

# ***Loan Broker vs. Big Bank***

## **Benefits of Using a Loan Broker or Local Lender**

1. They will have more programs and offerings, and can adjust your mortgage to meet your personal situation. They can shop around for the best rate and are more flexible about loan conditions.
2. Having a personal loan contact who cares about you and your transaction can be the difference between buying the home, or the loan falling through.
3. A local lender is almost guaranteed to be able to close you faster than a big bank, and the odds that they will close on or before the closing date are much better. There's a lot of red tape when it comes to the mortgage process, and I have seen that big banks frequently get caught up in the process, and things get delayed.

## **Big Banks Don't Close Well, or Not At All**

Big banks like Chase, Wells Fargo, etc. can only offer you the programs they have. They add "overlays", which are tighter lender requirements than what are actually required. Additionally, their ability to adjust to changing conditions is limited.

## **A Final Note**

They don't really care if you bank with them and also have your mortgage with them. Most mortgages get sold after the loan is processed. Banks do this so they can bring in more money to finance new loans. Who you choose to do your loan depends mostly on what rate you can get, how they will handle the closing and how responsive they will be during the transaction.