a.Total Interest Only Payments for Year #4 (Do the same thing here that you did for Year #3 "a" above, except that you find the amount of interest for Year #4 instead of Year #3, multiply times the amount of the loan divided by 1,000 and enter here.)			
	b.Cumulative - Add Year #3 "b" to Year #4 "a" (Be careful to ADD the previous year "c" to Year #4 "a")			
YEAR 5	a.Total Interest Only Payments for Year #5 (Do the same thing here that you did for Year #4 "a" above, except that you find the amount of interest for Year #5 instead of Year #4, multiply times the amount of the loan divided by 1,000 and enter here.)			
	b.Cumulative - Add Year #4 "b" to Year #5 "a" (Be careful to ADD the previous year "c" to Year #5 "a")			

You can go on and collect figures for years #6 through #10 if you would like to compare the cost of each loan offering over a longer time period. You can also go all the way to 30 years of comparison if you wish.

Conclusion

You now have gathered enough information to make an informed decision as to which Mortgage Loan is best suited to your specific needs. If you look at the results in Year #5 above in Step #10 and compare the amount in "b". the Cumulative cost of each loan over the first 5 years, you can see which one is less expensive in actual interest costs and loan preparation and origination costs. If you expect to stay in this home for only 2 years, then you need to compare the total cumulative costs at the end of 2 years above. If you expect to stay in this home for 10 or 20 years, then you need to collect the figures from the Interest Tables for that many years to make the comparison. But this at least gives you an understanding of how you can compare Mortgage Loans from different Lenders to see which one actually cost you less over the period of time you expect to stay in the home.