

# GETTING A MORTGAGE THROUGH AN **INDEPENDENT BROKER**

START



## BORROWER

When it comes to getting a mortgage or refinance, most borrowers first think of their bank or a large retail lender, but they offer limited options and often have higher rates.



## INDEPENDENT MORTGAGE BROKER

Mortgage brokers not only offer more options and lower, wholesale rates, they're part of the local community and build their reputation on creating relationships and offering personal service that earns repeat business and referrals.



## WHOLESALE LENDER

Mortgage brokers are able to shop multiple wholesale lenders to find the perfect mortgage match for their borrowers. Wholesale lenders compete with each other to earn business from mortgage brokers, resulting in a cheaper, faster, easier mortgage process.



## HOME LOAN FUNDED

The wholesale lender ultimately funds the loan - usually in less time compared to the industry average - and often services the loan by collecting and distributing the monthly payment.



## BORROWER RECEIVES HOME

Whether you're buying a new home or enjoying the benefits of a refinance, making the American dream of home ownership come true for borrowers across the country is the goal of everyone in the wholesale mortgage channel.

FINISH