

# Wise Advice from The Loan Goddess

## Why You Should Use a Mortgage Broker:

Finding a mortgage loan for your home or investment property can be a confusing experience. There are a myriad of options to choose from, and the programs and rates change every day. Even real estate professionals, who are immersed in this industry, rely upon professional mortgage brokers for their clients and themselves. The days when virtually all homebuyers would put 20% down on a 30 year fixed rate loan for a house that would invariably increase in value for the next 30 years - are gone forever. With the explosion of financing alternatives (adjustable rates, terms from 5 to 40 years, balloon payments, etc.) came the necessity for a whole new level of expertise. Today's mortgage brokers are:

- o Specialists with competitive, up-to-date loan rates.
- o Full time real estate finance professionals.
- o Resources on current trends and terms in the industry.
- o Your representatives who have a vested interest in satisfying your needs - not finding a reason to turn you down.