High Trust Loan Advisor Annual Home Loan Checkup!

Here are 16 easy items to discuss with your Loan Advisor during your Annual Home Loan Checkup:

1. Check on any additional payments that have been made.
2. Run an Amortization Schedule for the client.
3. Discuss any extra payments/partial payments that can be made and what that does long term.
4. Discuss the removal of MI if there is MI.
5. Discuss the clients Tax Bill and Tax Protest Options.
6. Discuss your Insurance bill/claims and any changes to the policy or coverage that should be made.
7. Discuss any other real estate needs? Any family real estate needs?
8. Discuss any servicing problems or struggles over the past year? Review the account for an escrow shortage or a potential escrow shortage and explain that to the client.
9. Compare their current loan to current interest rates and review any potential for a refinance? Set a rate mark for a refinance and put it in Rate Alert. Provide a cost estimate to the client for that refinance.
10. Any cash-out needs or home improvement plans for the next year?
11. Talk about any problems making their payment and if assistance might be necessary.
12. Talk about family changes/growth/divorce/elderly parents/kids moving out...whatever that could create a real estate change.
13. Discuss any chance of a recast of the note with an extra principal reduction.
14. Plan 5, 10 & 15 years out. Where do they want to be with their homeownership? Do they want to move up in 5 years to a larger home? Would building big equity over the next 10 years really help them buy a new home? Are they moving down to a smaller home to save money?
15. Talk about their current job and it's the location to their home. Do they need to try to relocate closer to work? To family? Further away...lol.
16. Do they have high-cost credit card debt they need to pay off? A cash out might be an option.

Homeowners in our area over the past 30 years have built amazing wealth with their homes. That won't change over the next 30 years.

EQUAL OPPORTUNITY LENDER