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Dear Management:  A refi quick-tip for the non-LO's among us... and geesh, even for some loan officers I've come across...  
  
This is for the questions you are getting right now... "Should I refi now?"  
  
All because a friend/acquaintance has heard that you work for a mortgage company, so OF COURSE you know the answer.  
  
A quick calc to explain the idea of "Is it worth it to them?".  
  
1 -- Ask them what their rate is now and what they've been quoted... divide by 12 and multiply by their current loan balance.  This will give you the interest savings per month, from the change.  
  
2 -- Calculate what 3% is of their current loan balance.  This will give you an "ok" estimate of the costs that will be incurred.  
  
3 -- Divide #2 by #1.  
  
= A rough estimate of how many months this change will take... for them to breakeven.  
  
So if they plan to move before that calc'd breakeven date... let them know.  
  
If not, send them to your favorite loan officer.    ;)  
  
Of course this is a simple calc and it does change... if the term shortens or the costs are put into the new loan.  
  
But not drastically for the breakeven point...  
  
Friends help good friends, and employees help good companies.