

## Mortgage Business Prince George

### Who Are Actually Involved In The Mortgage Industry

#### Mortgage Broker

When it comes to a mortgage contract, there are two key players; the borrower and the lender. The mortgage contract can be successfully completed only when the requirements of both are satisfied. The mortgage broker has the busy job to make sure that all of the steps necessary by both parties are completed right. Mortgage brokers work for both the lender and the borrower.

When a mortgage broker is involved, there is typically 3 satisfied parties who make up the mortgage contract; the lender because they have given a loan which enhances their portfolio, the borrower since they have received a loan that suits their needs and the broker who has satisfied both people and therefore earned their fee. An analysis of a mortgage brokers' skills in a standard lending transaction must clarify the positions of both borrowers and lenders while illustrating the range of services which the broker carries out.

Brokering a mortgage comprises various steps from trying to acquire, to assisting in attaining, or obtaining a mortgage agreement from a lending institution for a borrowing client. This occurs in return for consideration or in anticipation of consideration.

#### Other Mortgage Originators

When pursuing a mortgage, there are other roads to explore. For instance, financial institutions have mortgage reps who have the main objective of developing alternatives and leads from their contacts in the community. A part of these representatives are commissioned or bonus based.

Construction sites and previous clients may be just some of the various sources from which the people within the mortgage industry come from. Sometimes, branches of financial institutions could refer business to their mortgage representatives when clients are not capable of visiting the branch. These representatives will normally visit clients at their home or at their work place if this alternative is more convenient.

#### Lender

Lending institutions or lenders are those who make funds available to borrowers. These lenders could be life insurance companies, credit unions, financial institutions like mortgage or loan companies, trust companies, chartered banks, MICs or also known as mortgage investment companies, private individuals, or governments.

#### Realtor

A realtor is a person who is defined as being duly licensed by provincial statute. They, on behalf of another, for in expectation of a fee, a gain or a reward, directly or indirectly, from any person, in any manner, attempts or offers to acquire or dispose of real estate. The realtor is duly licensed to solicit properties for sale, is willing to work with potential buyers, has proper disclosure and market houses for sale.

Provincial policies govern the business of real estate. Most real estate agents would belong to a number of organizations, like for example: a provincial real estate association, the national CREA or also known as Canadian Real Estate Association, and local real estate boards. They strictly adhere to the corresponding guidelines and code of ethics set forth by every association.

#### Property/Mechanical Inspector

The mechanical inspector, property inspector or home inspector are qualified to assess a home and property. They provide detailed written reports on things such as exterior structure, the interior structure, electrical work, plumbing, heating and cooling systems, roof and structural stability and insulation amongst other factors.

#### Appraiser

To be able to know the market value of a house, the real estate appraiser will evaluate a home and base their findings on the homes current condition. They will also compare the selling price to other comparable houses in the area. The estimation of market value established by the appraiser helps the lender determine a loan amount which is reasonable for the mortgage.

#### Lawyer

The lawyer is a really vital part of any real estate contract. Lawyers are responsible for the following: Review and preparation of mortgage documents; Assist with and reviewing the Contract of Purchase and Sale; Ensure that all closing documents have been properly completed, including the title insurance and the title search; Collect the transaction fees and disburse the money to the appropriate parties; Explain all closing documents to the customers, record all documents with the appropriate local governments and obtain signatures. Finally, the lawyers prepare and present a final Statement of Adjustments.

#### Mortgage Insurer

High ratio, institutional mortgages in Canada are those mortgages which represent more than 80 percent of the property value will need to get insurance against a non-payment. As part of the borrowing method, the borrower would acquire and pay for the insurance which protects the lender against non-payment.