

# Who is the "best" lender to use?

- **Go local with your lender**

If you can't march into their office, it's not the right fit. It's so important to be able to communicate with your lender. And if you can't reach them, (locally) then it's not worth your time.

- **Price is important. But not as much as trust!**

If two lenders are within \$100.00 of each other, and one I've worked with and the other I haven't, this is going to be a no-brainer. Use the lender you can trust. The stakes are way too HIGH!

- **Don't fall into the trap**

But they have the best rates? You may want to **STAY AWAY**. It's not about the best price or best rate. I can get you a 1% interest rate today if you pay for it. It's about comparing Rate vs Rate, and Cost to Close vs Cost to Close! There are lots of gimmicks! Don't fall for them!



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