

“The Three Biggest Problems Homeowners Experience When Applying For a New Mortgage And How MSource Financial Group Solves them All!!!”

The closing costs and interest rate you had expected when you had originally signed up for your mortgage are different! This results in increased expenses and or a higher interest rate. What can you do to protect yourself?

1. Have the loan officer provide you a good faith estimate at the time of your initial application. Compare that to the closing figures you receive before you get the closing table. If there is a difference find out why. If there is a difference and your loan officer disclosed this to you prior to the closing then there should be a reasonable explanation. If not you may have been a part of a bait and switch scheme. At MSource Financial Group we guarantee our closing cost to be what we said they were going to be or we eat the difference. You can count on MSource to deliver the right rate with the right closing cost to you.
2. Your loan program changed when you got the closing table. Your loan officer told you one thing but when you went to close you had a completely different program. You had been lead to believe that you were qualified for a program that which you were not. Then when you got to the closing table your expectations were not met. With MSource Financial Group we look to provide solutions to your individual mortgage needs. So we don't give you an immediate answer or approval. There are too many things in the process that have an impact on your approval. At MSource Financial Group we find that our system works best when gather all of the information, get the full picture and then make a final determination. Because of our experience and our system we have found that our approval rate is close to 98% and for those who don't get approved we work with those clients towards getting a final approval.

3. Inexperienced Personnel Cause Delays and Financial Consequences.
Could this be anymore fearsome to a homeowner. How many thousands of dollars could you potentially lose by having an inexperienced loan officer giving you advice on your most valuable asset, your home. I have seen more people being put into the wrong mortgage over the years because the loan officer doesn't take the time or have the knowledge to do a comparison of what the effect is of different mortgage programs for their clients. At MSource Financial Group every client we have goes through a comparison to make sure that what we are doing for them is the correct program for their needs. There is no guess work. Our clients can see it in black and white. What does that mean for you? It means that now all of a sudden you can afford to fund an insurance program that you couldn't before, it means that the kids will have money in a college fund , it means that the second home that you wanted so desperately is now within reach all because we took the time to do a simple thing called a comparison.

There are many more problems associated when getting a mortgage. These are just a few of the top ones. The one thing you need for sure is a trusted advisor to show you the way. For information on MSource Financial Group and David Acquisti please contact us at 248-620-3434 or e-mail us at info@msourcefinancialgroup.com . We would be happy answer any questions concerning any portion of the mortgage application or the mortgage process.