

HOW TO
BUY A HOME WITH
ZERO
CREDIT

Your Step-by-Step Guide to Being a
NO SCORE LOAN TRAILBLAZER



ChurchillMortgage.com



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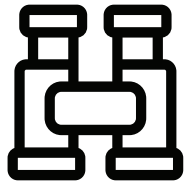
You're a Modern-day **TRAILBLAZER**



Blazing trails with gazelle intensity is something Dave Ramsey fans know a lot about—from not being afraid to challenge the status quo of maintaining a credit score to exploring new (and different) adventures with your side hustles and living off rice and beans!

After all your hard work and dedication to becoming debt-free, it's important to keep the momentum going when it's time to buy a home. **But how do you buy a home with no credit? Despite what our culture and other lenders say, it's not only possible, it's a way of life.** In fact, as of last year, 26 million Americans are "credit invisible." That's 1 in 10 Americans! *

Not everyone can pay cash for a home—even if you've followed Dave's financial freedom plan religiously! That's where Churchill Mortgage comes in ... **We give you the tools and resources to make your no score loan experience your best journey yet.**



Understanding Your Credit Score

If you're looking to purchase a new home or refinance your current mortgage, be prepared for your credit to be reviewed. Pulling your credit history is a required step in the home buying process.

There are three main credit bureaus—Equifax, Experian, and TransUnion. These credit bureaus create your credit reports using FICO® to come up with a score that typically ranges anywhere from 300 (very low) to 850 (very high). These scores are typically based on your payment history, how much debt you have, how much credit you have available, and the types of credit you have (e.g. installment loans, credit cards).

While most people are trying to make sure they have a high credit score to obtain a great deal on a mortgage, there is a better way.

What if you worked hard at lowering your credit score by paying off all your debt?

Now, your ultimate goal is to get your credit score down to zero... yes, ZERO! Zip. Nil. Nada ... *Absolutely no credit score whatsoever.*

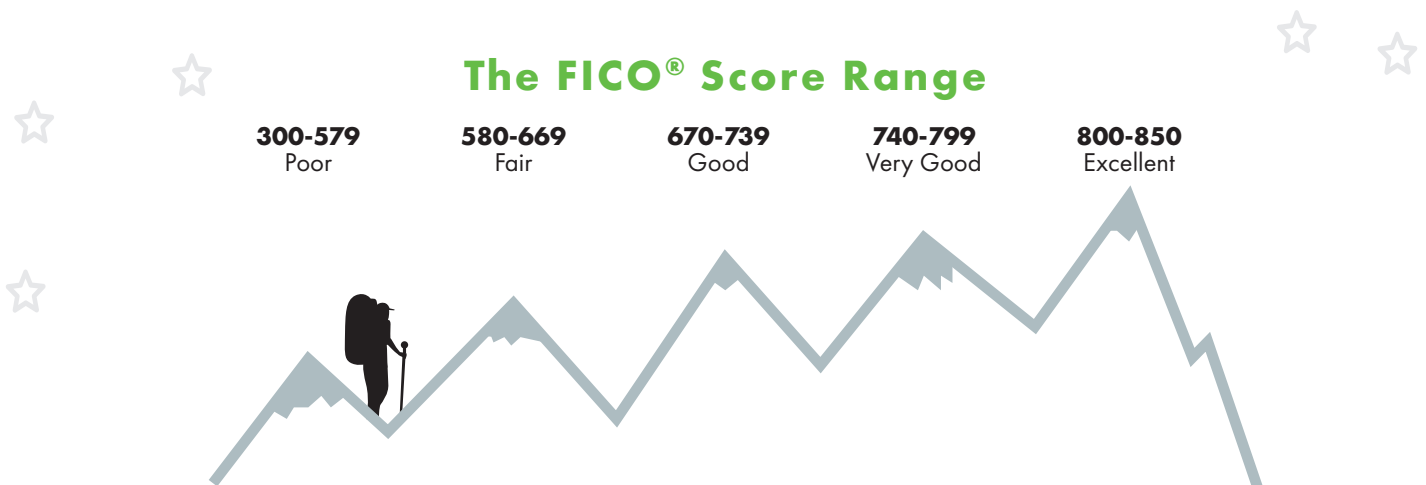
Once you have no credit score, it means you are credit invisible or "unscorable" to the three credit bureaus because you don't have a credit report or score on file due to being debt-free. Let your credit score disappear without any worries!



Low Credit is NOT the Same as No Credit

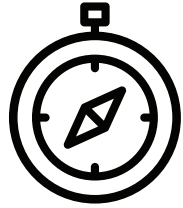
A low credit score differs from no credit score. Lower scores range from 300-580 on the FICO® scoring system. With a lower score, this typically means your credit score is less than ideal unless you are in the process of paying down all your debt.

There's a big difference between having a low credit score or no credit score due to choosing to pay off credit versus just having a low credit score in general. Unfortunately, there's no way to predict how long it takes to get your credit score down to zero after all your debt has been paid. Oftentimes, it can take from 6 months to a year.



QUICK TIP

It's important to stay on top of your credit score—whether it's zero or 850. It will help you keep track of any possible identity theft issues or just errors on your accounts. It's also a great way to keep track of your progress if your goal is to pay off your debt. And if you're already debt-free, it's a great way to double check it stays that way!



Why Credit Scores Matter

There's a simple reason as to why all lenders evaluate your credit history when you're trying to buy a house. In the eyes of most lenders the lower the credit score, the higher the risk (meaning lenders may perceive that it could be hard for you to pay back the loan). And when you have a zero-credit score, it looks like you could be high risk to a lender and red flags go up!

At Churchill, we know this isn't always the case and understand that it's a sign of NO DEBT. We can make sure your zero-credit score is not a roadblock to getting a mortgage.

DON'T FORGET!

While you're in the middle of any home loan process, it's important to remember that you shouldn't apply for any new credit, and all your payments continue to be paid on time since details about your credit history typically include late or missed payments.

HAPPY CAMPER

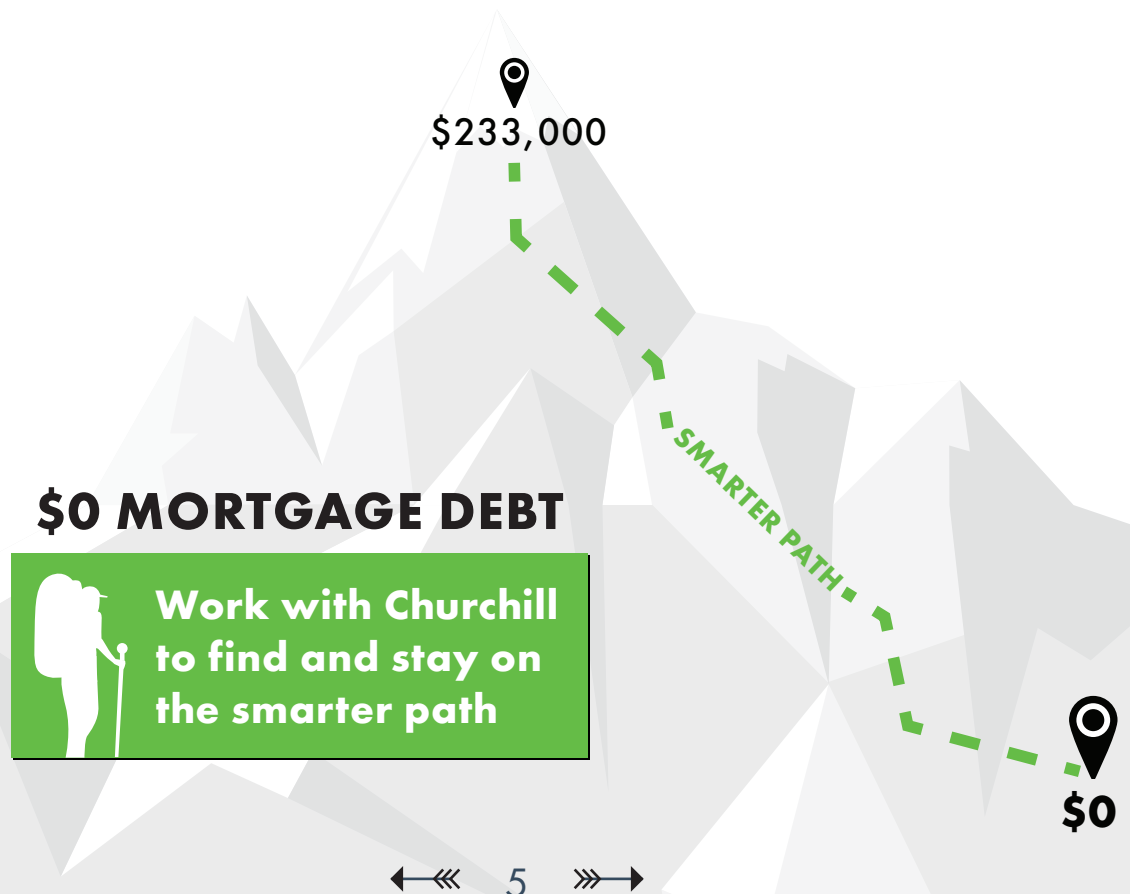
Since we don't have a FICO score, our Home Loan Specialist at Churchill was able to get our mortgage manually underwritten and we got a really good rate. We highly recommend the Churchill Mortgage team.

- Benjamin B., Florida

Don't Accept Bad Advice Take a Different Path

We hear stories all the time about how other mortgage companies have encouraged those with no credit scores to go out and build credit by opening credit cards so they can get a home loan. **Don't fall into this trap.** You've worked HARD to pay off your debt and lower your credit score to zero, now is the time to reap the rewards!

At Churchill, we believe "every customer deserves to know their path toward the real American dream of debt-free homeownership." **We have spent nearly three decades perfecting the no score loan service so you can have expert advice and peace of mind** throughout the entire home loan process. And after you've closed on your new home, we'll continue to work with you to make sure you're on the quickest path to paying off your home!





Why No Score Loans Are Hard for Other Lenders

Most lenders don't offer loans without a credit score, but Churchill Mortgage accommodates this type of loan on a regular basis with expertise. You've worked hard to pay off your debt, so we work hard to make sure you're not penalized for not having traditional credit. If you're a Dave Ramsey listener, you know that Dave hasn't had a credit score for a long time and he's doing just fine!



HAPPY CAMPER

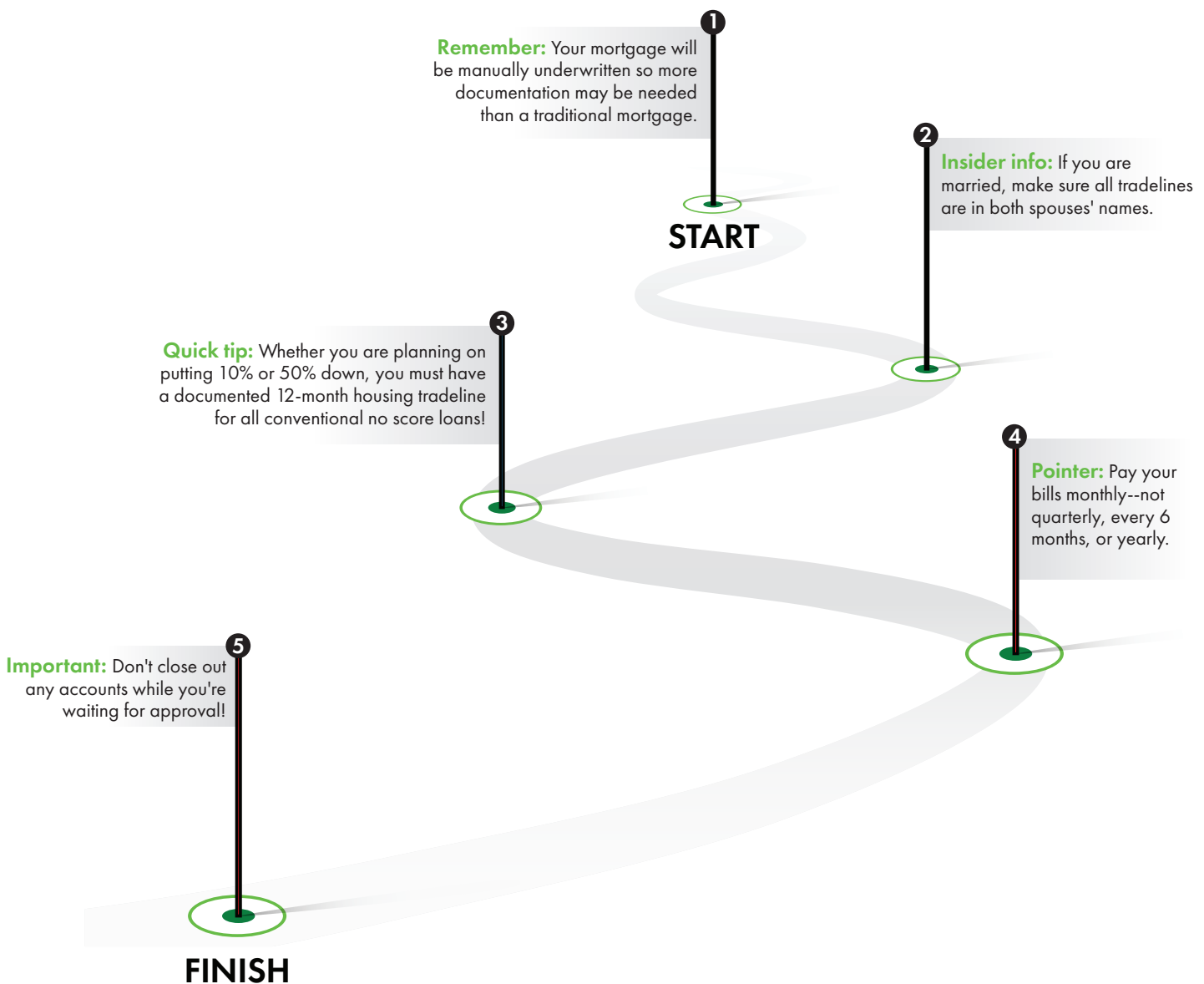
My Home Loan Specialist, Tammy, walked me through the whole experience since I was a zero-credit score customer. She knows her business and was a great help! You can get a mortgage with a zero-credit score!

-Ryan M., Florida

The Manual Underwriting Process

With a manually underwritten loan, more documentation may be required but the effort is well worth it. It can take additional time to review since it's a manual process.

Here is the general home loan process:





Applying for a No Score Loan

Choosing the right type of mortgage is one of the most important things you can do during your home buying process. Applying for a no credit score loan doesn't change that. **Churchill Mortgage provides no score loans for a variety of loan types** such as Conventional, USDA, VA, and even FHA to name a few, so talk to a Churchill Home Loan Specialist to determine what's best for you!

Here's a few ways to protect yourself while you're waiting for approval for your no score home loan:



DON'T SIGN ANY SALES CONTRACTS for a home purchase without protective contingencies to cover you in the contract.



DON'T PUT YOUR EARNEST MONEY AT RISK. Make the sale contingent upon being fully approved for your mortgage.



STAY AWAY FROM 100% COMMITMENTS until you know your loan has been cleared to close and there aren't any other conditions needed.





Get Certified and Secured

Rate Secured is just one of the benefits of becoming a Churchill Certified Home Buyer which is where we **pre-underwrite** your home loan before you even go under contract. So, if you're thinking about buying a home in the **next three months**, your best bet is to become a Churchill Certified Home Buyer and secure your interest rate today to help you save thousands. It's a no-brainer!

By becoming **certified** and **secured** while you plan your home search you'll be able to:

- Submit your offer with the ultimate confidence
- Win the bidding war in a multiple-offer situation
- Eliminate the worry of possible interest rate increases
- Close faster and move into your new home sooner

There are no extra costs for either program, so you have nothing to lose!

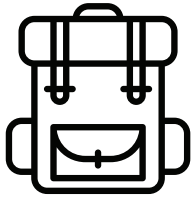


**CERTIFIED
HOME BUYER**
with **RATE SECURED**

HAPPY CAMPER

Your honesty and genuine concern for us in getting the best product and then making it better. When you lowered my interest rate by 3/8 point and locked it in, without any reason except that you could, I was amazed. I understand why Dave Ramsey recommends you. You made it as easy as possible. I have already recommended you to friends and will continue to. Thanks for everything.

-Thomas M. Virginia



Document Checklist



We all know that anyone applying for a mortgage must submit financial documents. **If you're applying for a no score loan, these rules still affect you.** Your documents and financial history will just look a little different—which is great problem to have because you are debt-free!

You'll need to provide at least 2-4 of the following, depending on your loan type*:

- **Housing payment** (i.e. rent)
- 12-month history of **deposits to checking or savings accounts** with an increasing balance
- **Utilities** (i.e. electricity, water, telephone services, gas, and internet service providers)
- **Medical insurance coverage** (excluding payroll deductions)
- **Automobile insurance payments**
- **Cell phone payments**
- **Life insurance policies** (excluding payroll deductions)
- Payments for **household or renter's insurance**
- **Payments to local stores** (i.e. appliance stores, furniture stores, and department stores)
- **Rental payments for durable goods**, such as automobiles
- **Payments of medical bills**
- **Payments of school tuition**
- **Payments for childcare**

For example, conventional loans requires a housing payment plus one additional form of documentation. Other loan types may require more than two forms of documentation.

While the underwriting process can take longer than with a traditional home loan, your Home Loan Specialist is always available to update you on the financial documents needed, to provide you with a more detailed timeline for the underwriting process, and to assist writing a contract close date.

*Every loan situation is unique. Requested financial documentation may vary from borrower to borrower.

QUICK TIP

Make the mortgage process a priority. The quicker you respond to your Home Loan Specialist and submit your requested documentation, the faster your home loan process will go! It's best to respond to requests within 24 hours.



Being Debt-Free Is a Big Deal and Should Be Celebrated

When you're completely debt-free, it impacts your credit score (in a good way, of course). **But it doesn't have to impact your ability to buy a home if you can't pay cash.** So, whether your credit score is zero or you're in the process of getting your score down to zero, Churchill Mortgage can walk you through the process of getting a no score home loan that can be paid off quickly. This allows you to return to a debt-free lifestyle as soon as possible.



HAPPY CAMPER

My wife and I started the mortgage process with \$0 debt and a 0-credit score. We weren't sure of the process, but the Churchill team provided us with the tools and resources we needed to complete the process in the allotted time with minimal issues. David, our Home Loan Specialist, was able to answer questions and provide needed guidance throughout the purchase. I wholeheartedly recommend Churchill for all they did to ensure we succeeded.

- Brian L. Oklahoma



CHURCHILL MORTGAGE®

NEED MORE INFORMATION?
Just reach out to your local Home Loan Specialist

888.562.6200

churchillmortgage.com



The Certified Home Buyer and Rate Secured programs are not available at all locations.

Source: <https://www.banknews.com/blog/cfpb-26-million-americans-credit-invisible/>

**The Churchill Certified Home Buyer program is available on conventional conforming loans only. It is not a commitment to lend funds and is not an approval but is a conditional approval subject to your acceptance of the terms and the conditions being fully satisfied prior to closing. All conditions are subject to final underwriting and final investor approval. The certification is subject to the financial status and credit report(s) of everyone on the application remaining substantially the same until closing, an acceptable contract of sale on a suitable property, collateral (the appraisal, title, survey, condition, and insurance) satisfies the requirements of the lender and loan selected is still available in the market. All closing conditions of the lender must be satisfied including the clear transfer of the title, acceptable and adequate title and hazard insurance, flood certification, and any inspections that are required by the real estate contract.

In the initial 90-day period, Rate Secured is available on 30-year conventional conforming loans and high-balance fixed-rate loans. It is not available on investment property home loans or no score (zero credit score) loans.

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