

Common Mortgage Acronyms



DTI	Debt to Income Ratio
LTV	Loan to Value
MI	Mortgage Insurance
HOA	Homeowners Association
CLTV	Combined Loan To Value
HOI	Homeowners Insurance
GSE	Government Sponsored Entity (Fannie Mae & Freddie Mac)
P&I	Principle and Interest
PITI	Principle and Interest, Taxes and Insurance



Application Tips !

- Include borrower's full, legal name – no spelling errors
- Repeat Social Security Number – mismatches or typos create issues
- List all dependents
- List the full two-year employment and occupancy history
- Include actual employer address — not PO Box
- Break down monthly earnings when possible
- List all usable assets when possible – including gifts or grants
- Don't assume credit report shows all liabilities –confirm with borrower
- Explain Title options

Links & Resources

MI Rate Finder
MI Essentials Video Series
Find Your Account Manager
Radian National Training
Homebuyer Resources
Radian: What We Do
Radian National Training On Air Podcast Series

Do's and Don'ts



Ask customer's permission	Gloss over sections
Explore their needs	Make up information
Know the "why's"	Deflate their pride