



IF IT SOUNDS **TOO GOOD TO BE TRUE,** IT PROBABLY **DOESN'T APPLY TO YOU**

It's not uncommon to see advertised or online mortgage rates well OUT of line with reality. In the old days, rate sheets might have included 3 or 4 simple options and looked something like this:

30 Year Fixed

5.5% / 0 points

5.25% / 1 point

5.00% / 2 points

Note: These are not actual current rates, just an illustration for the purposes of this flyer.

These can still exist yet the chance of these options being available for your transaction has been significantly reduced. For unless you have a large down payment or equity, perfect credit, enduring careers with ample income, chances are that some of the following criteria for "real" rate quotes may be in store:

Loan Parameters	Income Parameters	Property Parameters
Loan Size/Amount	Housing Ratios / Debt Ratios	Type of Property:
Loan Types:	Time in Position	Single Family
Fixed /Adjustable	Time in Career	Multi-Family
Amortized / Interest Only	Type of Earnings:	Detached
Conforming / Jumbo	Salaried or Self Employed	Condo / Coop
FHA /VA	Seasonal	PUD
LTV / CLTV / HCLTV	Salary / Overtime	Market Status:
Cash Out or Rate & Term	Bonus / Commission	Stable
Closing Date / Lock Duration	Social Security	Appreciating or Declining
Documentation Type :	Alimony / Child Support	Condition:
Full Doc or Alternative	Rental Income	Repairs needed
Stated or No-Income	Interest / Dividends	Wells , Septic, etc.
Occupancy	Credit Parameters	Asset Parameters
Primary	Credit Scores	Liquid
Second Home	Late Payments	Semi or non-liquid
Investment	Collection Accounts	Own Funds
	Judgements	Gift or Grant
Bond and MBS Markets	Tax or other Liens	Borrowed Funds
	Bankruptcy / Foreclosure	Seasoned or Un-seasoned
Change is Constant	Deed in Lieu	Cash or on deposit

As you can see, there is much to be considered. No advertisement nor casual quote can even begin to be trusted. Nothing less than a credit report, appraisal and often, thorough underwriting and approval will account for all variables needed to provide a truly accurate rate quote. The good news is that this is what we do and I will be happy to assist you through the process. This will prevent unpleasant surprises and assure you of what is available for your unique situation.



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