

mortgage brokers:

WHO ARE THEY AND WHO DO THEY WORK FOR?

BY VICKY TAN

Here in Canada, about 35 per cent of mortgages originate through mortgage brokers (versus about 65 per cent of mortgage dealers in the United States).

Most people just walk into their local bank and fill out the paperwork, and believe they received the best deal. Well, is it the best deal for you, or for the bank?

When you walk into the bank, you will be shown only the products the bank has to offer. With the vast number of lenders and mortgage options available today, this strategy just doesn't make sense anymore.

You will never know what other options are available without working with a qualified mortgage broker. Mortgage brokers don't only deal with the major banks but also banks that specialize in mortgage lending. With all these options available to you through a mortgage broker's resources, you can be assured that you will receive the best rates and mortgage products to match your individual credit and financial situation.

In the past, it was thought that only those who had poor credit ratings sought the help of a mortgage broker to obtain a home loan. Today's educated borrower realizes that using the services of a mortgage broker will not only save them time and aggravation, but in most cases it will save them a substantial amount of money throughout the term of their mortgage.

You are better off going through a mortgage broker and letting them do the legwork to find you the best deal available. It's like having an advocate on your side during the lending process. The mortgage broker's experience will be able to identify the positives and negatives associated with all mortgage options available to you. The mortgage broker is a negotiator and will make your case to the appropriate lenders if your situation should contain some financial or credit challenges.



In most cases, the mortgage broker's negotiations will result in better terms or rates for those in situations that leave them not up to bank quality. Mortgage brokers build their business on referrals, providing personalized service and education to their clients, which larger banks are simply unable to provide. Because of this, you know that your mortgage broker has your best interests in mind with everything they do.

Most mortgage brokers will work with you and your schedule. If you are looking for a mortgage, discuss your needs with a mortgage broker and see what kind of deal they can offer you – you might be pleasantly surprised at the results.

So let's recap. Who can benefit from the services of a mortgage broker? Everyone, from the investor looking to use the equity in their home for further investments, to the entrepreneur who needs someone to understand what running a business is all about and the financial challenges that go with it. The first-time homebuyer will too find a wealth of information and mortgage products through a mortgage broker. Such buyers will find options like purchasing with no downpayment, cash-back mortgages, and even debt-consolidation programs that will enable a purchase in the near future.

Contact a qualified mortgage broker and see why more and more people have discovered that using a mortgage broker just makes sense.



If you have questions or concerns, please feel free to contact Vicky Tan at www.themortgageproviders.ca or vt@themortgageproviders.ca