

## Mortgage Brokers Chilliwack

### Mortgage Broker Responsibilities - Six Major Categories

Mortgage brokers are professional liaisons that help borrowers find the right lenders. People looking for a real estate loan will go to a broker to work on their behalf.

Banks and other lending institutions were traditionally charged with the task of selling their products. When the market became more competitive, these companies have started to depend more heavily on the services of a professional mortgage broker. In nearly all real estate markets, particularly those within the US and Canada, the biggest sellers of mortgage products are mortgage brokers. The broker is responsible for finding a specific lender or bank which would offer a loan to their customer. Within Canada, mortgage brokers are paid by the lender. The borrower just pays the fees if they have below average credit.

Governmental regulations have been set up to help regulate mortgage brokers in order to make sure that they are operating under banking and finance laws. Nevertheless, every jurisdiction would have different laws which the brokers within the area have to adhere to. There is just one state in the United States where mortgage brokers are not regulated.

The broker has lots of jobs that they carry out. These responsibilities could be broken up into 6 major categories, including: Business Banking, where services are provided to mid-market companies; Retail Banking, where the broker deals with individuals and small businesses directly; Land Mortgage Banking, that deals with serving land mortgage loans; Corporate Banking, that is directed at large businesses in particular; Investment Banking, which only relates to activities on the financial markets; and Private Banking, that deals with high net worth individuals and their families.

The majority of banks are private enterprises that earn profit though there are some government owned banks that are non-profit. The most common government owned banks are central banks. Central banks are normally given the task of controlling the interest rate or supervising several commercial banks. In the event of a crisis, they can likewise act as a last resort lender.

A mortgage broker's activities vary depending on which jurisdiction they are located in. In some places, a mortgage broker is responsible for the suggestion they provide to their customers. They are held financial liable should the suggestion prove to be detrimental to the customers best interest. Then again, in various places the broker may be restricted to a sales job that just directs their client to another lender and is given a commission from the lender.

There are a few responsibilities that are usually followed by mortgage brokers. The first is advertising to draw clients and to evaluate the borrowers financial situation. This involves analyzing the customers credit history and affordability. The next step is to scan through all of the available lenders to find the best mortgage product for the customer. Lastly, they would apply for a lenders contract, gather the necessary documentation, and finish the lender application form. As soon as the legal disclosures have been explained to the client, the material is all given to the lender and the deal is closed.