

Real Estate Lender Vetting

Today's Date _____ Lender Name _____

NMLS# _____ Company Name _____

Phone _____ Email _____ **NMLSConsumerAccess.org**

1. Tell me about your company.

2. How many loans do you personally close each month/year?

3. What are you looking to scale and grow your business to?

4. How can you support my real estate business (marketing & lead generation)?

5. What types of loan programs do you have and which do you recommend for borrowers?

6. Explain the process for a typical borrower that works with you - consultation, loan application, turnaround for preapproval, when rates are locked, etc.

7. How do you approach Clear to Close and funding - do you provide Clear to Close "prior to docs" or "prior to funding"?

8. Is your underwriting done locally/regionally/in-house? What is your experience with manual underwrites (in the event of losing the AUS approval)

9. How will I know when a borrower will receive a property inspection waiver (appraisal waiver)?

10. How do you communicate with everyone through the loan process and transaction in addition to what your company will automatically email to me?

11. What do you do when a borrower is not approved for a price or needs credit repair?

12. If a borrower was denied during a pending transaction or a file was delayed, what would be your approach?
