

# FINANCING

Before you shop, you need to know ... What's in Your Wallet!

Mortgages may be obtained from mortgage brokers and mortgage bankers.

❖ **Bankers** lend money from their institution's programs.

❖ **Brokers** monitor many lending institutions to find the best rates and fees to fit your needs.

**For quality service, we can recommend highly professional and experienced mortgage lenders.**

❖ The pre-approved buyer has a distinct **edge** over a pre-qualified buyer. A **pre-approved buyer** has made application with a lender and has income and a credit report verified. A **pre-qualified** buyer has given **verbal, undocumented** information to a lender.

❖ Sellers will **negotiate** with and compromise more for a **pre-approved** buyer.

## UPFRONT BUYER'S COSTS:

Lender: Appraisal & Credit Report	\$400-500
Home Inspector (estimate if desired)	\$250-350

