

| CASH FLOW ISSUES | YES | NO |
|--|--------------------------|--------------------------|
| <p>Do you need help determining how much it will cost to own and maintain your new home? If so, consider the following expenses:</p> <ul style="list-style-type: none"> ■ The mortgage payment, property taxes, and homeowners insurance. ■ The cost of the utilities and the cost to maintain the property (such as a new roof). ■ Commuting costs, childcare, private education (if needed). | <input type="checkbox"/> | <input type="checkbox"/> |
| <p>Will you be making changes/improvements to the property (such as a renovation or addition)? If so, consider how those future expenses will impact your financial situation.</p> | <input type="checkbox"/> | <input type="checkbox"/> |
| <p>Will this purchase impact your ability to save for other goals (such as retirement)? If so, consider prioritizing your goals and understanding the tradeoffs with each decision.</p> | <input type="checkbox"/> | <input type="checkbox"/> |
| <p>Are you married, and do you want your spouse or yourself to stay home (to raise children)? 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>Will you be living in the home for five years or fewer? 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>Do you need assistance in considering the financial impact of different types of mortgages? If so, consider the following:</p> <ul style="list-style-type: none"> ■ Tradeoffs of mortgage terms and fixed/variable rates. ■ FHA loans versus conventional loans. ■ 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) | <input type="checkbox"/> | <input type="checkbox"/> |

| MORTGAGE-RELATED ISSUES (CONTINUED) | YES | NO |
|---|--------------------------|--------------------------|
| <p>Did you serve in the military? 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>Do you need assistance in evaluating competitive interest rates?</p> | <input type="checkbox"/> | <input type="checkbox"/> |
| <p>Are you working and will your total monthly mortgage payment (P&I, taxes and insurance) be 28% or more of your gross monthly income? If so, some lenders may not be willing to lend money to you.</p> | <input type="checkbox"/> | <input type="checkbox"/> |
| <p>Are you retired and have no earned income? 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>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? If so, some lenders may not be willing to lend money to you.</p> | <input type="checkbox"/> | <input type="checkbox"/> |
| <p>Do you have a low credit score or poor credit history? If so, consider the following:</p> <ul style="list-style-type: none"> ■ Review your credit report to ensure there are no inaccuracies. ■ You may be charged a higher interest rate or denied a loan. ■ Improve your credit score by paying bills on time and reducing some of your debt levels. | <input type="checkbox"/> | <input type="checkbox"/> |
| <p>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? 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>Do you need to gather the necessary documents to apply for the mortgage? If so, locate the following documents:</p> <ul style="list-style-type: none"> ■ The last two years' tax returns, W-2s, recent paystubs, drivers' license, or other identification. ■ All financial statements (banks, investments, retirement accounts). (continue on next page) | <input type="checkbox"/> | <input type="checkbox"/> |

| MORTGAGE-RELATED ISSUES (CONTINUED) | YES | NO |
|--|-----|----|
| <ul style="list-style-type: none"> ■ Proof of funds that you will use at closing. ■ 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. | | |

| DOWN PAYMENT & CLOSING-RELATED ISSUES | YES | NO |
|---|-----|----|
| <p>Do you need help determining closing-related costs (appraisals, loan origination fees, processing fees, points, attorney fees)?</p> <p><input type="checkbox"/> YES <input type="checkbox"/> NO</p> | | |
| <p>Do you need assistance in determining how much of a down payment should be made?</p> <p>If so, consider the following:</p> <ul style="list-style-type: none"> ■ Compare how different loan amounts impact your cash flow. ■ If you are applying for a conventional loan and put less than 20% down, you may be subject to private mortgage insurance. ■ Review your emergency fund to ensure that you will have adequate liquidity. <p><input type="checkbox"/> YES <input type="checkbox"/> NO</p> | | |
| <p>Do you need assistance in determining how to fund the down payment?</p> <p>If so, consider the following:</p> <ul style="list-style-type: none"> ■ 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). ■ If you have a traditional IRA, \$10,000 can be withdrawn penalty-free for first time home purchases. However, income taxes still apply. ■ If you have a 401(k), some plans have loan provisions. ■ Down payment assistance programs may be available. <p><input type="checkbox"/> YES <input type="checkbox"/> NO</p> | | |

| TAX PLANNING ISSUES | YES | NO |
|--|-----|----|
| <p>Will property and state income taxes exceed \$10,000?</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>Will the mortgage debt exceed \$750,000?</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>Will you use part of your home for the principal place of your business?</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>Do you plan on making improvements to the property?</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>Should the home be owned by one spouse or owned by a trust?</p> <p>If so, consider the following:</p> <ul style="list-style-type: none"> ■ Trusts can avoid probate, which may be especially important for properties that are located in a different state than residency. ■ Some states allow a Transfer on Death (TOD) deed. <p><input type="checkbox"/> YES <input type="checkbox"/> NO</p> | | |
| <p>Will this purchase require you to update your estate plan?</p> <p><input type="checkbox"/> YES <input type="checkbox"/> NO</p> | | |

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