

# MORTGAGE SHOPPING WORKSHEET

Use this handy worksheet to help you shop for your mortgage loan.

Remember to ask a lot of questions! Your home is one of the largest assets you will ever own!

Proper research can save your thousands in loan fees and/or interest savings.

Courtesy  
of:



For more  
information, please  
call Jim Walter at  
**(800) 877-7347**

|  | Lender Name #1 | Lender Name #2 | Lender Name #3 | Lender Name #4 | Notes |
|--|----------------|----------------|----------------|----------------|-------|
| Lender Name                                  |                |                |                | Mortgage Plan  |       |
| Loan Officer Name                            |                |                |                | Jim Walter     |       |
| Phone Number                                 |                |                |                | (800) 877-7347 |       |
| Loan Amount Requested                        |                |                |                |                |       |
| Lender Source (referral, internet, ad, etc.) |                |                |                |                |       |
| Have you previously heard of this company?   |                |                |                |                |       |

|   |   |   |   |   |  |
|---|---|---|---|---|--|
| Interest Rate Quote #1  | % | % | % | % | REMEMBER THAT RATES CHANGE DAILY. FOR THE MOST ACCURATE RATE QUOTES, IT IS IMPORTANT TO SHOP EVERY LENDER THE SAME DAY UNTIL YOU CHOOSE A LENDER THAT YOU WANT TO WORK WITH. |
| Points (Loan Fee)   |   |   |   |   |  |
| Date of Quote #1  |   |   |   |   |  |
| Interest Rate Quote #2  | % | % | % | % |  |
| Points (Loan Fee)   |   |   |   |   |  |
| Date of Quote #2  |   |   |   |   |  |
| How many days will they "lock" these rates?   |   |   |   |   | BEWARE of rate locks that are less than 30 days  |
| Is the loan officer sending you a GFE?  |   |   |   |   | BEWARE if you don't get a GFE in writing   |
| Date you received the Good Faith Estimate   |   |   |   |   |  |
| Is the GFE on the required MLDS form?   |   |   |   |   | BEWARE - DRE Brokers must use MLDS form  |
| Are the closing costs listed properly?  |   |   |   |   | BEWARE of missing items or "extra" fees  |
| Has the loan officer discussed and does he understand your financial situation?     |   |   |   |   | BEWARE of lenders who just quote rates without asking about your income, credit, & goals   |
| Has the lender given you an an easy-to-understand explanation of the loan programs? |   |   |   |   | BEWARE of lenders who don't fully explain all of the loan pgm. details, especially ARM loans   |
| Is the Loan Officer applying "high pressure" sales tactics?                         |   |   |   |   | BEWARE of lenders who try to "pressure" you into making a quick decision   |
| What is your "gut" feeling about the loan officer? (Rate 1-5 with 1 being lowest)   |   |   |   |   | BEWARE if you just deal feel right or if the loan program sounds "too good to be true"   |
| Ask the loan officer to give you the name and phone of a recently closed borrower   |   |   |   |   | BEWARE if the loan officer can't or won't give you a reference of a recently closed borrower   |

ADDITIONAL NOTES: \_\_\_\_\_

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