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UNDERSTANDING RATE QUOTES



WHAT IS YOUR RATE TODAY???



YOU CAN'T BELIEVE WHAT YOU SEE ONLINE...
NOT ALL MORTGAGE LOANS OR RATE QUOTES
ARE CREATED THE SAME

HERE ARE THE TOP FACTORS THAT DETERMINE
AN **ACCURATE** RATE QUOTE FOR ANY TRANSACTION.

- | | |
|---------------------------|--------------------------------------|
| 1. Loan Amount | 12. Credit Scores |
| 2. Loan Type | 13. Debt to Income Ratios |
| 3. Loan Term | 14. Liquid Assets available to close |
| 4. Loan Amortization | 15. Assets for reserves post closing |
| 5. Purchase or Refi | 16. Seller credits & concessions |
| 6. Loan to Value | 17. Employment Status |
| 7. Combined Loan to Value | 18. Co-Borrowers / Co-Signors |
| 8. Property Location | 19. Rate Lock Term |
| 9. Property Type | 20. Mortgage Insurance |
| 10. Property Condition | 21. Escrows |
| 11. Occupancy | 22. Automated or Manual Underwrite |

IF YOU HAVENT TAKEN **ALL**
OF THESE INTO CONSIDERATION,
YOU DON'T HAVE AN **ACCURATE** QUOTE