(Mr. Tenkey's Tips # 432) www.mrtenkey.com

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Dear Management: I just paid my annual property tax bill.

So, first... Ouch!

Second... it made me wonder...

Do you think your borrowers are taking varying tax districts into account, when making their buying decisions?

Are they evaluating the changes in purchasing power they may have... by just crossing over a tax line?

Are you (Mx. Loan Officer) bringing this up to them? (that added value thingy)

Well... you should...