



Bank Questionnaire

Caution: 1. Please go through the questionnaire. 2. **PRIOR TO CALLING BANKS** Cross out any question(s) that do not pertain to your situation. i.e. If you have never had a Bankruptcy, Foreclosure, or Short Sale then question #8 does not apply. 3. The **SAMPLE RESPONSES** column contain **SAMPLE RESPONSES** you may receive. These **ARE NOT** a set of questions to ask. **DO NOT ANALYZE** the **SAMPLE RESPONSES** column. Use it **ONLY** as a guide of what responses may be for that question. 4. Some responses you get will be a yes or a no, other questions could have several varied answers from bank to bank. 5. Fill in your responses, save to your desktop, and share in the CHAT BOX function on the Member Site if you need assistance choosing a bank to work with. Happy Bank Hunting!

Questions	SAMPLE RESPONSES	Bank 1	Bank 2	Bank 3:	Bank 4:	Bank 5
1. Bank Name	xyz bank					
1a. Name of Contact	John Simth					
1b. Phone Number	777-555-3333					
2. Do you offer a 1st lien position HELOC?	Yes					
2a. If only 2nd lien, canyou use the proceeds from that to pay down the first?	no					
3. What are your loan to Value limits?	75%					
	65%					
	50%					
4. How do you determine value? AVM (automated Valuation Model or full appraisal?)	AVM					
5. Do you have seasoning requirements? (How long do you have to own your home to refinance?) Only ask if you purchased the home within 6 months.	Yes					
	anytime after 1 month					
	anytime after 1 year					
6. What is your maximum loan amount on a 1st lein HELOC?	\$350,000					
6a. If above \$500K, what is your LTV limit?	65%					
7. What are your credit score requirements?	680 @ 70%					
	720 @ 80%					
	780 @ 90%					
7a. Does the minimum score change with high LTV's	yes					
8. What is your guidelines for Bankruptsies (Chpt 7 &13)?	4 years after discharge					
8a. Guidelines for Forclosures? Short sales?	4 years					
9. How do you stress test your debt ratio? 15 yrs, 20 yrs, 30yrs?	15 year Fixed					
	at 4.5%					
	or 6.5% PITI*					
9a. Percentage of max line amount? Example: 1% of max line amount of \$300k = \$3000	none					
10. What are your debt ratio requirements? (usually 40-50% DTI)	42%					

Questions	SAMPLE RESPONSES	Bank 1	Bank 2	Bank 3:	Bank 4:	Bank 5
11. What are your interest rates?	Prime + 0.5%					
11a. Introductory rate offer?	yes					
	2.99% 12 months					
12. How is the rate determined? (Example: Prime + .5%)	Prime + 1.5%					
13. What index is your HELOC tied to? (PRIME, LIBOR, TBILL)	T-Bill					
14. Is your HELOC interest calculated on actual daily principal balance or avg monthly balance?	Daily Balance					
15. Do you offer a fixed rate on all or a portion of the HELOC balance?	Yes					
	First \$100,000					
16. What is the minimum payment required?	Interst Only					
16a. Interest only option?	Yes					
16b. Principal + Interest?	No					
16c. Percent of the balance?	No					
16d. If it is a percent of the balance, ask: Can I withdraw the portion that I paid down?	Yes					
17. What are the closing costs?	Standard					
	Escrow Title Appraisal					
18. What is the draw period?	15 years					
19. What happens after the draw period expires? (Example: Balance is converted to a 20 year amortization.)	Converted to a					
	20 Year Fixed					
20. Do you offer a renewal if there is a balance at the end of the draw period?	No - Refinance					
20a. If yes, is there a cost?	No					
20b. Can I renew when my LTV is lower to get a lower rate?	Refi Only					
21. Can I deposit income directly into my HELOC?	No - transfer					
21a. (If they require a checking account) Do you offer a sweep account to transfer my balance to my HELOC?	No					
22. Can I use my HELOC as overdraft protection on my checking?	Yes					
22a. If yes, Is it free?	No					
23. Can I set up online bill pay linked to my HELOC?	Only in BillPay					
24. Do you have a maximum "mobile deposit limit"?	Yes					
	\$12,000					
25. Do you offer HELOCs for investment properties (rentals)?	No					
25a. Second homes (vacation properties)?	No					
25b. If yes, what are the LTV limits? (Typically 75% on rentals & 80% on vacation homes)	N/A					

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26. What states do you lend in? (Obviously, you want to make sure they lend in your state, but for investors you might want to check if they lend in other states where you have properties.)	OR, NV					
27. Do you have a prepayment penalty associated with your HELOC?	Yes					
27b. Terms of penalty?	2 years - \$500					
28. Are there annual fees with this HELOC?	yes \$120					
29. Are there any transaction fees with this HELOC?	No					
30. Do you have cash reserve requirements to qualify? (2-6 months of payment reserves liquid.)	Yes					
	4 Months PITI*					
31. What are your turn times for completing this transaction?	45 days					
32. What documentation do you require? (only ask if you are applying) See document checklist on page 4 of this document.	Standaard					
	2 years taxes, 2 months					
	Bank Statements					
33. Do you require we close at a bank branch or can we close remotely? (Save yourself the drive if you can!)	remotely					

Document Checklist: Be Prepared!

Gather ALL Applicable Documents

1. Two years W2's and Two Years Tax Returns with ALL schedules.
2. Copies of K1's and 1099's. (If Self-Employed)
3. If Decline in income, letter from CPA. (If Self-Employed)
4. 30 days of most recent consecutive paystubs.
5. 60 days of most recent consecutive bank statements with all pages.
6. Recent mortgage statement.
7. Homeowner's Insurance Declarations page.
8. Driver's License and Social Security Card for each applicant.
9. Copy of Lease Agreements if you currently own investment properties.
10. Employer's Human Resource contact info to verify employment.
11. Most recent Social Security Awards Letter, Pension/Annuity 1099, etc... (If you receive Social Security or any retirement income)
12. Bankruptcy Discharge and Creditors Matrix. (If you filed for bankruptcy in the past.)
13. Divorce Decree, Marital Dissolution Agreement, Parenting Plan, and any Alimony or Child Support if applicable.
14. Letter of explanation stating why you are wanting a HELOC. (This is to confirm no other debts will be taken if receiving equity from property) "I intend to use the unique terms of a HELOC to more efficiently pay off my home at a faster pace."

*PITI = Principal, Interest, Taxes & Insurance