

## Burnaby Mortgage Broker

### Mortgage Brokers - Doing Everything To Be Able To Assist Their Consumers

The responsibility of a mortgage broker is to act as a liaison between the client and the financial institution to negotiate a mortgage loan agreement. On behalf of businesses or other people, the broker will sell the mortgage loans to individuals who best fit the criteria for the specific product. They consider the customer's finances and look for the best solution for their unique financial situation. It is the task of the mortgage broker to explain the complex real estate financing laws to the client in order to make certain the client fully understands the situation and terminology involved. This is especially helpful for individuals who are first time buyers and understand nothing regarding how to apply for a mortgage loan.

Protecting the customer is the mortgage broker's utmost priority. It is the task of the broker to watch out for the customer while they are getting their loan. The screening process for a mortgage broker is intense. The person should be organized, dependable and detail-oriented. Because of the nature of their job, it is essential that the broker is trustworthy and absolutely transparent. The successful mortgage broker should be able to acquire the client's trust and treat them with respect throughout the whole procedure.

The mortgage broker will do their best to negotiate a fair deal between the customer and the financial institution. Nonetheless, once the loan agreement has been completed, the broker is no longer involved and any questions which the borrower may have should be directed towards the lender. Laws regarding mortgage licensing vary depending on the business location. The majority of places require mortgage brokers to have a practicing license. Nonetheless, some places simply limit the amount of loans a broker who is unlicensed can aid. Nevertheless, laws regarding licensing are being loosened in several locations because of the amount of individuals asking regarding them and some have even been done over the World Wide Web.

Some responsibilities that the mortgage broker must have knowledge of is the rates and policies of the various banks and lending institutions, looking over paperwork and terms of a client's loan, negotiating better rates, and collecting and disseminating paperwork which should go to the industry professionals. Because of their role in advising clients regarding financial issues, in particular first time buyers, they could be held liable for what they say. Wrongful advice or information supplied by the broker can result in termination or job suspension. Both the real estate and financial industries need mortgage brokers.