

Reasons to Use a Local Lender

- **Better customer service and lower rate/cost**

When you work with a local lender, you can meet and talk with your loan officer in person. Large lenders like **USBank, Wells Fargo, Veterans United, USAA** and others that service loans nationally can be difficult to get in touch with, especially in the evening or on the weekends. If problems arise, it can take days to get answers.

- **Fewer delays**

Closing delays are more common with big lenders. If you use someone local, you are more likely to move into your home the day you plan to. Last minute moving delays are a huge headache – movers may have to be rescheduled, days off may need to be changed, utilities may need to be turned back on, etc.

- **Loan Commitment**

A loan commitment deadline is part of every contract (typically it is 10 days prior to closing). If this deadline is not met, the seller can terminate the contract and you run the risk of losing hundreds or even thousands of dollars (earnest money, inspection costs, appraisal fees can be lost). Big lenders are notoriously bad at meeting the loan commitment deadline, which puts you at risk of losing the home you plan to buy.

- **Greater likelihood that your offer will be accepted**

Homes often receive multiple offers, and it is common for sellers to favor buyers who are working with a local lender. If two or more offers are similar, the lender can be the deciding factor.

Ryan Weis
Flat Branch Home Loans
Cell: 618-567-5075
rweis@fblh.com

Steve Lacefield
Carrolton Bank
Cell: 618-616-2166
stevelacefield@carrolltonbanking.com

JR Obrecht
Homestead Financial
Cell: 314-393-1314
jr@hfmloans.com

