

Falcon Mortgage, Inc.

2830 Sunset Drive

Camp Hill, PA 17011

717-695-7324 (Office) ✧ 717-395-8145 (Cell) ✧ 717-695-7325 (Fax)

Rick@FalconMtg.com

www.FalconMtg.com

Factors that determine your mortgage interest rate choices Debunking the Myth ~ “One Size Fits All”

- 1) Credit Score ~ Important Thresholds – 0-579, 580, 600, 620, 640, 680, 700, 720, 740, 741-850
- 2) Daily Interest Rate Stack ~not just one rate available. Today 16 rates available – from 3.375% to 5.125% in Conventional alone! ***At Falcon, It's the Buyer's choice*** based on 18 factors
- 3) Type of Home ~ Stick Built & Modular, Manufactured – single & double wide
- 4) Type of Mortgage ~ Conventional, VA, FHA, USDA, Reverse for Purchase (H for P)
- 5) Debt-To-Income Ratio (DTI)
- 6) Loan-To-Value Ratio (LTV)
- 7) Mortgage Insurance
- 8) Home Location
- 9) Mortgage Term
- 10) Seller Assist with Closing Costs
- 11) Lender's Rebate ~ varies daily, occasionally up to 4 times in one day
- 12) Points – buying the rate down
- 13) Loan Amount
- 14) Lock Term
- 15) Break Even in years ~ how long Buyer intends to keep the mortgage (move, REFI or payoff)
- 16) Income & Cash to Close
- 17) Fixed or Adjustable
- 18) Occupancy Type ~ Primary Residence, Investment (residential rental), Commercial



Licensed by the PA Department of Banking
Company ID # 52381 R Storbeck ID # 137314

