

# Job #1 for Buyers: Finding the Right Mortgage Professional

Unless you're paying cash, you need to get "pre-qualified" or, better, "pre-approved" for your mortgage loan before you start shopping for your home. Even before that, however, you need to understand the loan process and how to select the right lender.

Whether you're buying a car, an appliance or a mortgage, it's the nature of today's marketplace that many of the people seeking your business are putting their financial gain ahead of your financial benefit. That's why many industries, including real estate and mortgage lending, are licensed and regulated.

In the past, real estate agents have been described as just above used car salesman in terms of trust. But there's a big difference. We Realtors could lose our license if it were proven that we didn't put your interest ahead of our own. A used car salesman doesn't even have a license to lose.

This is not to say, however, that there aren't ways in which **any** professional can steer a client in a direction which benefits them at the expense of their client — whether financially or otherwise — .

I remember before the financial crash of 2008 learning that loan officers earned a bigger commission from selling sub-prime loans than conventional loans, incentivizing them, in effect, to steer borrowers toward such loans even when they qualified for a conventional loan at a lower interest rate.

Back then, loan officers weren't licensed or fingerprinted, as they are today. A felon could literally walk

out of prison and represent himself as a mortgage broker and, as a result, get personal information, including Social Security numbers, from home buyers seeking a mortgage loan.

Today, every mortgage broker is licensed and must display his/her license number on their business card and on all advertising. (Real estate agents don't have to do that, but you know we're licensed because we wouldn't have access to the MLS without proving we're licensed and we can't be licensed without proving we have Errors & Omissions insurance to protect us and our clients.)

But how do you select the **best** mortgage broker, the one most likely to serve you with the highest degree of fidelity and integrity and the lowest degree of self-interest?

Number one, **do not find your lender on the internet**. I have found few internet lenders to be wor-

thy of my clients' business. You are far better off using a **human and local** lender recommended by a Realtor whom you trust. Your Realtor will only recommend a lender who has a positive track record with other clients. We have several trusted mortgage lenders on our smartphone service providers app, which you can download free from the App Store or Google Play. (Search for "Golden Real Estate.")

One cautionary note: If your Realtor recommends only the lender with which their brokerage has a financial arrangement, be sure to ask for a **second** lender to interview. You may pay more using their lender.

## REAL ESTATE TODAY



By **JIM SMITH**, Realtor®

### OPEN HOUSE Saturday, Mar. 11, 1-3 pm.

David Dlugasch is holding his listing at **17874 W. 77th Lane** open this Saturday, 1-3 pm. View the video tour at [www.SpringMesaHome.info](http://www.SpringMesaHome.info).

## Westminster Tri-Level Just Listed by Kristi Brunel



This immaculate 2,313-sq-ft, 3-bedroom plus a loft, 3-bathroom home is at **10020 Nelson Street**, just north of scenic Standley Lake. It has been remodeled top to bottom, including a new roof. The home features hardwood floors, custom tile, trim, railings and doors. The unfinished basement gives you the flexibility to pick your finishing touches to create a perfect space. Relax on the covered patio after a long day in your private, landscaped yard and enjoy the peace of this quiet neighborhood. Hurry to schedule a showing, this one will go fast! Take a narrated video tour, including drone footage, at the website above, then call your agent or Kristi at **303 525-2520**.

## Historic Baker Victorian Just Listed by Chuck Brown



Here's your opportunity to buy an 1890 Victorian home in the diverse and booming **Baker Historic District** of Denver. As of this writing there are no single family homes for sale in Baker! This home at **169 W. Maple Ave.** has 1,404 sq. ft., 3 bedrooms, and 2 bathrooms on a 3,050 sq. ft. lot. The main floor features a bedroom, the living room, full bathroom, dining room, kitchen and, at the back of the house, a heated sunroom. The upper floor has two more bedrooms and a bathroom. There is a small backyard and a one-car garage off of the back alley. Major updates include professionally engineered support system for the floor joists, and a new furnace in 2013. This is an old house in need of some updating, but it has lots of character and you'll love the hardwood floors. It's move-in ready and available for quick possession. Call your agent or Chuck Brown at **303-855-7855** for a private showing. Be sure to watch the narrated video tour with drone footage at the website above. **Open house this Saturday, March 11th, 1-3 p.m.**

Video Tour at [www.BakerHome.info](http://www.BakerHome.info)

## Golden Real Estate Welcomes Two New Broker Associates

**Andrew Lesko** brings more than 26 years of real estate experience to our team. He has focused his practice on attached residential properties, specializing in townhomes and condos. Visit his website at [www.GoldenLifestyleProperties.com](http://www.GoldenLifestyleProperties.com) if you are considering purchasing or selling a townhome or condo. You can email him at [Andrew@GoldenLifestyleProperties.com](mailto:Andrew@GoldenLifestyleProperties.com) or call or text him at **720-550-2064**. He lives in Golden's Stonebridge at Eagle Ridge neighborhood.



**Susan Dixon**, who lives in Arvada, has a lifelong passion for building, design, art and architecture, with a degree in design from BYU. She likes staging homes. She was drawn to Golden Real Estate by our reputation for promoting environmental responsibility. Call or text Susan at **720-982-0803** or email her at [Homes@SusanNDixon.com](mailto:Homes@SusanNDixon.com).



All Agents Are Certified EcoBrokers®

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