Common Mortgage Mistakes Buyers Make

Slide 1 – Title

Common Mortgage Mistakes Buyers Make

Help Your Clients Avoid Delays, Denials & Costly Surprises

Slide 2 – Why Buyers Lose Loan Approvals

- Mortgage approval is an ongoing process until closing.
- Small financial decisions can create major problems.
- Lenders continually verify a buyer's financial status.
- Realtors play a key role in educating buyers.
- Preventing mistakes helps ensure on-time closings.

💡 **Pro Tip:**
Remind buyers that getting pre-approved is just the beginning—they must protect that approval until closing.

Slide 3 – Making Large Purchases

- Avoid buying cars before closing.
- Don't finance furniture or appliances.
- Delay expensive vacations or luxury purchases.
- New debt can increase debt-to-income ratios.
- Even "0% financing" affects loan approval.

💡 **Pro Tip:**
Tell buyers: "If it requires financing, wait until after closing."

Slide 4 – Credit Score Mistakes

- Never miss or make late payments.
- Don't open new credit cards.

- Avoid closing existing credit accounts.
- Keep credit card balances low.
- Don't co-sign loans for anyone.

💡 **Pro Tip:**
One missed payment can lower a credit score enough to change loan terms or even cause a denial.

Slide 5 – Employment & Income Changes

- Don't change jobs without consulting the lender.
- Avoid switching from salary to commission.
- Don't reduce work hours unexpectedly.
- Keep documentation for bonuses and overtime.
- Report any employment changes immediately.

💡 **Pro Tip:**
Always encourage buyers to speak with their loan officer before making any employment changes.

Slide 6 – Bank Account & Documentation Mistakes

- Avoid large unexplained cash deposits.
- Keep sufficient funds for closing.
- Don't move money between multiple accounts unnecessarily.
- Save all requested financial documents.
- Respond quickly to lender requests.

💡 **Pro Tip:**
The faster buyers provide documentation, the smoother underwriting usually goes.

Slide 7 – Communication Mistakes

- Stay in regular contact with the lender.
- Inform your Realtor of any financial changes.
- Read lender emails immediately.
- Meet all requested deadlines.

- Ask questions whenever unsure.

💡 **Pro Tip:**
Most closing delays happen because someone failed to communicate—not because of the loan itself.

Slide 8 – Realtor Best Practices

- Recommend buyers get pre-approved early.
- Reinforce "do not change your finances."
- Work closely with the loan officer.
- Educate buyers throughout the transaction.
- Keep everyone communicating until closing day.

💡 **Pro Tip:**
The best Realtors don't just sell homes—they help buyers successfully get to the closing table.

Closing Quote

> **"A great Realtor helps buyers find the right home. An exceptional Realtor helps them avoid the mistakes that keep them from owning it."**