

Interview questions to ask your prospective Mortgage Professional

- How do you get paid? Do you typically get a “yield spread premium”? This is a payment made to a mortgage broker or correspondent lender depending on what interest rate they charge you.
- Are there any upfront fees for my application? This is not necessarily a problem if there are, you just need to know what they are.
- When do I pay for the appraisal? This can cost \$400-500 and may have to be paid prior to closing.
- Do you have 2 or 3 recent buyers like me that I can talk to? Its always good to talk to someone who’s used this lender and ask them if they would use them again.
- Can you explain two or three types of loans that might work for me? How well a professional explains anything is a clear indication of their ability to help you through the entire process.
- Is there a charge for locking in my interest rate? Again, some lenders charge for this and others do not, you just need to be prepared.
- Can you do FHA loans? Most first time buyers and buyers with bruised credit find that FHA loans are their best choice, and not all lenders can do them.
- After I apply for a loan, will I be in contact with you or with a loan processor on your staff? It is important to have access to the professional themselves when you have a question or concern.
- Do you offer 30 year fixed rate mortgages? Some credit unions and smaller banks only have adjustable or “balloon” mortgages that will need to be paid back in less than 30 years.
- If I have had credit problems, do you have someone you can recommend to help me improve my credit? Or can you advise me? A true professional thinks of you as a long term client and will take the time to help you get into a better position to be able to get a loan.

Questions a Mortgage Professional should ask you:

- How long do you plan to keep this home? In order for a Mortgage Professional to help you choose the right loan for you, they'll need to have a rough idea how long you plan to stay in the home you buy.
- How much of a down payment have you saved up? Again, they'll need this info to advise you on what loans you can get now versus having to save up money to be able to qualify for a loan.
- Will someone be giving you or loaning you money to buy a home? Never try to hide where money is coming from that you'll be using to buy a home! Be upfront about your money plans and ask what is allowed and what is not.
- How is your credit history? Have you had any serious financial difficulties? Its going to come out at some point and its better to get going on the best way to deal with it.
- Do you have any questions? A professional will always be wanting to make sure you understand things before moving on to the next item.

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