

# 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



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