

**PRESIDENTIAL BANK MORTGAGE**

# **THE PRESIDENTIAL ADVANTAGE**

Your Home. Your Strategy. Your Move.

Not all  
mortgages  
are created  
equal.

**Buy Smart.**

**Refinance  
Strategically.**

**Win in Any  
Market.**



Scan to Visit Our Branch



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This guide is designed to help you navigate the home financing journey with confidence. Inside, you'll find smart loan options, key mortgage product highlights, and an overview of programs that support today's homebuyers and homeowners. You'll also learn how the Buyer's Edge Program can help you shop like a cash buyer in competitive markets and why many clients choose Presidential Bank Mortgage for personalized service and trusted expertise.

To help you stay prepared, the guide also includes a document checklist, helpful do's and don'ts during the mortgage process, and quick insights in the Did You Know? section. When you're ready, the Your Next Step Starts Here section will guide you on how to begin your mortgage journey.

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# FAIRFAX VIRGINIA

## MORTGAGE LOAN OFFICERS

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# YOUR EDGE IN EVERY MARKET

Shop like a cash buyer — before you ever make an offer with our Buyer's Edge Program.

With a fully underwritten pre-approval, you walk into the market with real strength and real numbers.

Getting Pre-Approved Allows You To:

- **Pre-Approval:** Upfront credit approval so buyers can shop with a loan already secured.
- **Financial Consultation:** Personalized advice to help buyers understand their purchasing power.
- **Exclusive Financing:** Unique options to make home ownership more attainable...including Down Payment Assistance options.
- **Ongoing Support:** Continuous guidance for a smooth home buying experience.
- **Transparent Communication:** Clear updates throughout the building process, keeping everyone aligned.
- **Buyer Education:** Comprehensive resources to ensure clients make informed financial decisions.



# SMART LOAN OPTIONS FOR Homeowners & Homebuyers



**SMART  
LOANS.  
STRONG  
FUTURES.**

The right loan can open the door to more buying power, lower payments, or access to your home's equity—see which options may work best for you.



## CONVENTIONAL & HIGH BALANCE LOANS

Conventional and high-balance loans offer flexible financing for a wide range of home purchases and refinances, including properties in higher-cost markets.

- DPA Programs
- 620 Credit Score
- 97% LTV options
- HomeReady®/HomePossible®
- HomeStyle®/ChoiceRenovation®
- Manufactured Homes & Appraisal Waivers allowed
- Temporary Buydowns (1-0, 1-1, 2-1, 3-2-1)



## GOVERNMENT (FHA, VA & USDA)

Government-backed loan programs like FHA, VA, and USDA offer flexible qualification guidelines and low down payment options for eligible homebuyers.

- FHA 100% Option
- DPA Programs
- 580 FHA Credit Score
- VA IRRRLs
- USDA & FHA Streamline
- FHA 203k
- Manufactured Homes
- Temporary Buydowns (1-0, 1-1, 2-1, 3-2-1)

All loans are subject to approval. Grant and assistance programs are subject to availability and are offered on a first-come, first-served basis. Income limits, geographic eligibility, and property requirements may apply. Certain programs may provide assistance in the form of a deferred or forgivable second mortgage with specific terms and conditions. Program guidelines and availability are subject to change.



## JUMBO LOANS & FLEXIBLE FINANCING

Whether purchasing a luxury home or navigating a unique financial profile, jumbo and flexible financing can provide the right solution.

- Jumbo up to \$3m (Fixed/ARM)
- Jumbo Interest Only (I/O) Options
- Bank Statements/1099
- Non-Warrantable Condos
- DSCR Coverage Ratio from 0.8
- Foreign National
- Reverse Mortgages
- Condotel
- Asset Depletion



## 7/1 ADJUSTABLE RATE MORTGAGE (ARM)

A 7/1 Adjustable-Rate Mortgage offers a fixed interest rate for the first seven years, followed by annual adjustments based on market conditions.

- Up to \$2m, Higher Amounts by Request
- Expanded Credit Box for Qualified Borrowers
- 90% LTV, Primary w/ 700 Credit Score
- 80% LTV, 2nd Home w/ 700 Credit Score
- 75% LTV, Investors w/ 720 Credit Score
- Qualified at Note Rate
- Available in States w/ Physical Bank Locations



## NEW CONSTRUCTION & RENOVATION

Whether you're building from the ground up or updating a home you love, these loans combine financing for construction and improvements into one solution.

- Dedicated In-House Construction Team
- 1x Close Construction-to-Perm
- Builder: No loan/debt on project
- Builder: Flexible Draw Schedules
- Easy draw request process w/ quick turn times
- One-Year Build Period



All loans are subject to approval. Grant and assistance programs are subject to availability and are offered on a first-come, first-served basis. Income limits, geographic eligibility, and property requirements may apply. Certain programs may provide assistance in the form of a deferred or forgivable second mortgage with specific terms and conditions. Program guidelines and availability are subject to change.



## VACANT LAND LOANS

Finance the purchase of a vacant lot today and secure the perfect location to build your future home.

- \$500,000 Max Loan Amount
- \$50,000 Min Loan Amount
- 3 Year Balloon, Must Build Within 3 Years
- Future Primary Residence Only
- Up to 5 Acres
- Market Comps Must Be Similar Acreage



## NEW HOME ADVANTAGE PROGRAM

- Up to \$5,000 in closing cost assistance
- Lowered 600 FICO score on FHA Loans
- Fixed Rate Mortgages
- FHA, VA, and Conventional Loans
- Primary Owner-Occupied Residence



## COMMUNITY & GRANT PROGRAMS

Some programs offer low down payment options with no mortgage insurance, along with forgivable or deferred grant assistance to help reduce upfront costs.

- DC Open Doors
- Florida Housing Finance Corporation
- Georgia Department of Community Affairs
- Illinois Housing
- Maryland Mortgage Program (MMP)
- Montgomery County HOC
- New Jersey Housing
- North Carolina Housing
- South Carolina Housing
- Tennessee Housing
- Virginia Housing
- FHLBank Atlanta First-Time Homebuyers, Community Partners, Workforce Housing Plus+



*All loans are subject to approval. Grant and assistance programs are subject to availability and are offered on a first-come, first-served basis. Income limits, geographic eligibility, and property requirements may apply. Certain programs may provide assistance in the form of a deferred or forgivable second mortgage with specific terms and conditions. Program guidelines and availability are subject to change.*

# Why Choose **PRESIDENTIAL?**



## **In-House Processing & Underwriting**

We keep track of your loan's status at all times and are ready to help collect any necessary supporting documents, ensuring a smooth and swift closing process.



## **On-Time Closings**

Your closing date is as important for me as it is for you. Ensuring we meet your closing date is my top priority.



## **Competitive Interest Rates**

Our team of professionals research investors to manage the risk and provide competitive interest rates.



## **Customized Solutions**

We provide personalized solutions for first-time homebuyers, military personnel, those looking to upsize or downsize, as well as individuals interested in refinancing and more!



## **Experienced Professionals**

I take pride in giving my utmost effort for every client, aiming to build lifelong relationships through exceptional service.

**With trusted expertise, personalized service, and competitive solutions, Presidential Bank Mortgage is committed to helping you move forward with confidence.**



**Trusted.  
Proven.  
Presidential.**

# Loan Documentation Checklist

Most recent paystub from each borrower

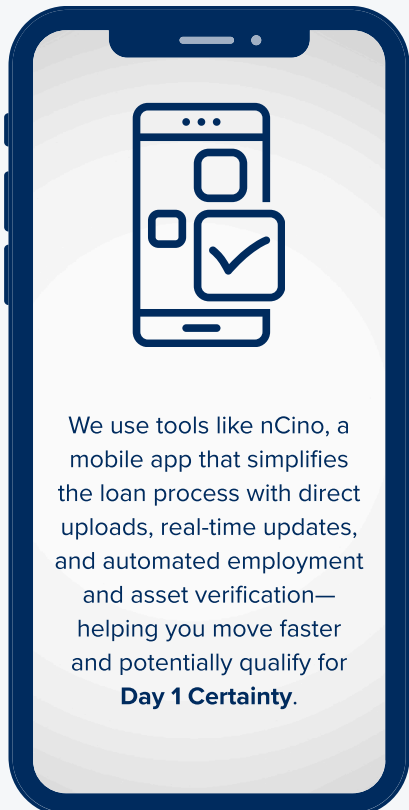
Current LES for Military borrowers

VA Loan: DD214 or copy of Statement of Service

W2s or 1099s for each borrower from the past 2 years

Last 2 months Bank Statements , ALL pages for checking, savings, retirement accounts, stocks, bonds, etc..

Copy of Drivers License, US Residency Card or Government Issued ID



We use tools like nCino, a mobile app that simplifies the loan process with direct uploads, real-time updates, and automated employment and asset verification—helping you move faster and potentially qualify for **Day 1 Certainty**.

## UNDERSTANDING LOAN DOCUMENTATION REQUIREMENTS

When applying for a home loan, your lender will request a variety of documents to verify your income, assets, and employment history. This information is essential in helping them assess your financial profile and determine which loan programs and terms are the best fit for your current situation and long-term goals.

The chart provided outlines the most commonly requested documents, such as pay stubs, tax returns, bank statements, and employment verification. These items give your lender a clear picture of your ability to repay the loan and help streamline the approval process.

It's important to note that every borrower's situation is unique. Depending on your employment type, income sources, or past financial history, your lender may ask for additional documentation. Being prepared and responsive during this stage can help prevent delays and keep your homebuying journey moving forward smoothly.

# Loan-Safe vs Loan-Sorry

## Do's and Don'ts during the mortgage process

While you are applying for a home loan and even during the home loan process, a number of things can greatly impact your ability to obtain a mortgage loan or can delay your closing date.

### Do's

Small steps today can help keep your mortgage approval smooth and on track.

- ✓ Send your documents as soon as possible.
- ✓ Pay all your bills on time, including credit card and mortgage payments.
- ✓ Contact your loan officer before accepting Gift Funds.
- ✓ Contact your loan officer before accepting Gift Funds.
- ✓ Keep all your ongoing paystubs and bank statements.
- ✓ Communicate with us about any life changes.
- ✓ Line up a homeowner's insurance policy.
- ✓ Continue saving for your home purchase.

When applying for a mortgage, preparation makes a big difference. Keeping important documents readily available—such as pay stubs, bank statements, tax returns, and identification—can help speed up the approval process and prevent unnecessary delays. Sharing your homebuying timeline and purchase plans with your lender early also helps ensure the right loan program and strategy are in place before you start making offers.

Stability is another key factor during the mortgage process. Maintaining consistent employment and avoiding major financial changes helps lenders verify your ability to repay the loan. Even small shifts, like changing jobs or altering income sources, may require additional review. By keeping your financial picture steady and communicating openly with your lender, you can help ensure a smoother path from application to closing.

### Don'ts

Certain financial changes during the loan process can delay—or even derail—your mortgage approval.

- ✗ Make large purchases (cars, furniture, boat, jewelry).
- ✗ Apply for new credit, open new cards or close cards, or start a debt consolidation loan.
- ✗ Run up the balances, max out or overcharge on your credit cards.
- ✗ Payoff loans or credit cards.
- ✗ Start major home improvement projects.
- ✗ Acquire any non-sufficient funds or overdraft fees.
- ✗ Change jobs, resign or become self-employed.

We're here to guide you every step of the way.  
**Let's Get You Home!**



# Did You **KNOW**?

You don't need 20%  
down to buy a home.

Some buyers qualify  
with little to no  
out-of-pocket cost.

Your credit score may  
already be high enough.

You can buy before  
selling your current  
home.

Renovation costs can  
be financed into your  
loan.

# OUR MORTGAGE PRODUCTS

YOUR COMPETITIVE EDGE

## Conforming & High Balance

- DPA Programs
- DU Day 1 certainty / LPA AIM & use their income, ratios & assets
- 620 Credit Score
- 97% LTV options
- HomeReady®/HomePossible®
- HomeStyle®/ChoiceRenovation®
- Internal & External Special Purpose Credit Programs
- Manufactured Homes
- Appraisal Waivers
- TBD Full Credit Approvals
- Lock & Shop
- Long Term Locks
- Overnight Rate Protection
- Temporary Buydowns (1-0, 1-1, 2-1, 3-2-1)
- Builder Forward Commitments
- Spec Locks
- Use DU or LPA - w/o Restriction

## Construction & Renovation Loans

- Dedicated In-House Construction Team
- 1x Close Construction-to-Perm
- Interest payments plus minimal principal payments during construction
- 90% LTV up to Conforming Limit
- 80% LTV for 2nd Home
- Primary & Secondary Residences Only
- 680 Credit Score
- O/O & 2nd Homes Only
- Builder: No loan/debt on project
- Builder: Flexible Draw Schedules
- Easy draw request process w/ quick turn times
- One-Year Build Period

## Non-Conforming Jumbo & Non-QM

- Jumbo up to \$3m (Fixed/ARM)
- Jumbo I/O Options
- Bank Statements/1099
- Non-Warrantable Condos
- DSCR Coverage Ratio from 0.8
- Foreign National
- Reverse Mortgages
- Condotel
- Asset Depletion

## Government (FHA, VA & USDA)

- FHA 100% Option
- DPA Programs
- 580 FHA Credit Score
- 600 VA Credit Score
- Up to 55% DTI
- VA IRRRLs
- USDA & FHA Streamline
- FHA 203k
- Manufactured Homes
- Manual Underwriting Allowed
- Lock & Shop
- Long Term Locks
- Overnight Rate Protection
- Temporary Buydowns (1-0, 1-1, 2-1, 3-2-1)
- Builder Forward Commitments
- Spec Locks
- TBD Full Credit Approvals

## Vacant Lot Loans

- 65% LTV
- 700 Credit Score
- \$500,000 Max Loan Amount
- \$50,000 Min Loan Amount
- 3 Year Balloon, Must Build Within 3 Years
- No Escrow Available
- Future Primary Residence Only
- Up to 5 Acres
- Parcel ID Required
- Buildable Lot
- Market Comps Must Be Similar Acreage
- Ingress/Egress Rights Required

## 7/1 ARM

- 90% LTV, Primary w/ 700 Credit Score
- 80% LTV, 2nd Home w/ 700 Credit Score
- 75% LTV, Investors w/ 720 Credit Score
- Qualified at Note Rate
- Available in States w/ Physical Bank Locations
- No LLPAs on 2nd/Investment Loans
- Up to \$2m, Higher Amounts by Request
- Expanded Credit Box for Qualified Borrowers

## Presidential Bank Portfolio

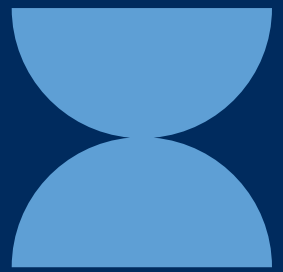
- 1x Close Construction to Perm
- 1x Close Rehab to Perm
- Lot Loans
- Portfolio 7/1 ARM, No Price Add On for 2nd Homes & NOO
- Doctor Loan 100% LTV, NO MI
- Standalone HELOC O/O, 2nd Homes, NOO
- Piggyback Seconds up to 89.99% at \$75k
- HELOC Bridge Program
- TBD Full Credit Approvals

## State Agency Programs

- DC Open Doors
- Florida Housing Finance Corporation
- Georgia Department of Community Affairs
- Illinois Housing
- Maryland Mortgage Program (MMP)
- Montgomery County HOC
- New Jersey Housing
- North Carolina Housing
- South Carolina Housing
- Tennessee Housing
- Virginia Housing

## CRA Lending

- 97% No MI Conventional
- 2-points up to \$4,500 Price Incentive, No FTHB restriction, No Income Limit
- New Home Advantage Grant Program, up to \$5k Closing Cost Assistance
- Up to 2.50 bps LMI (Select MSAs) Borrower Price Incentives (Conv & Gov)
- FHLB Atlanta DPA Funds (Conv, FHA, VA & USDA)

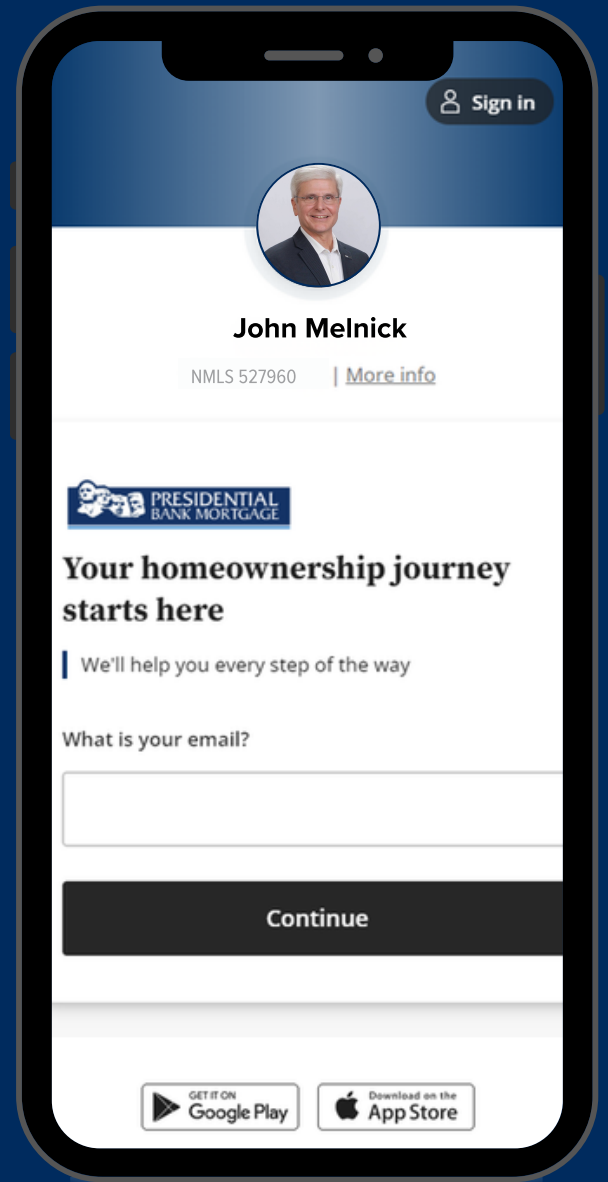


# Your Next Step Starts Here!

Scan to Apply with John Melnick



or visit our website for more information



**JOHN MELNICK**  
Sr Loan Officer | NMLS 527960  
**703.303.6434**



**PRESIDENTIAL BANK MORTGAGE**

COMPANY NMLS 421593 | ALL LOANS SUBJECT TO CREDIT APPROVAL 