MAMBA CAPITAL LENDING · HOMEBUYER HANDBOOK

Where Trusted Advice Meets Great Rates

We believe you shouldn't have to sacrifice one for the other. This handbook is built on clarity, strategy, and accountability — so you can make the most informed decision for your family.

17	10	100%
CHAPTERS	ROADMAP STEPS	CLIENT-FIRST

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STEP BY STEP

The Homebuyer Roadmap

From pre-approval to keys in hand — every step explained clearly. No surprises. No pressure. Just a well-lit path forward with Mamba beside you.

1

Pre-Approval

Before you fall in love with a home, know exactly what you can afford. Mamba reviews your credit, income, assets, and debt to issue a strong, lender-backed pre-approval that sellers take seriously.

2

Pre-Purchase Consultation

A dedicated education session unique to Mamba. We compare programs, explore the right down payment strategy, discuss conventional vs. FHA, impounds, rent vs. buy, and how rates work. No pressure — just clarity.

3

House Hunting

Armed with your pre-approval and a clear budget, you and your agent search with confidence — knowing exactly what you can offer.

4

✍ Making an Offer

Craft a winning offer with the right price, contingencies, and timeline. Mamba coordinates directly with listing agents to reinforce your qualification and credibility.

5

Offer Accepted

Your offer was accepted — escrow opens and the formal loan process begins. Mamba gets to work immediately to keep things moving.

6

Loan Processing

Appraisal, underwriting, and document verification. Mamba acts as your advocate to keep things moving and resolve any conditions fast.

7

Loan Closing

Final loan documents ready. Mamba walks you through every page — zero surprises. Funds are prepared for disbursement.

8

County Recording

The deed is recorded with the county and ownership officially transfers to your name. This is the legal moment you become a homeowner.

9

Keys & Celebration

You get the keys. Prepared, strategic, and confident — the Mamba way. Welcome home.

10

Mortgage Management

Our relationship doesn't end at closing. Mamba monitors your mortgage annually for refinance opportunities, equity milestones, and long-term strategy.

How Credit Scores Impact Your Rate

Your credit score is one of the most powerful levers in mortgage pricing. Understanding your tier helps you know where you stand — and where opportunity lies.

760 – 850
Excellent
Best available rates

720 – 759
Very Good
Strong pricing

680 – 719
Good
Moderate adjustments

580 – 679
Fair
Specialized programs

STRATEGY TIP

Even a modest credit score improvement before applying can meaningfully lower your rate. We review your credit profile during your pre-purchase consultation and — where appropriate — recommend steps to strengthen it before locking a loan. This is part of our commitment to **decisions made with your goals in mind.**

SCORE RANGE	RATE TIER	PMI IMPACT	TYPICAL PROGRAMS AVAILABLE
760 – 850	Best Available	Lowest PMI rates	All conventional, jumbo, VA, FHA
720 – 759	Strong	Low PMI rates	All conventional, jumbo, VA, FHA
680 – 719	Moderate	Moderate PMI rates	Conventional (adj.), FHA, VA
620 – 679	Adjusted	Higher PMI rates	FHA, VA, select conventional
580 – 619	Specialized	Higher PMI / MIP	FHA (3.5% down), Non-QM options

Amortization Explained

Every payment you make moves you closer to full ownership. Early payments contain more interest — later payments shift more toward principal. Understanding this shapes smarter decisions about term length and extra payments.

$665,000 Loan at 6.5% — 30 Year Fixed

$4,205
MONTHLY P&I

$1.51M
TOTAL PAID

$849K
TOTAL INTEREST

YEAR	PRINCIPAL PAID	INTEREST PAID	BALANCE REMAINING
Year 1	$8,100	$42,560	$656,900
Year 5	$44,800	$205,900	$620,200
Year 10	$101,300	$403,700	$563,700
Year 20	$254,100	$755,100	$410,900
Year 30	$665,000	$849,800	$0

15-Year vs. 30-Year Comparison

	30-YEAR	15-YEAR
Monthly P&I	$4,205	$5,798
Total Interest	$849,800	$379,640
Interest Saved	—	$470,160
Monthly Difference	—	+$1,593

WHICH IS RIGHT FOR YOU?

The right term depends on your cash flow goals and long-term plan. A 30-year gives you flexibility. A 15-year builds equity faster. **We walk through both side by side** during your consultation.

Your Complete Homebuyer Checklist

Clarity and preparation go hand in hand. Use these checklists to stay organized at every stage of your journey.

Documents to Gather

- [ ] Recent paystubs (last 30 days)
- [ ] Two years of W-2s or tax returns
- [ ] Two months of bank statements
- [ ] Government-issued photo ID
- [ ] Proof of down payment funds
- [ ] Employer / HR contact info
- [ ] Documentation of any other income
- [ ] Gift letter (if using gifted funds)

⚠ During Escrow — Avoid

- [ ] Opening new credit accounts
- [ ] Making large purchases (furniture, car)
- [ ] Changing jobs or income sources
- [ ] Large inter-account fund transfers
- [ ] Co-signing on anyone else's loan
- [ ] Delaying responses to lender requests
- [ ] Depositing unexplained cash amounts
- [ ] Closing any existing credit accounts

After Closing

- [ ] Transfer utilities (electric, gas, water)
- [ ] Confirm homeowner's insurance is active
- [ ] Change all locks on day one
- [ ] Update mailing address everywhere
- [ ] Store closing documents securely
- [ ] Set up mortgage auto-pay
- [ ] Document home condition with photos
- [ ] Schedule post-closing call with Mamba

MORTGAGE MANAGEMENT AFTER CLOSING

Mamba actively monitors your mortgage after closing. Annual checkups, refinance opportunity alerts, equity milestone reviews, and long-term strategy planning — because **our relationship doesn't end when you get your keys.**