

MORTGAGE LENDERS

OR

Why you need to build a relationship with one.

This sheet was added to the For Sale By Owner First Aid Kit as a result of many sellers asking us why they needed a mortgage lender when they are the one selling the house.

The answer is very simple.

A buyer can tell you they have been pre-qualified, and even pre-approved. They can put an acceptable offer on your house and you can go under contract. That doesn't mean the deal will close. The biggest worry sellers have when they put their house under contract is "will it close."

By having a strong relationship with a mortgage lender, you will have someone in the wings waiting to help you if the buyer says they can't get approved for their loan.

Now, when we say a good lender, we mean just that. You need a lender who can close almost any kind of loan. That means they can help people with good credit and people with bad credit. If their company can't help people with bad credit, they know which companies can and can refer the buyer to them.

By calling around and asking different mortgage companies if they can help people with bad credit get a loan, you will have an idea of who you need to work with. You don't need to ask them if they can help people with good credit, every lender can do that.

So now you have some idea of why you should find a mortgage lender to help you sell your house.

NOTE: Don't go with a lender just because they give you the for sale sign for your house. Usually the sign has their phone number on it and they get all the calls from potential buyers. You want someone willing to step in and help a potential buyer if it's needed.

**If you have questions on this or any of the information
just give us a call at 1-877-583-2666.**