

# Secure Your Home with a Mortgage Professional

AVOID PROBLEMATIC MORTGAGE DEALS THAT ARE JUST A “CLICK AWAY”

**I**F YOU HAVE WATCHED TELEVISION or listened to the radio over the past few years, you have likely noticed the gimmicks that some mortgage companies are advertising to encourage people to go online and apply for a mortgage to obtain a ‘FAST’ loan approval.

Really? Upload all your personal information—tax returns, bank statements, family trust documents, and pay stubs—all without talking to a real person? Sending your private data to someone, somewhere, and not knowing who they are or what they were doing for work a week prior doesn’t sound like a smart move.

Companies who claim you can click and obtain a loan approval within minutes or get the lowest rate—guaranteed—are not realistic. There is no doubt you could receive an email stating “you are approved for the home of your dreams” but there’s also a good chance that the claim will not hold up when you find your dream home and actually need a fast closing.

The internet is a great source of information, but it is also a source for unreliable information. Buying a home is one of the largest financial decisions you will probably make in your life; do you really want to call an 800-number and be stuck on hold if you have questions or problems during the loan process?

Working with a local mortgage banker who is part of a ‘mortgage company’ not a ‘big bank’ and who has multiple sources and lenders at his or her disposal provides trust and reliability. If your loan does not fit within a certain ‘box’ there are likely other loan options available to fit your needs.

The difference between a locally available mortgage company and a large, big name public bank that specializes in checking, savings accounts, and auto loans is that mortgage companies have access to several dozen different lenders, whereby a large bank only has their own products to offer you. If you do not fit in their ‘box’ (which can be pretty small) you may be out of luck.

A good mortgage banker will hold your hand throughout the process, help you avoid making any major mistakes and answer all of your questions in a timely manner. A good mortgage banker should be available in the evening and on weekends when most people are out looking for a new home.

Many home buyers find the face-to-face relationship with their lender to be essential during the stressful process of buying a home. Having a local mortgage banker work for you and take care of the hurdles that may arise during the loan process will allow you to focus your energy on all the other items you need to prepare in order to get ready to buy your new home.

Most experienced professional mortgage bankers obtain their business




PHOTO: JIM FRISCHING

*Dan Krucek is a local, professional mortgage banker.*

by referrals—not by advertising or sitting at their local branch waiting for someone to walk in the door. It is imperative that they provide an exceptional experience so that you will refer them to other people you know looking to buy a home or refinance their existing mortgage.

Just like real estate agents, mortgage bankers do not get paid unless your loan closes, so it’s crucial that they provide you incomparable service. Online lenders and local big bank lenders tend to pay their loan officers a salary, so they are not as concerned with the importance of your loan closing and closing on time.

The next time you are shopping for a mortgage, consider contacting a local mortgage company who knows your neighborhood, has relationships with other local real estate service providers, and will give you the personalized service you deserve. 

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