

lender interview questions

Finding a mortgage lender is about more than selecting one that offers the best rates; you want to work with a lender that offers expertise and will help guide you through the process. You should be comfortable and confident in the lender you choose, so it's very important to shop around.

We recommend you interview at least three different mortgage lenders. Remember, **you are in charge** of selecting your lender and they are working for you—ask as many questions as you need to feel secure.

sources for finding a lender include:

1. Your current bank, credit union, or other financial institution
2. Your real estate agent
3. Referrals from friends and family
4. Online, e.g., www.chfainfo.com
5. Nonprofit housing agencies that provide down payment assistance programs

recommended questions to ask lenders

1. What loan programs do you offer?
2. Can you do FHA, VA, USDA-RD, and conventional loans?
3. How long have you been in the mortgage business?
4. Can you supply referrals/reviews from past customers?
5. Do you work with organizations that provide down payment assistance programs?
6. What are the loan costs? (get a sample itemization)

Once you have some choices, you should verify that whomever you choose to work with is licensed.

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CHFA Home Finance

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