

# Rate Quotes

If it sounds too good to be true...

It's not uncommon to see  
advertised mortgage rates  
well OUT of line with reality.



Whether the advertised options will be available for your transaction depends on too many variables to make the rates accurate. Chances are that some— if not all— of the following criteria will be considered before a "real" rate quote is offered:

#### LOAN PARAMETERS:

Loan Size/Amount  
Loan Types:  
Fixed/Adjustable  
Amortized/Interest Only  
Conforming/Jumbo  
FHA/VA/USDA  
LTV/CLTV/HCLTV  
Cash Out or Rate & Term  
Closing Date/Lock Duration  
Documentation Type:  
Full Doc or Alternative  
Stated or No-Income

#### PROPERTY PARAMETERS:

Type of Property:  
Single-Family  
Multi-Family  
Detached  
Condo/Co-op  
PUD  
Market Status:  
Stable  
Appreciating or Declining  
Condition:  
Repairs Needed  
Wells, Septic, etc.

#### INCOME PARAMETERS:

Housing Ratios / Debt Ratios  
Time in Position  
Time in Career  
Type of Earnings:  
Salaried or Self-Employed  
Seasonal vs. Steady  
Salary/Overtime  
Bonus/Commission  
Social Security  
Alimony/Child Support  
Rental Income  
Interest/Dividends/Gains

#### CREDIT PARAMETERS:

Credit Scores / Inquiries  
Late Payments  
Collection Accounts  
Judgments  
Tax or Other Liens  
Bankruptcy / Foreclosure  
Short Sale / Deed in Lieu

#### OCCUPANCY:

Primary  
Second Home  
Investment

#### ASSET PARAMETERS:

Liquid  
Semi- or Non-Liquid  
Own Funds  
Gift or Grant  
Borrowed Funds  
Seasoned or Un-Seasoned  
Cash or On Deposit

#### BOND & MBS MARKETS:

Rates are ever changing.

As you can see, many factors impact your interest rate. When things are not black and white, a quote can prove unreliable until a credit check, a property appraisal, title search and even thorough underwriting of your application have occurred.

The good news is that this is what we do every day, and I will be happy to assist you through the process. Together, we will prevent unpleasant surprises and discover what is really available for your unique situation.



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This is not a commitment to make a loan. Loans are subject to borrower qualifications, including income, property evaluation, sufficient equity in the home to meet LTV requirements for refinances, and final credit approval. Approvals are subject to underwriting guidelines, interest rates, and program guidelines, and are subject to change without notice based on applicant's eligibility and market conditions. Geneva Financial LLC is not acting on behalf of or at the direction of HUD/FHA or the Federal Government. Geneva Financial LLC is approved to participate in FHA programs but the products and services performed by Geneva Financial LLC are not coming directly from HUD or FHA. Geneva Financial LLC #42056 is an Equal Opportunity Lender and Equal Housing Lender. 3155 S. Price Road Suite 105 Chandler, AZ 85248 BK#0910215