

3 PILLARS OF RESIDENTIAL MORTGAGE LENDING

1

Keller Mortgage is a
**Mortgage
Banker**



WE NAVIGATE THROUGH TODAY'S LENDING CHALLENGES!

- A full-service mortgage banker processes, underwrites and funds the loan internally and has complete control over the entire loan process. Loan Officers can communicate scenarios and questions with underwriting!
- Loan Officers must be licensed and are required to take annual continuing education courses.
- Mortgage bankers have access to many different investors and lending programs. Some mortgage bankers, such as Keller Mortgage, sell directly to Fannie Mae and Freddie Mac which may result in reduced underwriting overlays.

The personalized service of a boutique lender with the negotiating power of a big company!

2

Broker



- Middle man in the lending process.
- Shops rates and programs with many banks.
- No control over underwriting and funding; they are at the mercy of the banks to close a transaction.
- Appraisals: Brokers have no control over this; the bank they are brokering to will order through their AMC.

3

Bank



- Controls the entire loan process.
- Only has access to their rates and programs.
- Loan Officers aren't required to be licensed or maintain continuing education requirements.



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