

PURSUIT LENDING GROUP

THE MORTGAGE EDGE



JUNE 18, 2025

TODAY'S AGENDA

1. Who is Mike Lokie
2. Our Mission and Vision
3. Gifts
4. Helping the Kids
5. 2nd Home Purchases
6. Credit Scores
7. Conventional Loans
8. FHA Loans
9. VA Loans
10. USDA Loans
11. Jumbo Loans
12. Doctors-Only Loans
13. Supporting Recent Grads
14. Our Brand

Born and raised in Canton Ohio, Mike Lokie has devoted over 20 years to the mortgage industry. He is a proud alumnus of The Ohio State University and dedicated to helping clients navigating through the mortgage process.

PURSUIT LENDING GROUP

MIKE LOKIE

BRANCH MANAGER
PURSUIT LENDING GROUP



PURSUIT LENDING GROUP

MISSION AND VISION

WHERE WE'RE AIMING



We offer tailored home loan programs to suit your needs and assist you in navigating the next stage of your life journey.

GIFTS



An orange ribbon with a bow is positioned on the left side of the image, extending horizontally across the top and vertically down the left edge.

LET'S TALK GIFTS

TYPICALLY, WE GIFT FOR...

BIRTHDAYS

HOUSEWARMING

ANNIVERSARIES

RETIREMENT

CHRISTMAS

NEW BABY

GRADUATION

AS A THANK-YOU

WEDDINGS

BRIDAL SHOWER

BUT THERE'S ANOTHER GREAT GIFT, THAT NEEDS NO SPECIAL OCCASION...

A GIFT OF EQUITY!

CAN BE GIFTED BY:

- Blood Relatives
- Spouses
- Fiancées
- Adoptive Children
- Adoptive Parents



A GIFT OF EQUITY!

CAN BE GIFTED BY:

- Domestic partners
- Dependents
- Guardians
- An unrelated individual with family-like ties to borrower



A GIFT OF EQUITY!



- Can be used for your Down Payment
- Can be any amount, at the discretion of the gifting party
- Can be used with any mortgage product



GIFTS OF EQUITY

A CLOSER LOOK

EXAMPLE 1:

Home Value _____ \$300K

Gift of Equity _____ **\$60K**

Down Payment _____ \$0*

Amount Borrowed _____ **\$240K**

*This saves the borrower \$60K of their own money

EXAMPLE 2:

Home Value _____ \$300K

Gift of Equity _____ **\$30K**

Down Payment _____ \$30K*

Amount Borrowed _____ **\$240K**

*This saves the borrower \$30K of their own money
(from checking/savings) to use for Down Payment

Any tax questions should be directed to your Tax Preparer.

BUT... WHAT ABOUT MY KIDS?

BUYING YOUR CHILD A HOME

BUT, WHAT ABOUT MY KIDS?

BUYING YOUR CHILD A HOME

MOM & DAD



MARY & DAVE

SON

SON'S WIFE



SAM

WENDY

SAM & WENDY WANT TO BUY,
BUT NEED TO SELL THEIR CURRENT
HOME.

SAM'S PARENTS CAN BUY THE NEW HOME
WITH THEIR FUNDS, BUT WOULD NEED TO
PUT IT IN SAM & WENDY'S NAMES.



"BANK OF MOM & DAD"

BUT, WHAT ABOUT MY KIDS?

BUYING YOUR CHILD A HOME

MOM & DAD



MARY & DAVE

SON

SON'S WIFE



SAM

WENDY

AT CLOSING, MARY & DAVE CAN FILE A MORTGAGE - EFFECTIVELY ACTING AS SAM & WENDY'S BANK.

SAM & WENDY CAN REFINANCE THEIR NEW HOME AS RATE & TERM ONCE THEIR CURRENT HOME SELLS.

MARY & DAVE ARE PROTECTED IN THE EVENT SAM & WENDY DON'T RE-FI TO REPAY:

THEY CAN FORECLOSE ON THE PROPERTY TO REGAIN THEIR FUNDS AND RE-INVEST IT.



"THANKS MOM & DAD!"



SECOND HOMES

A HOME AWAY FROM HOME



VACATION HOME IN THE FOREST



BEACH HOUSE



MOUNTAIN TOP GETAWAY



LAKEFRONT

TYPES OF SECOND HOMES

BUYING FOR THE SUNSHINE, GOLF, OR WATER

MUST BE:

- A one-unit dwelling
- Occupied for part of the year
- Suitable for living year-round
- Under the exclusive control of the borrower

SECOND HOMES



BUYING FOR THE SUNSHINE, GOLF, OR WATER

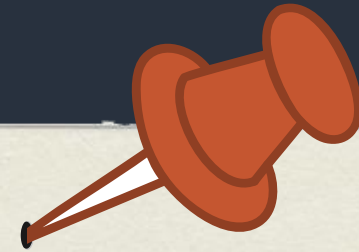


CAN'T BE:

- A rental or timeshare arrangement**
- Subject to any agreement that gives property control to a management firm

SECOND HOMES

If the lender identifies rental income from property, the loan is eligible for delivery as a 2nd home as long as said income is **not used for qualifying purposes and all other requirements for a 2nd home are met, including the occupancy agreement.



PLEASE NOTE-

**LONG-TERM RENTALS ARE CONSIDERED
INVESTMENT PROPERTIES.**

**INVESTMENT PROPERTIES HAVE HIGHER
RATES & COSTS ASSOCIATED WITH
THEIR LOANS.**

PURCHASING IN FLORIDA

PREPARING FOR THE BUY

Avoiding Additional 2nd Home Costs

- Documentary Stamp Tax - .35 per one hundred
- Intangible Tax - .2 per one thousand
- Survey
- Flood Insurance
- HOI

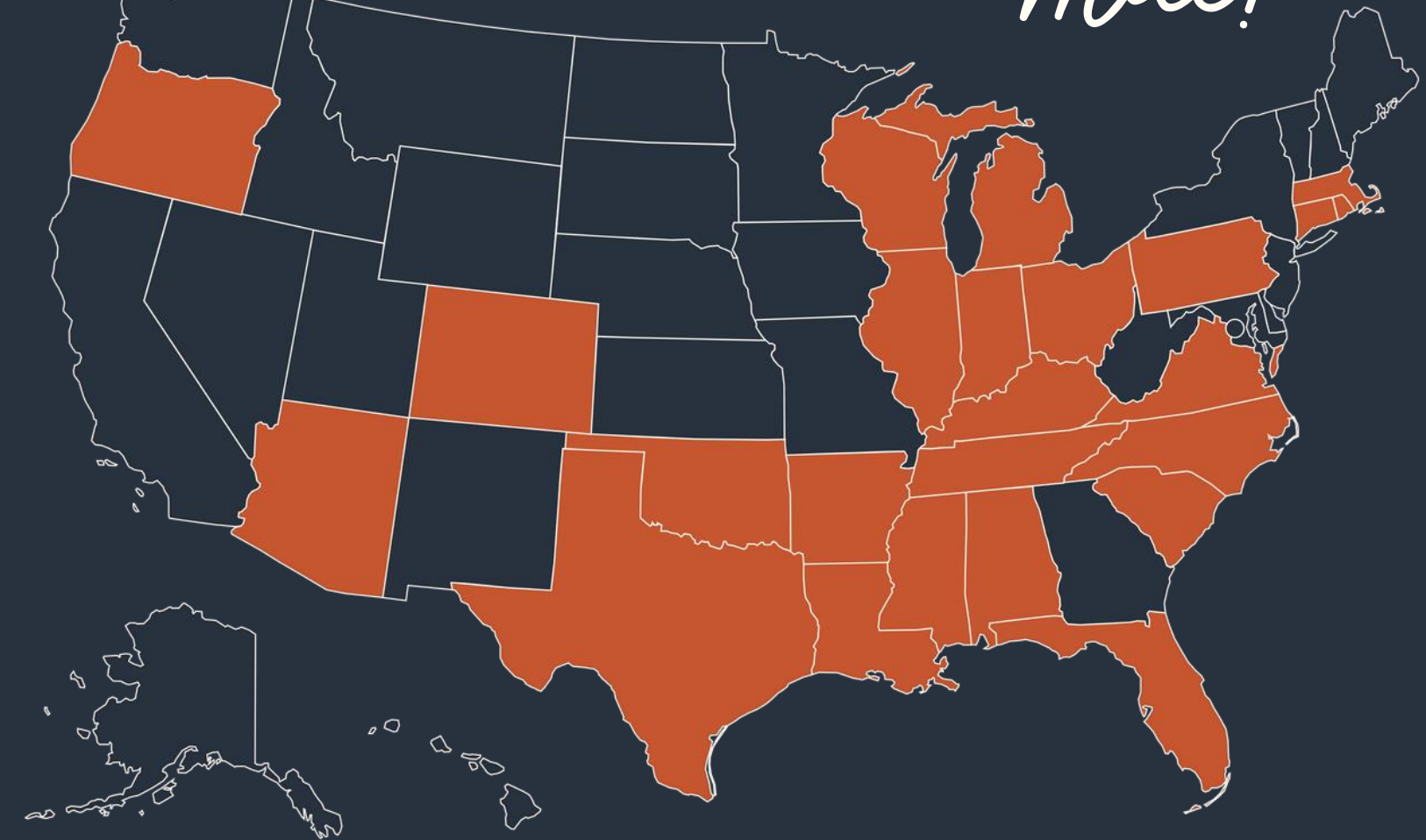


PURCHASE PLANS

PREPARING FOR THE BUY



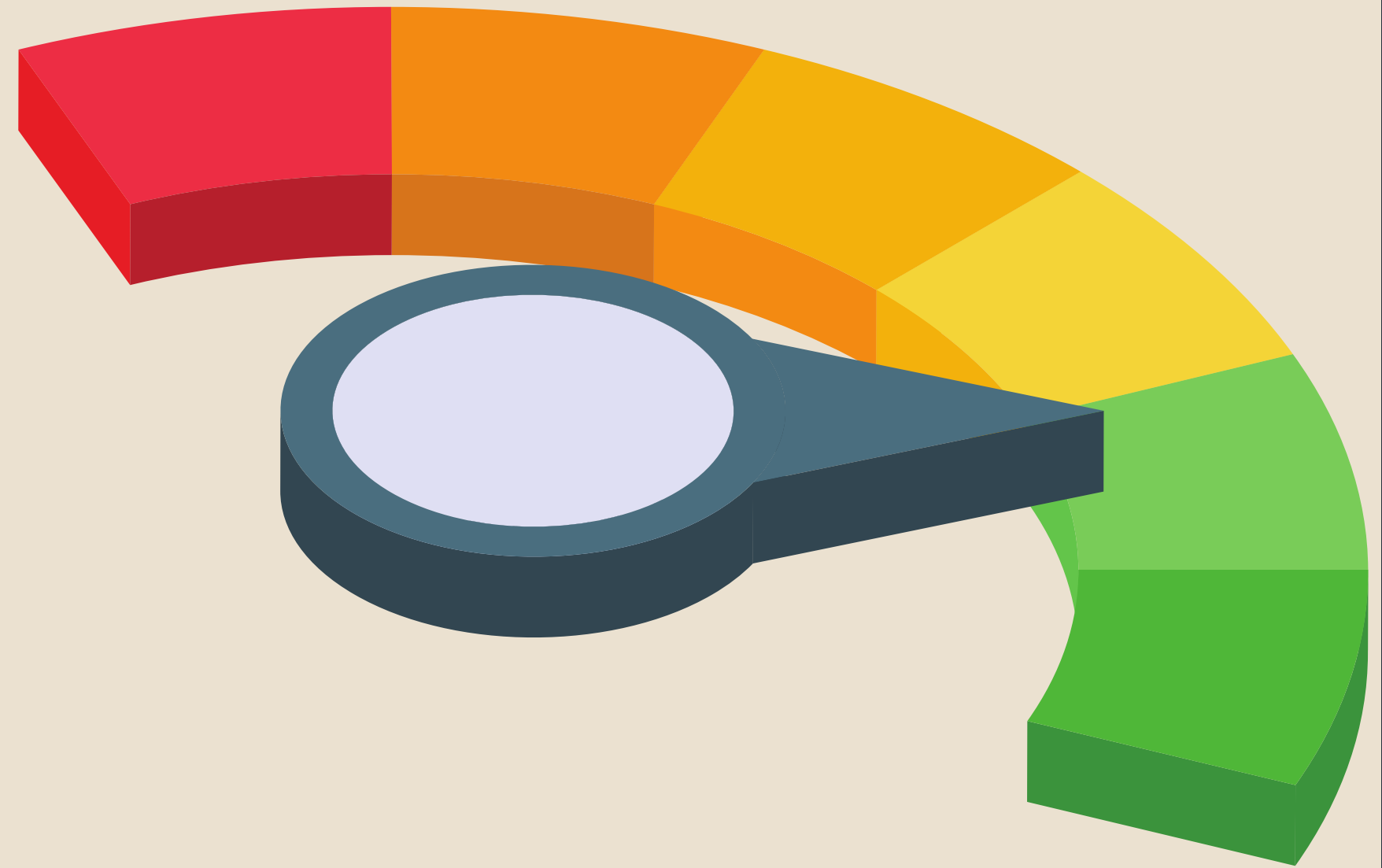
We go the Extra Mile!



Helping clients all over the country!

CREDIT SCORE

IMPROVMENT AND MAINTENANCE



WHAT MAKES UP YOUR FICO SCORE?

Having a great FICO score is imperative for getting a great rate on your mortgage loan. Here's a look at what factors into your score.

Types of Credit Used

This gauges the proportion of your credit that's from credit cards, installment loans, mortgages, etc.

New Credit

This takes into account the recently opened accounts you have and how long it's been since previous credit inquiries.

Length of Your Credit History

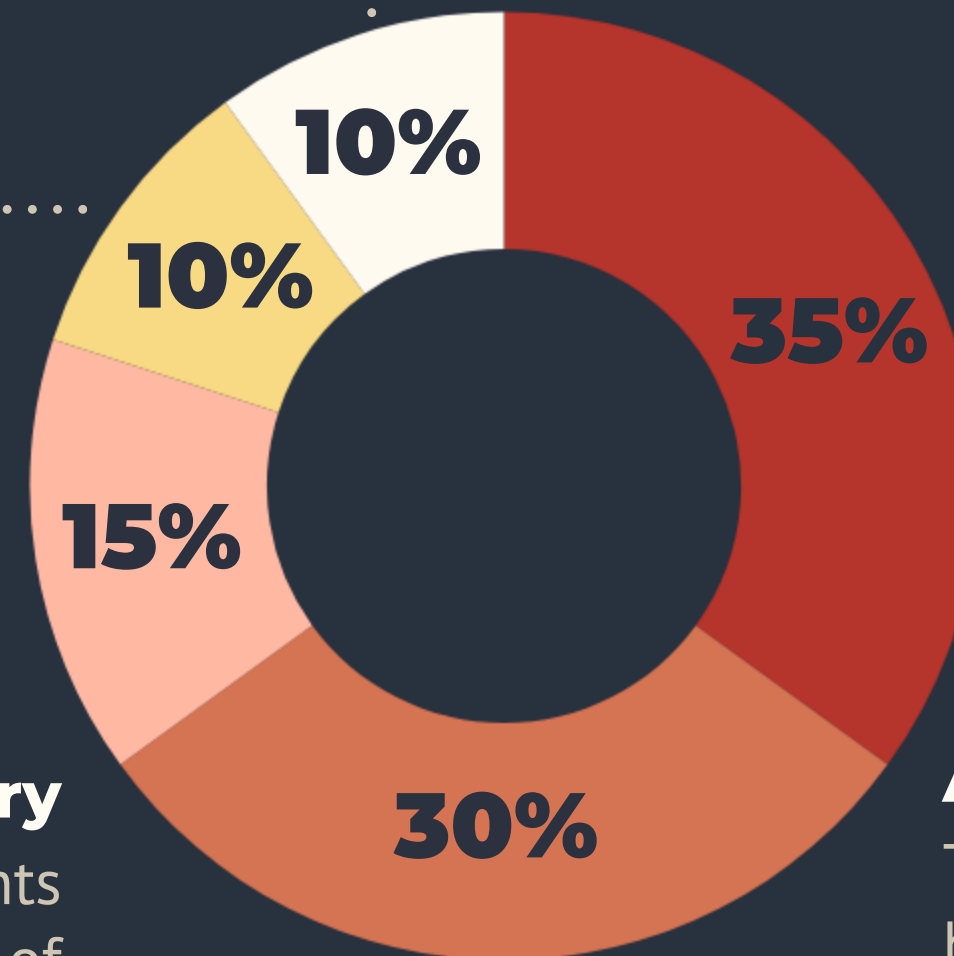
This includes how long your accounts have been opened and what kind of activity they've seen.

Payment History

This includes credit cards, retail accounts, as well as public records like bankruptcy.

Amounts Owed

This isn't only how much you owe, but what types of accounts and what percentage of available credit are being used.



LOAN PRODUCTS



CONVENTIONAL LOAN

FHA LOAN

VA LOAN

USDA LOAN

JUMBO LOAN

DOCTORS-ONLY LOAN

OHFA GRANTS FOR GRADS

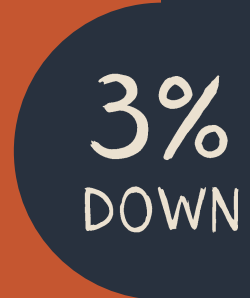


MYTH

“I have to put 20% down to do
a Conventional loan.”



CREDIT SCORE AS LOW AS 620



MINIMUM 3% DOWN PAYMENT



SELLER CAN PAY UP TO 3%-9% OF CLOSING COSTS



SINGLE, SPLIT, LPMI, & BPMI



POTENTIAL TO ELIMINATE PMI

CONVENTIONAL LOANS

CUSTOMIZED FOR YOU

MYTH

“I need excellent credit to be approved for an FHA loan.”



**CREDIT SCORE AS LOW AS 600
WITH 3.5% DOWN**



**GIFT FUNDS FROM FAMILY ALLOWED
FOR 3.5% DOWN + CLOSING COSTS**



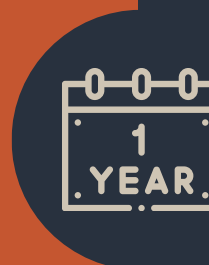
UP TO 6% SELLER CONCESSION



FLEXIBLE UNDERWRITING



2 YEARS OUT OF BANKRUPTCY



**3 YEARS OUT OF FORECLOSURE
FROM DATE OF SHERIFF SALE**



**1ST-TIME HOMEBUYERS
QUALIFY WITH LIMITED CREDIT
HISTORY!**

FHA LOANS

CUSTOMIZED FOR YOU



MYTH

“I will always have to pay a funding fee using a VA loan.”

QUALIFIERS
PUT
0% DOWN

0% DOWN FOR QUALIFYING HOMEBUYERS



NO MORTGAGE INSURANCE

UP TO
4%

UP TO 4% SELLER CONCESSION



FLEXIBLE UNDERWRITING



CREDIT SCORES AS LOW AS 620



2 YEARS OUT OF BANKRUPTCY



**2 YEARS OUT OF FORECLOSURE FROM DATE OF
SHERIFF SALE**

VA LOANS

CUSTOMIZED FOR YOU



MYTH

“I can buy a home
anywhere with a
USDA loan.”

“A USDA loan is for buying
beef and cattle.”



CREDIT SCORE AS LOW AS 620



MINIMUM 0% DOWN PAYMENT



SELLER CAN PAY UP TO 6% OF CLOSING COSTS



MONTHLY PMI



1% FUNDING FEE



MUST BE IN A USDA DESIGNATED APPROVED AREA

USDA LOANS

CUSTOMIZED FOR YOU



MYTH

“JUMBO loans are only for
large homes.”



CREDIT SCORE AS LOW AS 680



MINIMUM 15% DOWN PAYMENT



**LOAN AMOUNT MUST BE ABOVE
\$766,550**



FIX RATES OR ARMS



SFR OR CONDO

JUMBO LOANS

CUSTOMIZED FOR YOU



MYTH

“I am a Podiatrist...I’m sure I
don’t qualify.”



CREDIT SCORE AS LOW AS 680



MINIMUM 0% DOWN PAYMENT



**SELLER CAN PAY 3-9 % OF
CLOSING COSTS**



NO PMI



**MEDICAL DOCTORS INCLUDING
DENTISTS, PODIATRISTS,
OPHTHALMOLOGISTS, VETERINARIANS
AND MEDICAL RESIDENTS**

DOCTORS-ONLY LOANS

CUSTOMIZED FOR YOU



MYTH

“I graduated a year ago... I
don’t qualify... Right?”



CREDIT SCORE AS LOW AS 640



MINIMUM 0% DOWN PAYMENT



**SELLER CAN PAY UP TO 3-6%
OF CLOSING COSTS**



**MUST HAVE GRADUATED IN
THE LAST 18 MONTHS**



**3% DOWN PAYMENT
ASSISTANCE**

OHFA GRANTS FOR GRADS

CUSTOMIZED FOR YOU



OUR BRAND

YOU'RE A PERSON, NOT A LOAN NUMBER

At Pursuit Lending Group, we're here to provide our clients with the resources and expert guidance they need to accomplish their homeownership goals. Whether looking to purchase a new home, refinance an existing mortgage, or explore investment opportunities- we'll get the job done while delivering clear communication, transparency, and personalized consultation. We go the extra mile for our clients!

5280 means...



We Go the Extra Mile

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