

# 30 THINGS

## THAT CAN AFFECT YOUR RATE

Did you know there are about 30 factors that drive a mortgage interest rate?

Each of these factors add or subtract a fraction of the final rate a borrower is eligible for. It's called risk-based pricing and every lender and bank uses this same model to determine your final interest rate.

**What you may not know is that no rate quote is complete until all of these factors have been evaluated,** and that it's near impossible to do without the borrower completing a loan application and providing all the required documentation.



### TAKE A LOOK AT THE LIST

*If you would like  
more information  
on how these  
factors affect your  
rate, **please give  
us a call!***

- |   |  |                                  |
|---|--|----------------------------------|
| 1. <b>Loan Amount</b> (>\$180K, <\$484,350) | 11. <b>Concessions</b>                     | 21. <b>Number of Units</b> (1-4) |
| 2. <b>Loan Term</b> (30, 15, 7/1)           | 12. <b>Employment Status</b>               | 22. <b>Credit Score</b>          |
| 3. <b>Purpose</b> (Purchase/Refinance)      | 13. <b>Co-Borrower</b> (Occ/Un-Occ)        | 23. <b>Debt Tolerance Ratio</b>  |
| 4. <b>LTV</b> (Loan to Value)               | 14. <b>Lock Period</b> (7, 15, 30, 60, 90) | 24. <b>Reserves</b>              |
| 5. <b>Property State</b>                    | 15. <b>UW System</b> (AUS, DO, DI, DE)     | 25. <b>Gift Funds</b>            |
| 6. <b>Property Type</b> (SFR, Condo)        | 16. <b>Loan Type</b> (VA, FHA, ect.)       | 26. <b>Income Verification</b>   |
| 7. <b>Occupancy</b> (OO/INV)                | 17. <b>Amortization</b> (FIXED/ARM)        | 27. <b>Employment Info</b>       |
| 8. <b>Credit History</b>                    | 18. <b>Cash Out/Amount</b>                 | 28. <b>Citizenship</b>           |
| 9. <b>Asset Verification</b>                | 19. <b>CLTV</b> (Combine Loan to Value)    | 29. <b>Mortgage Insurance</b>    |
| 10. <b>Relocation</b>                       | 20. <b>Property County</b>                 | 30. <b>Escrow Included</b> (Y/N) |

*This is an example of items that can determine an interest rate. Each loan scenario is different and other items may factor into your rate.*

**WE'D BE HAPPY TO PROVIDE YOU WITH A PERSONALIZED RATE QUOTE - CALL TODAY!**

BEHL

#### Frank Blakeley

Area Sales Manager  
NMLS ID#277820  
27401 Los Altos, Suite 260  
Mission Viejo, CA 92691  
Office: 949-505-5942  
Cell: 949-433-0539  
[fblakeley@bayeq.com](mailto:fblakeley@bayeq.com)

HOME LOANS  
**bayequity**



Equal Housing Lender. This is not a commitment to lend or extend credit. Restrictions may apply. Rates may not be available at time of application. Information and/or data are subject to change without notice. All loans are subject to credit approval. Not all loans or products are available in all states. Bay Equity LLC, 28 Liberty Ship Way Suite 2800, Sausalito, CA 94965; NMLS ID#76988. Licensed by the Department of Business Oversight under the California Residential Mortgage Lending Act- #4150077. click here: [www.nmlsconsumeraccess.org/EntityDetails.aspx/COMPANY/76988](http://www.nmlsconsumeraccess.org/EntityDetails.aspx/COMPANY/76988)