

Lenders



How do I know who to use?

I recommend using someone who has been recommended to you, or someone you have worked with in the past and had a good experience with. I am happy to share recommendations, or talk to friends or family members about their lender. Not all loan officers are created equal, it is important to work with one who has your best interests in mind.

How do the lenders make money?

The lender makes money on the interest paid and closing costs. When you are researching lenders always ask to see a good faith estimate and the APR. The APR is the combination of interest rate and the closing costs to give you a benchmark to compare across lenders.

What about online lenders?

Some people really like these online lenders, such as Quicken Loans, Rocket Mortgage, etc. Typically I find them very difficult to work with. I find that many buyers enjoy the fact that they can go and sit down, or call locally the person who is working on their loan. Online lenders seem to have less personal accountability and buy-in to each client. Different people have different experiences, but many times I find it challenging to work with them.

What should I expect from my lender?

Your lender will ask you to accumulate a few items to document your financial situation. They will ask for at least 2 years income tax returns and W2's. They will ask for several bank statements, savings account information, 401K or other investment information. They will also do employment verifications. The lending process will feel the most invasive of all, and sometimes the most frustrating. Just keep in mind a company, who doesn't know you, is loaning you 10's if not hundreds of thousands of dollars, and their job is to make wise business decisions.