

SHOPPING AROUND???

HERE'S THE INSIDE SCOOP ON HOW TO DO IT RIGHT!

First: make sure you are working with an experienced, professional loan officer. The largest financial transaction of your life is far too important to place in the hands of someone who is not capable of advising you properly and troubleshooting the issues that may arise along the way. But how can you tell?

HERE ARE FOUR SIMPLE QUESTIONS YOUR LENDER ABSOLUTELY MUST BE ABLE TO ANSWER CORRECTLY. IF THEY DO NOT KNOW THE ANSWERS ... RUN ... DON'T WALK ... RUN ... TO A LENDER WHO DOES!

1. **What are mortgage interest rates based on?**

The only correct answer is mortgage backed securities or mortgage bonds, NOT the 10-year treasury note. While the 10-year treasury note sometimes trends in the same direction as mortgage bonds, it is not unusual to see them move in completely opposite directions. DO NOT work with a lender who has their eyes on the wrong indicators.

2. **What is the next economic report or event that could cause interest rate movement?**

A professional lender will have this at her fingertips. There are daily events that affect your potential to get the best terms and qualify for the size home you desire.

3. **When Greenspan and the Fed "change rates," what does this mean ... and what impact does this have on mortgage interest rates?**

The answer may surprise you. When the Fed makes a move, they are changing a rate called the "Fed Funds Rate." This is a very short-term rate that impacts credit cards, credit lines, auto loans and the like. Mortgage rates most often will actually move in the opposite direction as the Fed change, due to the dynamics within the financial markets. For more information and explanation, just give us a call

4. **What is happening in the market today and what do you see in the near future?**

If a lender cannot explain how mortgage bonds and interest rates are moving at the present time, as well as what is coming up in the near future, you are talking with someone who is still reading last week's newspaper, and probably not a professional with whom to entrust your home mortgage financing. Would you work with a stockbroker who is only able to grab yesterday's paper to tell you how a stock traded yesterday, but had no idea what the movement looks like at the present time and what market conditions could cause changes in the future?? No way!

Be smart... Ask questions... Get answers!

More than likely, this is one of the largest and most important financial transactions you will ever make. You might do this only four or five times in your entire life... but we do this every single day. It's your home and your future. It's our profession and our passion. We're ready to work for your best interest.

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