



Questions To Ask Lenders:

- How will you help me get my offers accepted?
- What are mortgage rates based on?
- What is their strategy for helping you to manage this debt after you get your keys and they get paid?
 - We're helping you to create perhaps the largest debt in your life and have a responsibility to help you professionally manage that debt.
- What's the 12 month trend of the interest rate you're quoting?
 - If a loan officer doesn't know how to answer this, it's a red flag that they're out of touch with the market and won't be able to advise you on when is a good time to lock your rate or be able to help you manage your mortgage after you get your keys.
- What are the total fees associated with this product and rate?
 - Points, origination fees, etc. all impact the quoted interest rate. Rate quotes can be very tricky at best and misleading at worst.
- What are the market movements on rates today?
 - If a loan officer doesn't have the ability to show you what's happening with rates and the mortgage bond market in real time, there's no point in even discussing interest rates with them.
- What percentage of loans you take close and close on time? I'd seek validation of this answer
 - A competent loan officer should be able to show you a report to verify their numbers.
- Can you provide me with the contact info for some buyers you've helped in the last 30 days?
 - Do their customers speak highly of them and would they refer them?