



30 CRITERIA FOR QUOTING RATES

There are really two ways to look at rates - quoted and real. Many lenders today will give you a quoted rate. It is not a real rate. My goal is to help you make smart choices when selecting the right loan program and the right rate. *The following is an abridged list of the criteria I use to quote rates through our pricing engine:*

1	Loan Amount (<\$180K, >\$647,200)	16	Loan Type (CONV, FHA, VA, USDA)
2	Loan Term (30, 15, 7/1)	17	Amortization (Fixed, ARM)
3	Purpose (Purchase, Refinance)	18	Cash Out/Amount
4	Loan To Value Ratio	19	Debt Tolerance Ratio
5	Property/State	20	Combined Loan To Value Ratio
6	Occupancy (Owner/Investment)	21	Property County
7	Credit History	22	# of Units (1-4)
8	Asset Verification	23	Credit Score
9	Relocation	24	Reserves
10	Concessions	25	Gift Funds
11	Employment Status	26	Income Verification
12	Co-Borrower (Occupant/Un-Occupant)	27	Employment Documentation
13	Lock Period (15, 30, 45, 60)	28	Citizenship
14	UW System (DU, LP, AUS)	29	Mortgage Insurance (MO, LPMI)
15	Property Type (SFR, Condo)	30	Escrow (Included, Yes or No)



Ron Cahalan
Loan Originator | CMPS | CLA |
CMHLS | CCSIS
NMLS# 224041

1490 S Price Road, Suite 309-310
Chandler, AZ 85286
Cell: 480-204-1812
ron.cahalan@wvmb.com
<https://wvmb.com>

