



# Mortgage Brokers Guide to Lending

*Martin Koellhoffer*

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## **Mortgage Brokers Guide to Lending** Martin Koellhoffer

The information in this guide will help mortgage loan originators close more transactions, says author Martin Koellhoffer. It will help loan originators who have recently come into the mortgage lending business understand the fact that 95% of people who want to purchase real estate can do so, Koellhoffer writes. One key factor in obtaining a mortgage loan approval is for you the originator to have a better understanding of the wide range of loan programs available, find a strong referral base, and know how to structure the loan to meet the borrowers needs. A Real World Guide to Understanding How to qualify their borrowers for a specific loan amount. How to complete a credit application. How to find referrals for mortgage loans. How to understand the wide-ranging differences in today's various mortgage programs. Understand what a mortgage loan underwriter will require to approve a loan. What credit scores are, how they are determined and why they are so very important. How to read and comprehend lender s rate sheets. This and more valuable information that will assure you have all of the basic tools of the trade needed to succeed.

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