MERCK EMPLOYEES
FEDERAL CREDIT UNION



Start Your Homeownership Journey with Confidence

An Educational Webinar Presented by Merck Employees Federal Credit Union

April 16, 2026 12:00 P.M.

All Questions Are Welcome!

The mortgage process can be dauting. Members are encouraged to ask questions during the webinar.



Three Pillars of the MEFCU Mortgage Process

01

Personalized Service: Enjoy “live” consultation throughout

02

Competitive Rates: Strong balance sheet allows the CU to offer highly competitive rates.

03

Flexibility: As a “portfolio” lender your mortgage stays with the credit union, giving us flexibility on terms, underwriting, etc.

The Mortgage Process: What to Expect



Must recognize a first-mortgage is one the most highly regulated financial products in America.



The application process.

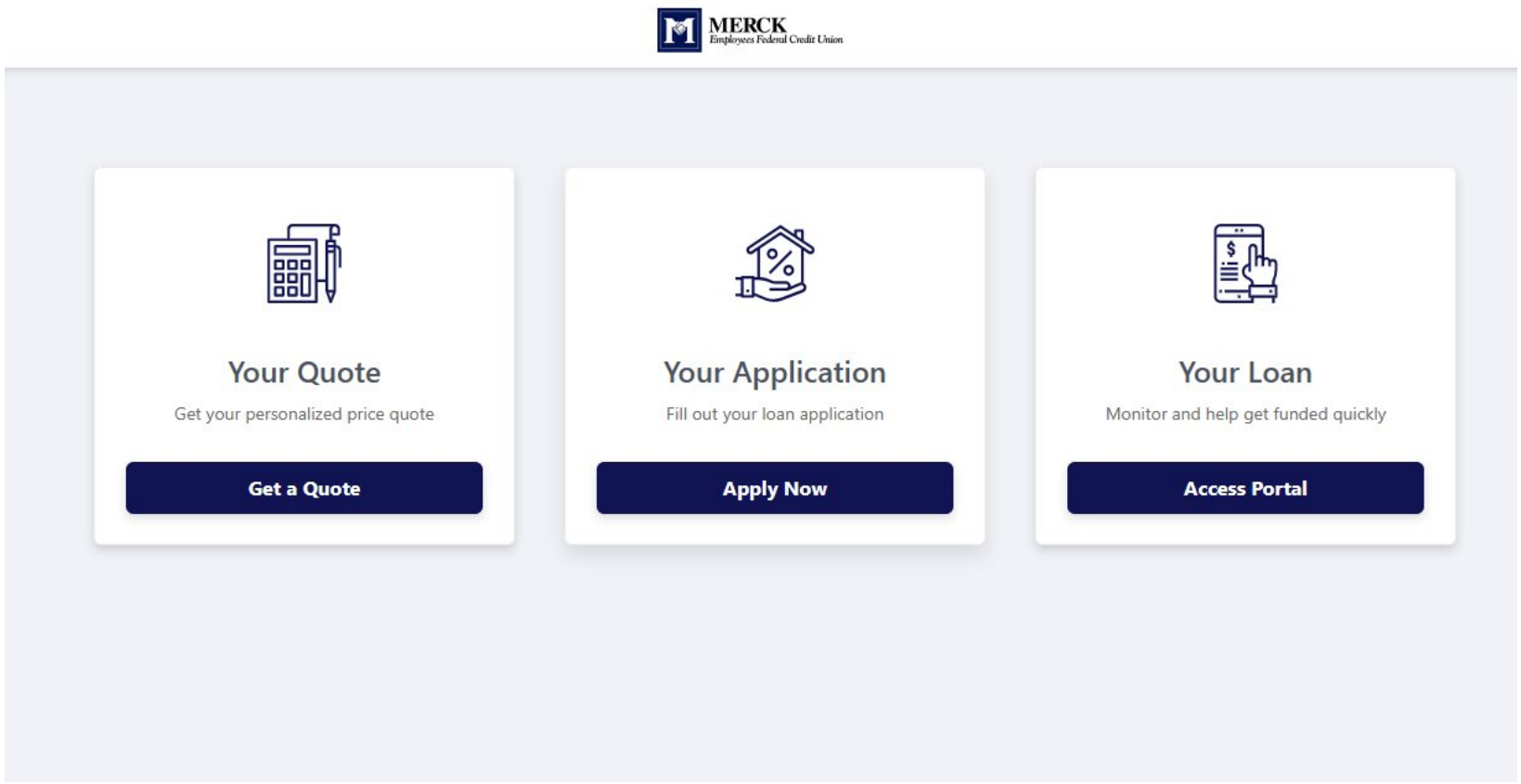


Power of pre-approval letters.



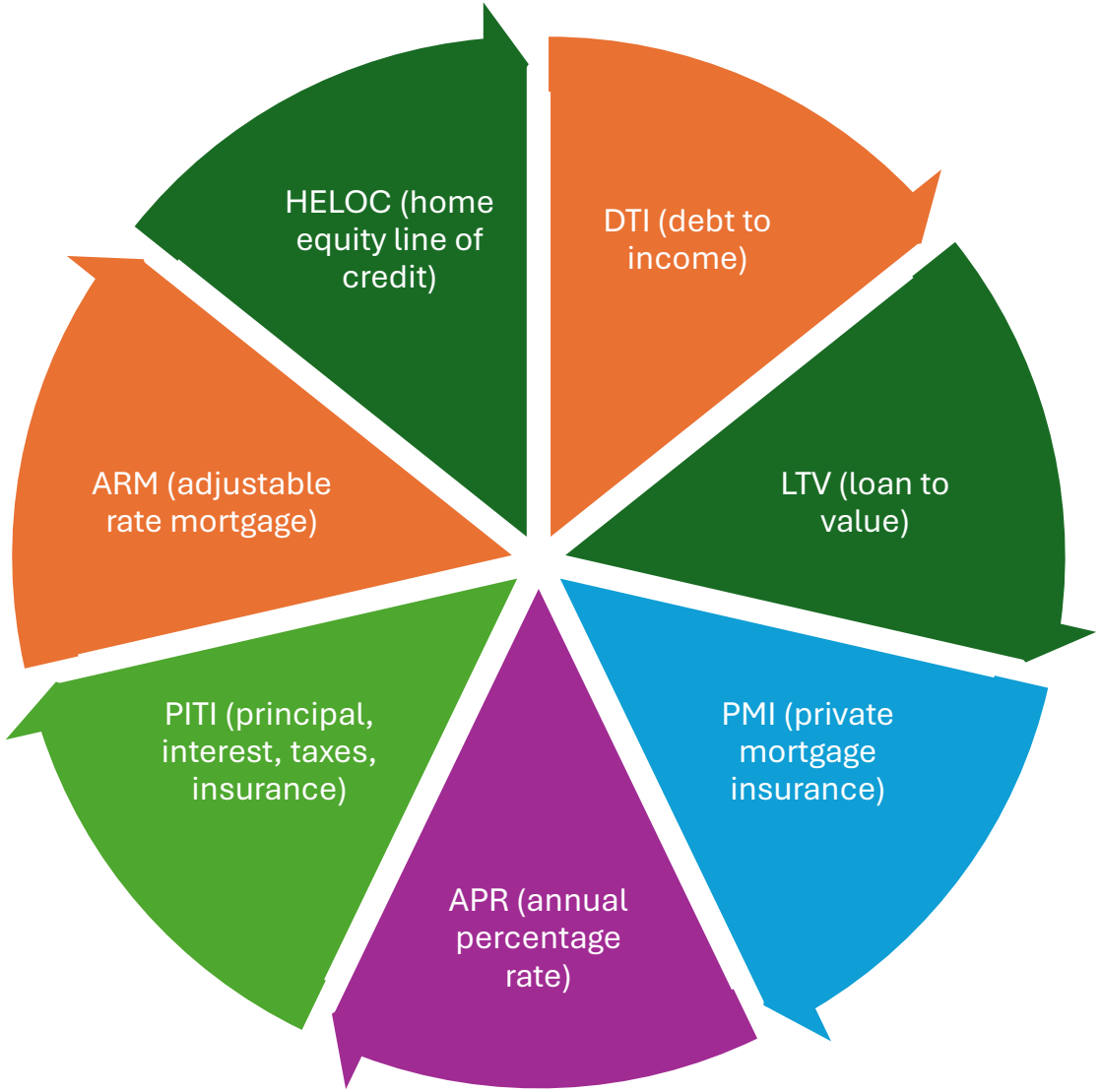
Once you have a deal!

How & Where to Apply



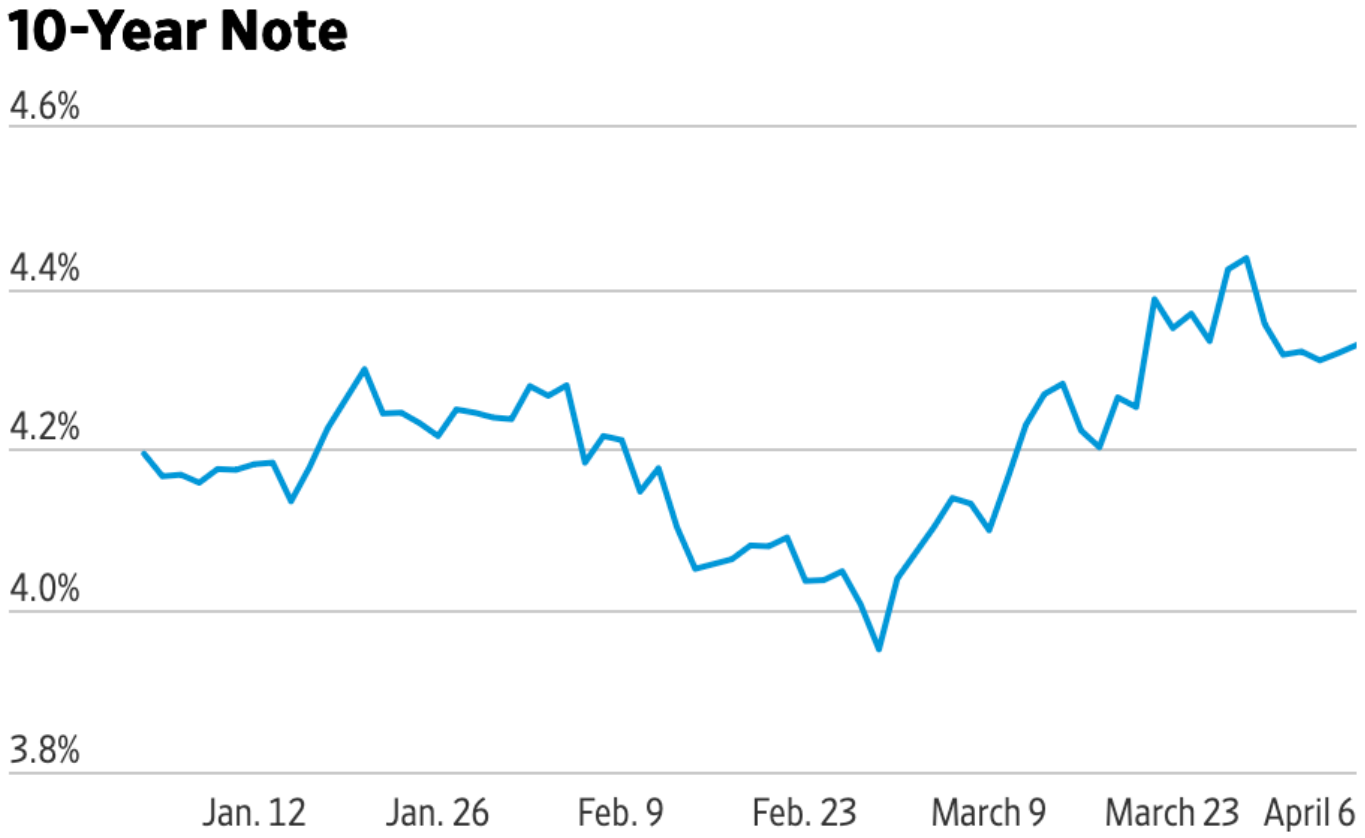
cu.memberfirst.com/merckfcu

Alphabet Soup: Why these Acronyms Matter?



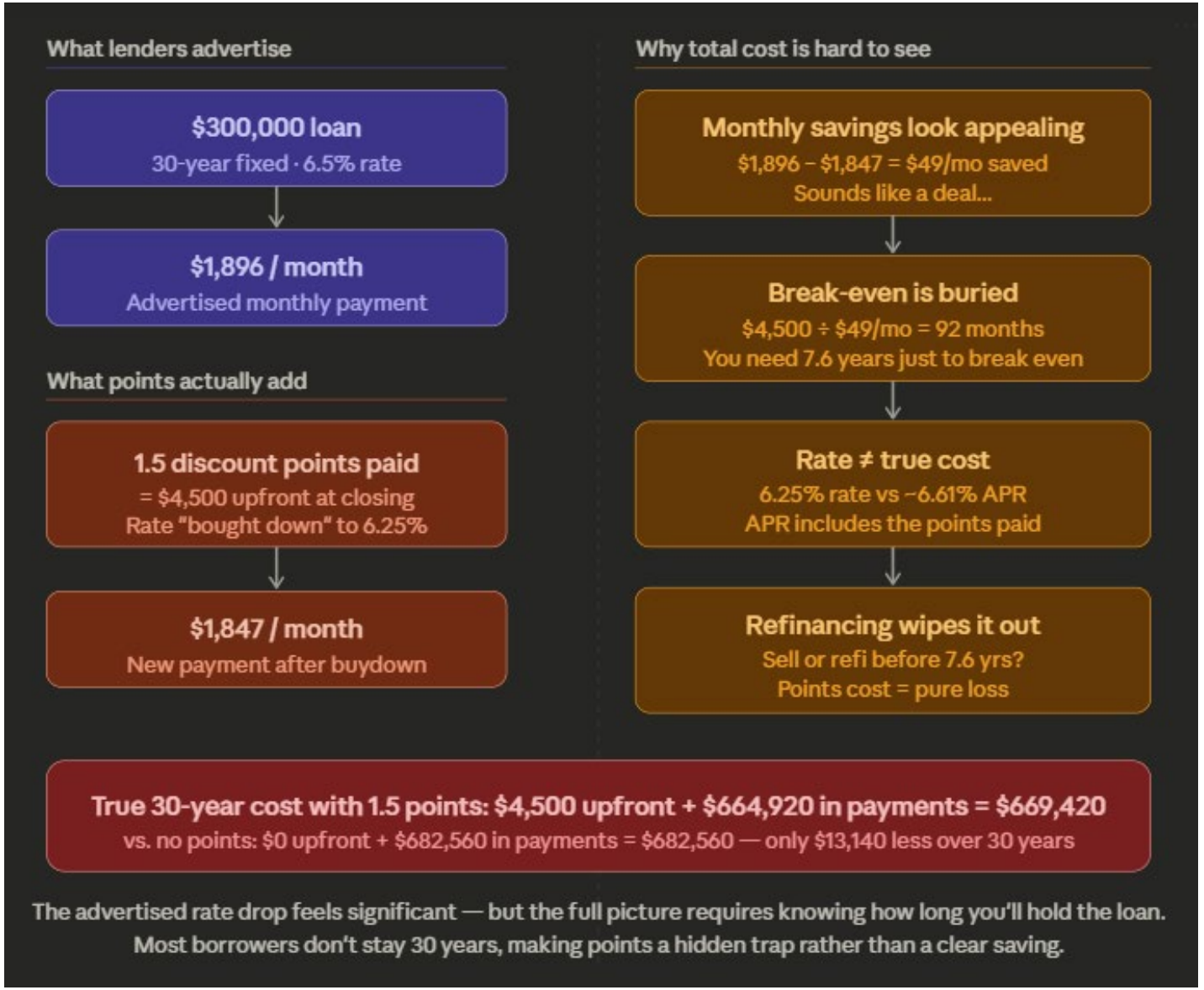
The Rate Picture: What Sets Rates?

Mortgage Rates are set by the 10-year Treasury yield. The 10-year Treasury has been very erratic in recent months. Mortgage rates have ranged from 5.75 to 6.65. Timing of commitment matters. MEFCU does offer flexibility in this process.



Points or No Points

- Borrowers can buy a point or sometimes points to lower their mortgage rate.
- Points sometimes make it difficult to understand your full borrowing cost.
- A point purchase is best for those expecting to be in home long-term. Points are less valuable for those not expecting to be in their home long term.



Next Steps…

Schedule a virtual, phone, or in-person meeting using the QR Code below

www.merckcu.com/schedule-appointment

OR

cu.memberfirst.com/merckfcu

Apply using the QR Code above


Questions?