



Narration Transcript

This transcript follows the 41-slide narrated recording. Pause cues are included for self-paced practice. The master workshop includes live discussion time, so its 60-minute teaching plan is not the running time of this recording. Sources reflect their stated publication periods.

01. Homeownership Roadmap

Welcome to the Peak Shift Homeownership Roadmap. This workshop is for the people who keep restaurants and hospitality running, from hourly team members to managers and owners. You already know that a good shift takes preparation. Buying a home has a preparation process, too. We will work through that process, from your income and budget to the closing table. This recording provides general education, not a loan offer, tax advice, legal advice, or real estate representation. Peak Shift is serving as an educator and coach. A licensed lender and qualified local professionals need to review your individual situation. Keep your financial details private. Have something to write on, and pause whenever you want more time with an example. Let's begin with why this matters.

02. Our why

The people who feed, welcome, and care for others deserve understandable information about their own housing. That is our why. We want working people to have choices, build stability, and keep the American Dream within reach. Ownership may be part of your plan. Renting while you prepare can also be a strong decision. Your housing status does not measure your worth or how hard you work. Think about what a secure home would change in your life. Maybe it means a dependable place for your family, more control over your space, or a shorter drive after a late shift. Hold on to that reason. It will help you judge whether a purchase supports your life instead of simply adding a payment.



03. Hospitality today

Start with the industry we know. The Bureau of Labor Statistics reported about twelve point four million food service and drinking place jobs in September twenty twenty-six. The preliminary, seasonally adjusted count rose by ten thousand eight hundred jobs that month. A separate National Restaurant Association survey found that forty-six percent of operators reported lower customer traffic in August than a year earlier. That means forty-six percent of the businesses surveyed saw a decline. It does not mean customer traffic fell by forty-six percent. These are national snapshots, not a prediction of your next paycheck. Ask yourself: if next month brings fewer shifts, which bills will still be due? Rent or mortgage payments, insurance, and utilities usually continue. A housing plan needs room for the slower month as well as the busy one.

Sources: S01: BLS - September 2026 employment, Table B-1; S02: National Restaurant Association - August 2026 sales and customer traffic

04. The hospitality outlook

The outlook contains both opportunity and uncertainty. In July twenty twenty-six, the National Restaurant Association revised its forecast for real restaurant sales growth to zero point eight percent. Real growth means growth after inflation. Separately, the Bureau of Labor Statistics projects five percent growth in food and beverage serving roles from twenty twenty-five through twenty thirty-five. Its roughly one point zero eight million annual openings include replacements for people who leave those occupations. They are not all newly created jobs, and this group does not include every cook, manager, or hotel worker. A forecast helps explain the broader environment. It cannot guarantee your hours or earnings. For your own plan, identify dependable income, keep records of variable pay, and build a cushion for slower periods.

Sources: S03: National Restaurant Association - Revised restaurant outlook; S04: BLS - Food and beverage serving outlook



05. Your housing goal

Before choosing a house, name what you need your housing to do. What would homeownership look like for you? A shorter commute? More space? A stable place for children? Write one goal and one concern. Then ask what would have to be true for that goal to feel manageable. If you feel pressure to buy immediately, name the reason for the deadline. You may need a safer or more stable housing arrangement now while preparing for ownership later. Take a moment to write. Pause the recording if you need more time.

[Recorded pause: 12 seconds. Pause playback for more time.]

Keep your answer nearby. The right next step should fit your needs, finances, and timing. We will use that goal to compare renting and buying without treating either choice as a judgment about you.

06. Renting and buying

Renting usually offers more flexibility to move and less responsibility for major repairs. Rent can increase, lease rules can limit what you change, and rent payments do not build ownership equity. Buying can provide more control, and paying down the loan can build equity. Equity means the home's value minus what you owe. But prices can fall, and selling costs reduce the money you receive. The interest part of a mortgage payment does not build equity. Buying also requires cash upfront and responsibility for repairs, taxes, and insurance. Think about the next few years. Are you likely to move for work? Can you handle an unexpected repair without missing bills? Compare local costs and your own plans. Renting is not wasted money, and owning is not automatically the better financial choice.

Sources: S06: CFPB - Mortgage preparation



07. The national housing picture

This slide uses the national existing-home sales report for August twenty twenty-six. It showed one point six two million homes in inventory, equal to four point nine months of supply. Months of supply estimates how long available inventory would last at the current selling pace. The national median sale price was four hundred twenty-nine thousand one hundred dollars. That median is context, not a suggested budget. Growing supply supports an interpretation of a market moving toward balance, with more negotiating room for some buyers. It does not make every neighborhood a buyer's market. Ask a local licensed professional about days on market, price reductions, and competing offers in your price range. A starter-home market can remain competitive even when the wider market slows. Your readiness and local evidence matter more than a national label.

Sources: S05: NAR - August 2026 existing-home sales

08. The homebuying sequence

Here is the sequence. First, set a housing budget. Next, organize income records and review credit. Compare financing and find out what a lender can approve. Then search for a suitable home and make an offer with professional help. Inspection, appraisal, and the lender's final review follow. Closing completes the purchase according to the contract and local requirements. Some steps overlap. You might compare lenders while gathering your records. This is a learning sequence, not a promise that a transaction takes a fixed number of days. The live workshop includes discussion time. In this recording, pause for the exercises and use the final readiness check to identify questions for your own professionals. Wherever you are starting, preparation counts as progress. Our first number is the payment your household can live with.

Sources: S06: CFPB - Mortgage preparation; S15: CFPB - Loan Estimate explainer; S32: CFPB - Closing and final walk-through



09. Step 1: A sustainable housing budget

Use take-home money for your household budget. That is the money available after taxes and payroll deductions. In this fictional slower-month example, reliable take-home income is thirty-eight hundred dollars. Subtract two thousand for living costs and debt payments. Set aside three hundred for savings and a repair cushion. Fifteen hundred remains for total housing costs. When replacing rent with ownership costs, avoid subtracting the old rent and the new payment at the same time unless you actually expect an overlap. What expenses might a lender's debt calculation leave out? Groceries, childcare, gas, and phone service still affect your life even when they are not loan payments. A lender's maximum approval can be higher than your comfortable budget. Ask whether the full payment works with fewer shifts and an unexpected expense. The fifteen-hundred-dollar result is an example, not a universal spending rule.

Sources: [S07: CFPB - Money and credit readiness](#); [S08: CFPB - Total monthly housing payment](#)

10. The full monthly housing cost

A mortgage quote may show only part of what you will spend. Principal repays the borrowed balance. Interest is the cost of borrowing. Add property taxes, homeowners insurance, and any needed flood coverage. Add mortgage insurance, association or condo dues when applicable, utilities, maintenance, and savings for repairs. Mortgage insurance protects the lender against certain losses. Homeowners insurance covers specified property risks. They are different products. Your loan servicer may collect money for taxes and insurance in an escrow account and pay those bills for you. Some costs remain separate. Even with a fixed interest rate, taxes, insurance, dues, and utilities can rise. Ask the lender for the full payment and ask which expenses it excludes. An affordable loan payment alone does not establish an affordable home.

Sources: [S08: CFPB - Total monthly housing payment](#); [S15: CFPB - Loan Estimate explainer](#)



11. Step 2: Credit readiness

Start credit preparation with your reports. Use Annual Credit Report dot com to obtain them. Review account information and payment history, and dispute information that is inaccurate. Build habits you can sustain, such as paying on time and reducing credit card balances. A credit report contains the underlying account information. A credit score summarizes risk using a particular model. The score in an app may differ from the score a mortgage lender uses. Ask the lender which requirements apply to your loan. Meeting a minimum score does not guarantee approval because income, debts, money available, and the property also matter. Before opening a new account or paying an old collection during a mortgage application, ask how it affects your file. Choose one credit task you can complete this week. You do not need to announce your score to anyone in a class.

Sources: S07: CFPB - Money and credit readiness

12. Step 3: Income a lender can verify

A lender needs income it can document and accept under the loan program's rules. A salaried manager, a server with tips, and a restaurant owner may need different records. With tips, overtime, bonuses, or changing hours, the lender examines earnings history, averages, and recent changes. A busy weekend by itself does not establish your monthly qualifying income. For owners, restaurant sales are not automatically personal income available for a mortgage. Business expenses and permitted lending adjustments matter. Fannie Mae's variable-income guidance recommends a two-year history, but at least twelve months may be acceptable with supporting factors. That is not a universal rule requiring two years at the same employer. Other programs and lenders can differ. Gather paystubs, employer pay summaries, filed tax returns when requested, and employment information. Discuss a job change early so the lender can evaluate it.

Sources: S09: Fannie Mae - General income information; S10: Fannie Mae - Bonus, overtime and tip income



13. The tipped-income paper trail

For tipped colleagues, a consistent paper trail matters. Track cash tips, charged tips, tip-outs, and the date. Follow employer and federal reporting requirements. Keep paystubs, annual wage statements, filed returns, and your tip records together. Imagine someone trying to understand your earnings across a full year rather than one busy Saturday. The records should tell a consistent, accurate story. A bank deposit alone may not prove qualifying tip income, and a large unexplained deposit can create more questions. Some lending rules allow particular tax documents for tips the employer did not report. Let a qualified tax professional help correct missing reporting rather than inventing or relabeling income. Where will you keep the records from your next shift? A simple daily log and a secure payroll folder are useful starting points. Share financial documents through the lender's secure method, not a public class chat.

Sources: [S10: Fannie Mae - Bonus, overtime and tip income](#); [S11: IRS - Tip recordkeeping and reporting](#)

14. What "no tax on tips" changes

The phrase no tax on tips describes a federal deduction with eligibility rules. Under the law discussed here, qualified tips may support a deduction of up to twenty-five thousand dollars per return for tax years twenty-two through twenty-eight. Eligible tips remain reported income. Payroll taxes still apply, and state treatment varies. The deduction reduces taxable income when allowed. It does not itself reduce adjusted gross income, or A G I. The twenty-two tax form shows A G I first, then the additional deduction, then taxable income. The deduction becomes smaller above specified income levels, beginning at one hundred fifty thousand dollars of modified A G I, or three hundred thousand for joint filers. Married claimants must file jointly. Voluntary customer tips and mandatory service charges have different treatment. A deduction is not a dollar-for-dollar refund. Have a qualified tax professional check eligibility and the actual benefit.

Sources: [S11: IRS - Tip recordkeeping and reporting](#); [S12: IRS - Qualified tips deduction](#); [S13: IRS - Form 1040 and AGI](#); [S36: IRS - Final qualified-tip regulations](#)



15. Tip deduction and mortgage income

Now separate the tax calculation from the mortgage calculation. Suppose an eligible ten-thousand-dollar deduction removes income that would otherwise be taxed at twelve percent. Ten thousand times twelve percent is twelve hundred dollars of federal income tax savings in this simplified example. Actual results can differ because of tax brackets, credits, limits, and other facts. A refund is not guaranteed. For the loan application, the lender still examines your documented earnings and applies its program rules. The deduction does not erase the earnings records or automatically let the lender count extra income. Some programs have special treatment for certain tax-free income. Do not assume the tip deduction qualifies for that treatment. If verified tax savings become available, consider whether they could help build emergency savings, reduce debt, or cover purchase costs. Confirm the tax benefit and the lending treatment separately.

Sources: S12: IRS - Qualified tips deduction; S13: IRS - Form 1040 and AGI; S09: Fannie Mae - General income information; S10: Fannie Mae - Bonus, overtime and tip income

16. Debt-to-income ratio

Debt-to-income ratio compares monthly debt payments with monthly income the lender accepts before taxes. It is often shortened to D T I. In this separate example, the housing payment counted by the lender is eighteen hundred dollars. Car, student loan, and credit card minimum payments add five hundred. That makes twenty-three hundred dollars of monthly debt. Divide twenty-three hundred by five thousand dollars of accepted gross income. The result is forty-six percent. Gross means before taxes and payroll deductions. If the housing payment rises by two hundred dollars, total debt becomes twenty-five hundred and the ratio becomes fifty percent. These percentages are practice results, not approval thresholds. Lender limits and definitions vary. Groceries, childcare, and gas often do not appear in this ratio, so return to your household budget as well. Both calculations matter, but they answer different questions.

Sources: S14: CFPB - Debt-to-income ratio



17. Step 4: Cash needed for the purchase

Meet Alex, our fictional restaurant shift leader. Alex is considering a two-hundred-fifty-thousand-dollar home and qualifies for the illustrated three-percent-down loan. Three percent is seventy-five hundred dollars. Subtract that down payment from the price, and the loan is two hundred forty-two thousand five hundred dollars. This example adds eight thousand dollars for fees and money set aside for certain bills. The two-thousand-dollar purchase deposit already paid is then credited, leaving thirteen thousand five hundred dollars still due at closing. The total purchase cash in this simplified example is fifteen thousand five hundred dollars, counting that earlier deposit. The deposit is often called earnest money. The eight thousand is a teaching assumption, not a national average. Moving, separate inspection charges, and emergency savings need their own budget. Seller credits or assistance can change the calculation, but only under the applicable rules.

Sources: [S15: CFPB - Loan Estimate explainer](#)

18. Conventional and FHA financing

Conventional and F H A loans are two common financing paths. Some conventional programs allow three percent down for eligible borrowers. Private mortgage insurance is usually required below twenty percent down, and cancellation has specific rules. F H A insures loans made by approved lenders. Eligible borrowers may qualify with three and a half percent down, and the program may work for some lower credit scores. Its tradeoffs include upfront and ongoing mortgage insurance, loan limits, and property requirements. A lower interest rate can still come with a higher overall cost. Ask for comparable written estimates and examine monthly insurance, any upfront fee added to the loan, and the cash required. Insurance duration and cancellation depend on the program and loan terms. There is no universal cheapest option. The useful question is which available loan fits your actual budget and plans.

Sources: [S16: Fannie Mae - HomeReady mortgage](#); [S17: CFPB - FHA loans](#); [S34: HUD - FHA financing and down payment](#)



19. VA and USDA financing

Eligible veterans and certain rural households may have additional choices. A V A purchase loan can offer no down payment when its requirements are met and no monthly mortgage insurance. Service eligibility, lender approval, available entitlement, and the property's value still matter. A funding fee may apply, although some borrowers are exempt. The U S D A Guaranteed program can offer zero down for qualifying households buying in eligible areas. It has household-income and location requirements, along with program fees. This is different from the separate U S D A Direct program. Start by confirming service eligibility for V A, or the property's location and household income for U S D A. Then ask about cash still needed at closing. No down payment does not mean no costs, and a fee added to the loan increases the amount you repay.

Sources: S18: VA - VA purchase loan; S19: USDA - USDA Guaranteed loan

20. Down payment assistance

Down payment assistance depends on where you buy, your household, the program, and available funding. Start with your state housing agency, local programs, or a housing counselor approved by the Department of Housing and Urban Development. Ask for the written terms. A grant may not need repayment if you meet its rules. A forgivable loan may be canceled after you meet conditions, such as living in the home for a required period. A deferred loan is repaid later. A second mortgage is another loan on the home and may add a payment. Ask what happens when you sell, move out, or refinance. Check income limits, required classes, participating lenders, and any interest or fees. Assistance can help with purchase cash, but the combined payment and future obligations still need to fit. Do not assume every program is free money or currently funded.

Sources: S20: CFPB - Loan and assistance programs; S33: HUD - Housing counseling



21. Loan length and rate type

The loan program is one choice. The repayment length and rate type are separate choices. A thirty-year loan generally spreads repayment out, lowering the required monthly payment but increasing interest over time compared with a shorter repayment period. A fifteen-year loan generally pays off faster but requires a higher payment. A fixed rate keeps the regular principal-and-interest payment steady. Taxes and insurance can still change. An adjustable-rate mortgage can change its rate after an initial period. Ask when adjustments begin, how the rate is calculated, and how high the payment could go. The index is a market rate the loan follows. The margin is the amount added to it. Contract limits, called caps, restrict certain changes but do not guarantee a low payment. Ask about early-payoff fees or a large final payment. Do not depend on a future refinance to make an unaffordable later payment manageable.

Sources: [S21: CFPB - Loan terms and rate types](#); [S37: CFPB - Adjustable-rate loan details](#)

22. How rates affect the payment

This comparison holds the loan at two hundred fifty thousand dollars for thirty years. It is separate from Alex's later exercise. A higher interest rate raises the payment on the same amount borrowed. With a fixed payment budget, it generally supports a smaller loan. The six-percent and eight-percent examples are hypothetical. The middle benchmark uses Freddie Mac's national weekly average of seven point four percent for a thirty-year fixed mortgage on October eighth, twenty twenty-six. The fifteen-year average that week was six point seven three percent. Those averages are not personal offers. The table shows only principal and interest, with total interest assuming all three hundred sixty scheduled payments. Taxes, insurance, dues, maintenance, and fees are excluded. Your own rate depends on the loan and your qualifications. Compare current written quotes rather than planning around a headline or assuming rates will fall.

Sources: [S22: Freddie Mac - Weekly mortgage rates: PMMS](#)



23. Paying more now or more later

A quoted rate comes with upfront pricing choices. Discount points mean paying more upfront in exchange for a lower rate. One point is one percent of the loan amount, but one point does not buy a fixed, universal rate reduction. Lender credits can reduce upfront cash while increasing the rate. A temporary buydown lowers early payments for a limited period. Review the full payment after that relief ends. A simple cash-recovery check divides the extra upfront cost by the monthly saving. That estimates how many months of savings are needed to recover the cash. Selling or refinancing early may interrupt those savings. Refinancing means replacing the loan, which requires approval and can involve new costs. It can also restart the repayment period. Ask whether the payment works without depending on a future refinance or an extra shift that may not be available.

Sources: [S23: CFPB - Points and lender credits](#); [S21: CFPB - Loan terms and rate types](#)

24. Prequalification and preapproval

Prequalification often begins as an estimate based on information you provide. Preapproval often involves a deeper review of credit, income, debts, and available money. The important word is often. Lenders use these labels differently, so the heading of the letter does not tell you exactly what was checked. Ask: Did you verify my tip income and other earnings? Did you review my documents and debts? Has an underwriter reviewed the file? What conditions remain? An underwriter evaluates whether the application meets lending standards. These letters do not guarantee that you will close. The property, appraisal, insurance, final employment check, and unchanged finances may still need review. Ask when the letter expires and whether a credit inquiry is involved. Also ask whether the rate is locked. Preapproval does not automatically protect an interest rate. Compare what the lender actually verified, not just the name of its letter.

Sources: [S24: CFPB - Prequalification and preapproval](#)



25. Step 5: Reading a Loan Estimate

The Loan Estimate is a three-page form that helps you compare offers. Page one shows key terms, projected payments, and estimated cash due at closing. Page two breaks down costs and credits. Page three includes annual percentage rate, or A P R, which expresses a yearly borrowing cost including certain loan fees. A P R is not your interest rate, does not include every housing expense, and does not show an adjustable loan's highest possible future rate. Compare the same loan type, amount, and quote date where possible. Check whether the rate is locked, when protection ends, and what an extension costs. For most covered mortgages, six basic application items trigger a Loan Estimate within three business days. A preapproval without a property address may not trigger it. A written estimate helps you compare the monthly obligation and the cash you need, not just an advertised rate.

Sources: [S15: CFPB - Loan Estimate explainer](#); [S25: CFPB - Interest rate versus APR](#); [S35: CFPB - Loan Estimate application trigger](#)

26. Practice 1: Two loan offers

Let's compare Alex's two fictional fixed-rate offers. Both borrow two hundred forty-two thousand five hundred dollars for thirty years. Offer A has a seven point four percent rate. Offer B has a six point nine percent rate. Read the total payment to the lender and the cash due at closing. Which offer costs less each month? How much more cash does it need upfront? These are simplified practice figures, not available loan offers. Take a brief pause to subtract the numbers. Pause the recording for more time.

[Recorded pause: 8 seconds. Pause playback for more time.]

Offer B costs twenty-one hundred seventeen dollars a month, compared with twenty-one hundred ninety-nine for Offer A. The difference is eighty-two dollars each month. But B requires sixteen thousand five hundred dollars at closing instead of thirteen thousand five hundred. That is three thousand dollars more upfront. Both monthly totals include the same five hundred twenty dollars for taxes and insurance, including mortgage insurance. Utilities, upkeep, and any separate dues still need a budget. The lower payment and the extra upfront cash both matter.

Sources: [S15: CFPB - Loan Estimate explainer](#); [S23: CFPB - Points and lender credits](#)



27. Practice 2: Cash left after closing

Alex has twenty thousand dollars available after the earlier deposit and wants to keep a five-thousand-dollar cushion. Which offer preserves that cushion? Subtract the cash due at closing from twenty thousand. Then ask whether twenty-four months of eighty-two-dollar savings would repay Offer B's extra three-thousand-dollar cost. Use the rounded figures on the slide. Pause here if you want more calculation time.

[Recorded pause: 10 seconds. Pause playback for more time.]

Offer A leaves sixty-five hundred dollars. Offer B leaves thirty-five hundred. Only A meets Alex's stated five-thousand-dollar target with these funds, before any separate moving or other costs. Twenty-four times eighty-two is nineteen hundred sixty-eight dollars. That is less than three thousand, so the extra cash is not recovered in twenty-four months. Three thousand divided by eighty-two is about thirty-six point six, or thirty-seven monthly savings payments. This is a simplified cash-recovery check, not a complete interest or equity comparison. The cushion is Alex's chosen practice target, not a universal rule. A lower payment does not solve an immediate cash shortage.

Sources: S15: CFPB - Loan Estimate explainer; S23: CFPB - Points and lender credits; S08: CFPB - Total monthly housing payment

28. The preapproval document packet

Your lender supplies the exact application checklist and secure way to send it. Common items include identification, address and employment history, recent paystubs, annual employer wage statements, and tax returns when required. A W two summarizes annual employer pay and taxes. Bank statements help verify money available for the purchase. Include every page the lender requests and keep records of transfers. Tipped workers and owners may need additional documentation. Gifts, assistance programs, or V A eligibility can also require specific records. Money borrowed from a friend is still debt, even if the arrangement is informal. Ask before moving large amounts, borrowing funds, or changing employment during the application. Which document can you gather this week? A clearly labeled secure folder can reduce the stress of repeat requests. There is no single document list that fits every borrower.

Sources: S26: CFPB - Loan application packet; S10: Fannie Mae - Bonus, overtime and tip income



29. Step 6: A home that fits the plan

The home has to fit your daily life and your financing. Think about your commute after a late shift, reliable transportation, needed space, and access that works with your schedule. Then check the full cost. A lower-priced house can cost more each month if taxes, insurance, or dues are higher. Obtain insurance quotes and understand relevant flood, wildfire, wind, or other risks before committing. Check property condition and loan-program requirements. Condos and manufactured homes can have additional financing considerations. Work with appropriately licensed local professionals and understand who represents whom. Peak Shift provides education, not buyer representation. Name one must-have and one preference you could trade. Use that distinction to keep the search grounded in your household plan. An attractive listing photo cannot tell you whether the property, the insurance, and the payment will all work.

Sources: [S27: CFPB - Home search and representation](#)

30. Step 7: The offer and agreements

Before signing a representation agreement, understand whom the agent represents, the agreement's length, and what you could owe. Compensation is negotiable. Do not assume there is a standard commission or that the seller will pay every buyer cost. The offer addresses price, deposit, credits, included items, and the closing date. It may also include conditions for financing, inspection, or appraisal. These conditions are often called contingencies. Their protection depends on the actual wording and timely action. Earnest money is not automatically refundable whenever a buyer changes their mind. Ask: What happens if the financing falls through? What if the appraisal is low? When must I send an inspection notice? Have the local licensed professional or attorney explain your agreement and deadlines. A national class cannot interpret every state's contract rules or promise a particular right to cancel.

Sources: [S27: CFPB - Home search and representation](#)



31. Inspection and appraisal

Inspection and appraisal answer different questions. An inspection helps you understand accessible parts of the home's condition, such as the roof, plumbing, and heating system. It can suggest repairs or further specialist checks, but it cannot uncover every hidden defect. An appraisal gives the lender an opinion of value and may address loan-program property requirements. It does not replace an inspection or guarantee a problem-free home. Suppose the roof needs replacement. Ask the inspector and a qualified contractor about the condition and cost. Ask your agent or attorney about contract options and deadlines, and the lender about financing effects. If appraised value is low, possible paths may include negotiation, permitted review, additional acceptable cash, or a contract remedy when available. Which options you actually have depends on the facts and agreement. Do not assume a low appraisal automatically gives you a right to cancel.

Sources: [S28: CFPB - Home inspection](#)

32. Step 8: The final lender review

During the final lender review, respond with complete documents by the requested dates. An underwriter checks whether the financial file and property meet the lender and program standards. Conditional approval means something remains to be satisfied. A request for an updated paystub or a deposit explanation is not automatically a denial. Keep paying bills on time and keep proof of where money came from. Suppose you are offered a new car loan just before closing. Speak with the mortgage lender before accepting it. New debt can change the file that was approved. Job changes and major transfers also deserve a conversation. Keep a simple list of each request, its deadline, and confirmation that the lender received it. Check insurance, remaining conditions, and the rate-lock expiration. Being close to the finish does not mean all further changes are harmless.

Sources: [S29: CFPB - Underwriting document requests](#)



33. Step 9: The closing review

The Closing Disclosure shows final loan terms and settlement costs. For most covered mortgages, you must receive it at least three business days before closing. Compare it with the latest Loan Estimate. Review the loan amount, rate, payment, cash due, credits, and costs. Ask for explanations of meaningful changes. Some estimates can legally change, and some significant loan changes can require a new waiting period. Your lender and closing professional need to explain what applies. Protect the money as carefully as the paperwork. A last-minute email giving you a new bank account is a warning sign. Stop and call the closing company using a trusted number you independently verified, not the number inside that message. Resolve questions before signing or sending money. We will now practice spotting changes and asking why the numbers changed.

Sources: S30: CFPB - Closing Disclosure; S31: CFPB - Closing scams and wire safety

34. Practice 3: The final numbers

Compare Alex's simplified Loan Estimate and Closing Disclosure. The loan amount stays at two hundred forty-two thousand five hundred dollars. The interest rate stays at seven point four percent. What changes in the monthly payment and cash due? What would you ask before signing? The reason for the changes is deliberately missing. Take a moment to find both differences.

[Recorded pause: 8 seconds. Pause playback for more time.]

The monthly lender payment rises from twenty-one hundred ninety-nine to twenty-two hundred forty-nine dollars. That is fifty dollars more per month. Cash due rises from thirteen thousand five hundred to fourteen thousand four hundred, an increase of nine hundred dollars. Ask the lender to identify and explain the changed charges and payment components. A fixed interest rate does not freeze taxes or insurance. Do not guess that these particular changes are permitted or prohibited. Put the revised figures back into your household budget and cash plan. The final disclosure's cost details and cash-to-close comparison help you investigate. Get the explanation before proceeding.

Sources: S15: CFPB - Loan Estimate explainer; S30: CFPB - Closing Disclosure



35. Step 10: Closing and the first month

Before closing, complete the final walk-through and check agreed condition, repairs, and included items. At signing, understand the legal commitments. The promissory note is your promise to repay. A mortgage or deed of trust gives the lender specified rights in the property. Failure to pay can ultimately lead to foreclosure. Ask the closing professional when money will transfer, required records will be filed, and you may take possession. Signing alone does not always mean immediate keys. For the first month, confirm the first payment date, utility arrangements, insurance records, and a reserve for repairs. The servicer is the company that collects the mortgage payments. Independently verify unexpected changes to payment instructions. Keep closing documents securely. If hardship threatens a payment later, contact the servicer early. Homeownership continues after moving day, so the budget and recordkeeping habits still matter.

Sources: [S32: CFPB - Closing and final walk-through](#); [S08: CFPB - Total monthly housing payment](#)

36. Your next 30, 60 and 90 days

Turn the process into a next action. In the next thirty days, a useful result might be a clear housing goal, a budget, and organized income records. In sixty days, it might be a credit plan, a savings habit, and a lender or housing-counselor review. By ninety days, it might be written loan comparisons or a specific plan for what still needs work. These are planning milestones, not promises of approval or a ninety-day closing. Your timeline can be shorter or longer. Write one action and a completion date. Make it concrete, such as gathering your last three paystubs, rather than simply saying improve my finances. Pause if you need time.

[Recorded pause: 10 seconds. Pause playback for more time.]

Now name the support that would help you finish that action. A housing counselor can help with readiness and local options. A lender can explain qualification gaps. You remain in control of when to move forward.

Sources: [S06: CFPB - Mortgage preparation](#); [S33: HUD - Housing counseling](#)



37. Readiness check and questions

Let's check what you can now explain. How does prequalification differ from preapproval? Why might the total payment rise on a fixed-rate mortgage? Does the qualified-tip deduction itself reduce adjusted gross income? Can a zero-down loan still require cash at closing? Say your answers in your own words or write them down. Pause the recording if you want more time.

[Recorded pause: 8 seconds. Pause playback for more time.]

Prequalification is often an earlier estimate and preapproval often involves more verification, but you need to ask what the lender actually checked. Taxes and insurance can change even with a fixed rate. The qualified-tip deduction itself does not reduce adjusted gross income. And closing costs can remain with a zero-down loan. For your next step, keep one dated action and one question for the right professional. The following pages provide sources for further reading. Market snapshots and rates are dated and should be checked again when you are ready. You do not have to solve everything today. You do need a clear next step that fits your life.

Sources: [S33: HUD - Housing counseling](#); [S06: CFPB - Mortgage preparation](#)

38. Sources and further reading 1

This first reference page links the industry and housing-market evidence, budgeting resources, and income guidance. In PowerPoint, the linked titles open the sources. Full web addresses are also in the notes and the companion transcript. Pause to read any source you want to explore.



39. Sources and further reading 2

This page continues the references for tip reporting, the federal deduction, debt calculations, and financing choices. Tax and lending rules require individual review. Use these sources to prepare better questions for your lender or tax professional. The practice dollar amounts remain fictional teaching examples.

40. Sources and further reading 3

These references support loan terms, rates, offer comparisons, preapproval, documents, and the home search. A live rate page can change after the recording date. Request a current written quote for your own transaction. In the video, pause here or use the transcript links for further reading.



41. Sources and further reading 4

The final references cover closing, wire-fraud protection, housing counseling, and additional program guidance. Keep the source directory with your notes so you can revisit a topic when you need it. Thank you for learning with Peak Shift. Take the next action you wrote down, and build from there.



Source Directory

These links match the maintained PowerPoint. Illustrations and exercise amounts are fictional. Review current lender terms and local requirements before acting.

S01. BLS: September 2026 employment, Table B-1

[Open original source](#) Released October 2, 2026. Seasonally adjusted payroll counts. September is preliminary.

https://www.bls.gov/news.release/archives/empsit_10022026.htm

S02. National Restaurant Association: August 2026 sales and customer traffic

[Open original source](#) September 30, 2026 operator survey. Shares of operators, not sales growth rates.

<https://restaurant.org/research-and-media/research/restaurant-economic-insights/economic-indicators/same-store-sales-and-customer-traffic/>

S03. National Restaurant Association: Revised restaurant outlook

[Open original source](#) July 22, 2026 forecast. Forecasts may change.

<https://www.restaurant.org/research-and-media/research/restaurant-economic-insights/analysis-commentary/restaurants-remain-resilient-despite-challenging-business-conditions/>

S04. BLS: Food and beverage serving outlook

[Open original source](#) 2025-2035 projections. Annual openings include replacement needs. This occupation group excludes many other hospitality jobs.

<https://www.bls.gov/ooh/food-preparation-and-serving/food-and-beverage-serving-and-related-workers.htm>

S05. NAR: August 2026 existing-home sales

[Open original source](#) September 10, 2026 release. Existing homes nationally, not all housing or a local price forecast.

<https://www.nar.realtor/newsroom/nar-existing-home-sales-report-shows-2-0-decrease-in-august>

S06. CFPB: Mortgage preparation

[Open original source](#) Household readiness and the preparation sequence.

<https://www.consumerfinance.gov/owning-a-home/prepare/>

S07. CFPB: Money and credit readiness

[Open original source](#) Spending, credit review and readiness.

<https://www.consumerfinance.gov/owning-a-home/prepare/get-your-money-situation-in-order/>

S08. CFPB: Total monthly housing payment

[Open original source](#) Housing cost categories and the budget. Illustrative dollar amounts in this deck are original teaching assumptions.

<https://www.consumerfinance.gov/owning-a-home/prepare/figure-out-how-much-you-want-to-spend/>



S09. Fannie Mae: General income information

Open original source October 7, 2026 guide. Stable income, history and expected continuance. Other programs and lender requirements can differ.

<https://selling-guide.fanniemae.com/sel/b3-3.1-01/general-income-information>

S10. Fannie Mae: Bonus, overtime and tip income

Open original source March 4, 2026 policy. Documentation, income history and trend analysis.

<https://selling-guide.fanniemae.com/sel/b3-3.3-02/bonus-commission-overtime-and-tip-income>

S11. IRS: Tip recordkeeping and reporting

Open original source Tips remain reportable. Payroll taxes and mandatory service-charge treatment.

<https://www.irs.gov/businesses/small-businesses-self-employed/tip-recordkeeping-and-reporting>

S12. IRS: Qualified tips deduction

Open original source Current law summary. Deduction for tax years 2025-2028, eligibility and phaseout.

<https://www.irs.gov/newsroom/working-families-tax-cuts-individuals-and-workers>

S13. IRS: Form 1040 and AGI

Open original source 2025 Form 1040, lines 11b, 13b and 15. The filed-form example explains the order of the calculation.

<https://www.irs.gov/pub/irs-pdf/f1040.pdf>

S14. CFPB: Debt-to-income ratio

Open original source DTI definition. Limits differ by lender and product.

<https://www.consumerfinance.gov/ask-cfpb/what-is-a-debt-to-income-ratio-en-1791/>

S15. CFPB: Loan Estimate explainer

Open original source Form locations and cost categories. The Alex exercises use original fictional figures, rounded to whole dollars, and are not lender quotes or complete disclosure forms.

<https://www.consumerfinance.gov/owning-a-home/loan-estimate/>

S16. Fannie Mae: HomeReady mortgage

Open original source Selected eligible conventional loans allow 3% down. HomeReady has program eligibility requirements.

<https://yourhome.fanniemae.com/buy/homeready>

S17. CFPB: FHA loans

Open original source FHA tradeoffs, mortgage insurance and county loan limits.

<https://www.consumerfinance.gov/owning-a-home/fha-loans/>



S18. VA: VA purchase loan

Open original source Eligible borrowers, entitlement, appraisal, no monthly mortgage insurance and possible funding fee.

<https://www.va.gov/housing-assistance/home-loans/loan-types/purchase-loan/>

S19. USDA: USDA Guaranteed loan

Open original source Rural property and household-income eligibility, financing and program requirements.

<https://www.rd.usda.gov/programs-services/single-family-housing-programs/single-family-housing-guaranteed-loan-program>

S20. CFPB: Loan and assistance programs

Open original source State and local program availability and terms vary.

<https://www.consumerfinance.gov/owning-a-home/special-loan-programs/>

S21. CFPB: Loan terms and rate types

Open original source Fixed and adjustable rates, loan terms and risky features.

<https://www.consumerfinance.gov/owning-a-home/explore/understand-the-different-kinds-of-loans-available/>

S22. Freddie Mac: Weekly mortgage rates: PMMS

Open original source Week of October 8, 2026: 30-year fixed 7.40%, 15-year fixed 6.73%. A national benchmark, not a personal quote. The live page updates weekly.

<https://www.freddiemac.com/pmms>

S23. CFPB: Points and lender credits

Open original source Upfront costs versus rate tradeoff. Points do not buy a fixed universal rate reduction.

<https://www.consumerfinance.gov/ask-cfpb/how-should-i-use-lender-credits-and-points-also-called-discount-points-en-136/>

S24. CFPB: Prequalification and preapproval

Open original source Lenders use these labels differently. Neither label guarantees a loan.

<https://www.consumerfinance.gov/ask-cfpb/whats-the-difference-between-a-prequalification-letter-and-a-preapproval-letter-en-127/>

S25. CFPB: Interest rate versus APR

Open original source August 28, 2026 review. APR includes certain borrowing charges. ARM APR does not show the maximum possible rate.

<https://www.consumerfinance.gov/ask-cfpb/what-is-the-difference-between-a-mortgage-interest-rate-and-an-apr-en-135/>

S26. CFPB: Loan application packet

Open original source Common documents. Exact requirements depend on the applicant and program.

<https://www.consumerfinance.gov/owning-a-home/prepare/create-a-loan-application-packet/>



S27. CFPB: Home search and representation

Open original source Budget, local licensed professionals, representation, compensation, property risks and contingencies.

<https://www.consumerfinance.gov/owning-a-home/explore/find-the-right-home/>

S28. CFPB: Home inspection

Open original source Inspection differs from appraisal. Contract protections and deadlines matter.

<https://www.consumerfinance.gov/owning-a-home/close/schedule-a-home-inspection/>

S29. CFPB: Underwriting document requests

Open original source Verification and lender conditions before closing.

<https://www.consumerfinance.gov/owning-a-home/close/submit-documents-and-answer-requests-from-the-lender/>

S30. CFPB: Closing Disclosure

Open original source Review period and comparison with the Loan Estimate. The closing exercise uses fictional changes and does not determine whether a particular fee change is permitted.

<https://www.consumerfinance.gov/owning-a-home/closing-disclosure/>

S31. CFPB: Closing scams and wire safety

Open original source Verify payment instructions using a trusted, independently confirmed phone number.

<https://www.consumerfinance.gov/archive/blog/mortgage-closing-scams-how-protect-yourself-and-your-closing-funds/>

S32. CFPB: Closing and final walk-through

Open original source Final property review and legally binding closing documents.

<https://www.consumerfinance.gov/owning-a-home/close/close-the-deal/>

S33. HUD: Housing counseling

Open original source Official nationwide counselor locator. Local assistance and counseling services vary.

https://answers.hud.gov/housingcounseling/s/?language=en_US

S34. HUD: FHA financing and down payment

Open original source Current official destination. For eligible borrowers, FHA down payments can be as low as 3.5%.

<https://www.hud.gov/helping-americans/loans>

S35. CFPB: Loan Estimate application trigger

Open original source For covered mortgages, six application items trigger a Loan Estimate within three business days.

<https://www.consumerfinance.gov/ask-cfpb/what-information-do-i-have-to-provide-a-lender-in-order-to-receive-a-loan-estimate-en-1987/>



S36. IRS: Final qualified-tip regulations

Open original source April 10, 2026 final regulations define qualified tips and list eligible occupations.

<https://www.irs.gov/newsroom/treasury-irs-issue-final-regulations-listing-occupations-where-workers-customarily-and-regularly-receive-tips-under-the-one-big-beautiful-bill>

S37. CFPB: Adjustable-rate loan details

Open original source The index and margin determine adjusted rates, subject to contract limits. Supports the plain-language ARM definitions in the notes.

<https://www.consumerfinance.gov/ask-cfpb/if-i-am-considering-an-adjustable-rate-mortgage-arm-what-should-i-look-out-for-in-the-fine-print-en-1947/>