



The NEW Rules of Real Estate®

10 RULES FOR TODAY'S HOME SELLER

Rule nine.

LENDING IS THE CAVEAT TO CLOSING.

WHAT YOU DON'T KNOW ABOUT HOME FINANCING CAN BE COSTLY.

1 in 3 buyer home loans don't get approved, usually because buyers are not aware of current standards and get rejected in the mortgage approval process.* Lenders have tightened their standards, and although restrictions have loosened, they're still scrutinizing a borrower's ability to repay. A real estate agent must be able to understand and navigate through the complexities of financing. First Team® agents will work with expert lenders to prevent your time from being wasted on a non-performing buyer, and to make sure significant deposits are not lost due to performance delays or forfeiture.

Experience a smooth transaction when you use a real estate professional who knows The NEW Rules of Real Estate®.



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REAL ESTATE