



Your Mortgage PLANNER

with Jamie H. Harrington, President

WHAT IS LOAN PRE-APPROVAL?

There is a lot of misunderstanding about home loan "pre-qualification" by mortgage brokers and real estate agents.

There is a difference between loan "pre-qualification" and "pre-approval". **Pre-qualification** refers to the broker or agent working with the buyer to determine how much house they can afford and which loans are available to them. Pre-qualification can save the buyer both time and money. It can also be a good bargaining tool when dealing with a seller. "Pre-approval" for a loan is not the same as "pre-qualification".

Pre-approval means that the lender has definitely committed to lending the money to the buyer, when the house is approved. This is a much stronger pledge and also a much more valuable negotiating tool. Only a lender can give pre-approval, but a mortgage broker may be able to obtain pre-approval from underwriters with as little as a phone call. So when you hear someone talk about "pre-approval" make sure it's pre-approval from the lender--and know that your mortgage broker can get it for you.

If you would like to discuss what type of mortgage loan will work best for you, call Jamie Harrington at 828-632-0650 for an appointment. United Carolina Group, Inc., is located at 340 NC Highway 16 S. in Taylorsville.

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