

Mortgage Lenders

Buying a home is a huge commitment, and your mortgage will likely be the largest and most important financial transaction you'll ever make.

Whether

you are a first-time buyer with limited funds, or you're fortunate enough to have a few dollars tucked away, there is a mortgage lender ready to help make your dreams of home ownership a reality. It's a serious decision, and you must understand that there big differences between the varied types of mortgage lenders. Many are honest and reputable with your best interests at heart; others are little more than loan sharks hungry for your cash.

Here are some pointers to help you choose the best source of mortgage funds to meet your needs:

Reputation

The key

to finding a trusted lender is a good reputation. Established mortgage lenders have worked hard to build a good name, so avoid newer companies or "fly by night" lenders. Reputable mortgage lenders understand the business and save their clients a lot of the hassles that can be associated with acquiring a mortgage. If you know that the mortgage lender has a good reputation, or if he or she has been recommended by a trusted source, it's easier to have faith in the lender's knowledge and service. Faith is about more than getting a loan; it's about being open and honest with your lender.

Mortgage Rates of Offers

The biggest difference between

mortgage lenders often lies in the rates they offer. Know the current rates before you shop for a lender, and keep checking before you sign an agreement. If you find a lender you'd like to deal with, check their current rate against those offered by reputable competitors. Don't jump at the first offer you receive. Check for flexibility in terms of formulating offers; that is, whether terms and amortization tables are negotiable.

Documentation

A really good mortgage lender will help you with the mountain of paperwork at hand. Ideally, he or she will take care of all of the details. After you provide the basic details, the lender will take care of the rest of the documentation until all that's left is for you to sign the dotted line. Good mortgage lenders take the time to review the documents with their clients to fully explain the mortgage terms and conditions, satisfy any doubts and eliminate the possibility of errors.

Communication

Mortgage

lenders need to provide you with information about all of the options available to you, and they need to do it with promptness and clarity. Buying a home is a stressful time, and you shouldn't add to your anxiety by waiting for a call or trying to decipher mixed messages from your mortgage lender. Make sure that the person you deal with can clearly explain all of the mortgage terms and conditions, and readily presents a variety of options. Good mortgage lenders are open to your questions and provide honest, straightforward answers.

Fees

Good mortgage

lenders do not charge exorbitant fees. In fact, many banks employ mortgage professionals, so you will not be charged a service fee at all. If you do decide to go with a private mortgage lender, be sure to get a complete list of costs and fees upfront and in writing.

A home purchase is

exciting, and many people will do just about anything to make it happen. However, you need to know that there are dishonest lenders who take advantage of honest people. Remember, even though they are lending you the money initially, you are paying it back with a very large amount of interest added on top of the principle. You are doing them a favour, not the other way around; and you need to make sure that they deserve your business.