

## **Top 10 Questions Listing Agents Should Ask The Loan Officer Before Accepting An Offer**

You're a savvy agent and know that there's important steps to every single Real Estate process, and surprises are about as welcome as a surprise bath for a cat! When you're locking in that offer on a home, it's not just about a signature; it's a commitment for the next 20-60 days. Time to make sure those well-qualified buyers and our sellers get the smooth ride they deserve with updates along the way.

Wondering how to guarantee not just a home closure but a dance of consistent, proactive communication? Look no further! Check out this cheat sheet with questions that'll peel back the layers of the buyer's lending situation. Your seller will high-five you for going the extra mile and dodging any 11th-hour curveballs.

Listing agents, be sure to ask these TEN QUESTIONS before accepting an offer.

1. Home Sweet Home Contingency: Does the buyer already own a home and is this purchase contingent on a home sale?
2. Paper Trail and Automated Wizardry: Have you gathered client documentation and run the file through Automated Underwriting?
3. Funds To Close: Will the borrower be liquidating any retirement or be getting a loan against their 401k? If so, has that process and timeline been discussed with your borrowers?
4. Closing Time Realness: Is this the timing of the closing date realistic?
5. Meeting Mortgage Contingency Goals: Can you meet the proposed mortgage contingency?
6. Did you review the MLS listing? Does anything in the listing cause you concern on the lending side? (property condition, property type, etc)
7. Borrowers Prep: Have you gone over the estimated monthly payment for property with the buyer and are they comfortable with?
8. Funds to the rescue: Does the borrower have the funds in case of an appraisal shortfall?
9. Team Captain Contact: What is the contact information for your team?  
Post-Contract Communication: What kind of regular communication can I expect after we go under contract?

**As always I'm here to help you and your clients every single step of the way to make the process as seamless as possible for everyone involved. Using guides like this will help ensure everything is buttoned up and that you have all the answers you need!**