

# THE LENDING PROCESS

## what to expect

It's essential to meet with a lender early in the home buying process. First, you need to know how much you can afford to spend, so you're looking at homes in your price range. Second, it's good practice to include a pre-approval letter in an offer to demonstrate that you have a financially viable offer. The pre-approval letter becomes even more critical in a multiple offer situation.

### Tips for Choosing a Lender

- Talk to at least two lenders to shop rates and ensure you're getting the best terms possible. And don't worry, a new disclosure procedure TILA-RESPA Integrated Disclosure (TRID) makes it way easier to do this than ever.
- Understand what the closing costs are and what is covered.
- Ensure you're comfortable working with this person and trust that they have your best interest at heart. They'll handle confidential information about your finances and help you make one of the most significant purchases in your life.
- Out-of-town lenders can offer great rates and services; however, having a local lender and underwriting department can help mitigate any last-minute issues more efficiently.

### What to Expect from a Lender

- The **Loan Estimate** is what a lender sends once an application has officially been received and allows you to easily compare loans from different lenders.
- The **Closing Disclosure** reiterates the information in the Loan Estimate form and must be provided to you three business days before closing. Any changes to the form requires a new one to be prepared, and a new three-day waiting period.

### lender list

If you don't already have a lender, here's a list of lenders our clients have had success using in the past. We have no affiliated business arrangements with these individuals or companies.



**Tim Craft**  
Fifth Third Bank  
(513) 703-8142



**Ann Lafferty**  
Prime Lending  
(513) 478-7430



**TJ Reed**  
Union Savings  
(513) 314-9664



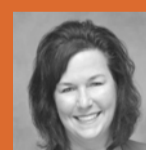
**Ron Erdmann**  
Guaranteed Rate  
(513) 470-3481



**Tim O'Brien**  
Zipfel Mortgage Group  
(513) 310-7180



**Jeff Aubrey**  
American Mortgage Service  
(513) 200-3282



**Melanie Ahrens**  
Regions Mortgage  
(513) 315-7283



**Sonia Riffle**  
Bank of America  
(513) 207-5317