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## **Letter of Pre-Approval Gives Buyer the Advantage**

**Lincoln County sales for the second quarter of 2009 are up 140% over first quarter. So far the trend is that third quarter sales will be at least 128% of second quarter. Lincoln County sales for the second quarter of 2009 are up 140% over first quarter.**

So far the trend is that third quarter sales will be at least 128% of second quarter. Average list price for August was \$275,680 and average sale price \$259,000 reflecting a 6% difference. This has held pretty steady over the past several months. Interest rates remain at historical lows, now is the time to buy!

**First things first: it is critical to shop for a loan before shopping for a home. This is an essential first step because mortgage approval is generally the longest contingency to satisfy in a purchase contract.**

It is to your advantage to obtain a pre-approval letter as soon as you're ready to begin your search. People interested in buying a home should work with a lender who will check their credit, verify their income and can provide assurance they would be able to get a loan up to a certain amount. Buyers can then provide a letter of pre-approval. You will have an advantage over others because you can show the seller that you are more likely to be able to buy the home. Note that a pre-approval letter from a lender is not a guarantee from the lender that a loan will be provided.

Now that you have your pre-approval letter, maximize your time by looking at the right homes. If your real estate agent is sending you automatic e-mail listings of available homes you can ask to change the parameters to more tightly encompass the selection of homes that you are qualified to buy. If you're not receiving e-mails from your agent, ask for them. Most MLS systems allow an agent to send clients much of the same data that agents receive. This way, you'll save time by checking out homes you can actually afford to buy instead of falling in love with something beyond your stated pre-approval.

Spending more time examining the homes of your choice by decreasing the inventory of homes to those that fit your parameters, you can allot more time to thinking about all the little nuances each home has to offer. Many home buyers never move past the price point when sorting out their preferences. Now you can devote your energy to looking at the details that matter most to you.

Call me anytime to provide you with a list of properties from our MLS based on your price range, wants and needs. I can even update you every week on any new properties that come onto the market. Be one of first to know. **Larry Walke 541-921-8813**

Larry Walke is Broker and Realtor with Coldwell Banker Gesik Realty, Lincoln City. Visit his website at [www.larrywalke.com](http://www.larrywalke.com) for more details.

### **Mortgage Borrowers' Rights**

This may be the largest and most important loan you get during your lifetime. You should be aware of certain rights before you enter into any loan agreement:

- You have the RIGHT to shop for the best loan for you and compare the charges of different mortgage brokers and lenders.
- You have the RIGHT to be informed about the total cost of your loan including the interest rate, points and other fees.
- You have the RIGHT to ask for a Good Faith Estimate of all loan and settlement charges before you agree to the loan and pay any fees.
- You have the RIGHT to know what fees are not refundable if you decide to cancel the loan agreement.
- You have the RIGHT to ask your mortgage broker to explain exactly what the mortgage broker will do for you.
- You have the RIGHT to know how much the mortgage broker is getting paid by you and the lender for your loan.
- You have the RIGHT to ask questions about charges and loan terms that you do not understand.
- You have the RIGHT to a credit decision that is not based on your race, color, religion, national origin, sex, marital status, age, or whether any income is from public assistance.
- You have the RIGHT to know the reason if your loan was turned down.
- You have the RIGHT to ask for the HUD settlement costs booklet "Buying Your Home."

*From the Federal Trade Commission*