



Actual Case Study

02/14/2019

Background: Borrower's were referred to this lender, *we are going to keep their name quiet, as to not embarrass them too much*, Borrowers was concern that they were not getting a good deal, and asked 1st Choice Mortgage for a 2nd look.

Here are the actual Loan Estimate from the other lender versus 1st Choice Mortgage:

Them

Loan Terms		Can this amount increase after closing?
Loan Amount	\$150,000	NO
Interest Rate	4.05%	NO
Monthly Principal & Interest <small>See Projected Payments below for your Estimated Total Monthly Payment</small>	\$1,113.29	NO
Prepayment Penalty		Does the loan have these features? NO
Balloon Payment		NO

1st Choice Mortgage

Loan Terms		Can this amount increase after closing?
Loan Amount	\$150,000	NO
Interest Rate	3.907%	NO
Monthly Principal & Interest <small>See Projected Payments below for your Estimated Total Monthly Payment</small>	\$1,102.56	NO
Prepayment Penalty		Does the loan have these features? NO
Balloon Payment		NO

Closing Cost Details

Loan Costs	
A. Origination Charges	\$1,295
% of Loan Amount (Points)	
Processing Fee	\$550
Underwriting Fee	\$745
B. Services You Cannot Shop For	\$520
Appraisal Fee	\$520
C. Services You Can Shop For	\$1,482
Title - Closing Protection Letter Fee	\$25
Title - Lenders Title Insurance	\$967
Title - Settlement/Closing Fee	\$450
Title - Title Endorsement Fees	\$40

Comparisons	Use these
In 5 Years	\$70,411 \$40,297
Annual Percentage Rate (APR)	4.258%
Total Interest Percentage (TIP)	33.806%

Closing Cost Details

Loan Costs	
A. Origination Charges	\$995
% of Loan Amount (Points)	
UNDERWRITING FEE	\$995
B. Services You Cannot Shop For	\$93
FLOOD CERTIFICATION	\$8
TAX SERVICE	\$85
C. Services You Can Shop For	\$1,064
TITLE – CLOSING PROTECTION LETTER FEE	\$25
TITLE – RECORDING FEE	\$45
TITLE – SETTLEMENT OR CLOSING FEE	\$200
TITLE – TITLE INSURANCE BINDER	\$794

Comparisons	Use these mea
In 5 Years	\$68,530 \$40,624
Annual Percentage Rate (APR)	4.04%
Total Interest Percentage (TIP)	32.456%

The results: Our borrower have significant less closing costs, no appraisal fee, lower title fees, and over the life of the loan will pay .21% less in APR., All other items are an identical Conventional, Rate/Term Refinance. Mortgage Brokers ARE Better, REALLY!

It paid for this borrowers to have a 1st Choice Mortgage take a

