

THE MORTGAGE CONVERSATION GUIDE

How to Prepare Before Speaking With a Mortgage Advisor

A productive first conversation does not require a perfect file. It requires a clear objective and enough information to identify what deserves attention.

BEGIN WITH THE DECISION

Bring the clearest picture you have today.

You do not need to diagnose your own mortgage needs or select a program before the conversation. Your advisor needs enough context to understand what you want to accomplish, when it may happen, and which parts of the financial picture need to be reviewed.

01 / OBJECTIVE

Define what you want to accomplish

Buying, refinancing, accessing equity, building, renovating, investing, or simply understanding what may be possible.

02 / TIMELINE

Know the approximate timing

Share whether the decision is immediate, approaching, tied to another event, or still exploratory.

03 / FINANCIAL PICTURE

Organize the basics

Be ready to discuss income, employment, available funds, credit obligations, property details, and any current mortgage.

04 / QUESTIONS

Bring what you want clarified

Payment comfort, cash preservation, qualification concerns, program tradeoffs, and long-term priorities are all useful starting points.

THE FIRST CONVERSATION IS FOR ORIENTATION

Its purpose is to identify the goal, determine what information matters, and agree on the most useful next step - not to pressure you into an application.

WHAT TO HAVE IN MIND

Prepare the outline, not a perfect package.

Exact documentation can follow after the advisor understands the situation. Approximate figures are often enough for an introductory discussion, as long as they are presented honestly and identified as estimates.

Your goal and property

- ☐ Purchase, refinance, equity, or investment objective.
- ☐ Expected property type and intended use.
- ☐ Target location or current property address.
- ☐ Estimated price, value, or mortgage balance.
- ☐ Important deadlines or contract dates.

Income and employment

- ☐ Employment or business type.
- ☐ Approximate income and how it is received.
- ☐ Length of employment or business history.
- ☐ Recent or expected changes in income.
- ☐ Other income you want reviewed.

Funds and obligations

- ☐ Available funds for the transaction.
- ☐ Amount you want to keep after closing.
- ☐ Approximate recurring debt payments.
- ☐ Major recent deposits or transfers.
- ☐ Other properties or mortgages owned.

Questions or concerns

- ☐ Monthly payment comfort.
- ☐ Cash needed and closing costs.
- ☐ Credit or qualification concerns.
- ☐ Program flexibility and tradeoffs.
- ☐ What should happen before applying.

**DOCUMENTS ARE NOT
THE STARTING
REQUIREMENT**

Do not delay a useful conversation because every statement, tax return, or employment record is not yet organized. The advisor can tell you which documents are relevant after understanding the profile.

USE THE CONVERSATION WELL

Ask questions that clarify the complete decision.

A useful mortgage discussion should connect qualification with payment comfort, transaction cash, total cost, timing, property fit, and the alternatives available to you.

PAYMENT
What would I actually pay?

Ask about the estimated total monthly housing expense, not only principal and interest.

CASH
What funds may be needed?

Discuss the down payment, closing costs, prepaids, reserves, and the cushion you want to retain.

OPTIONS
What should be compared?

Ask how the relevant structures differ in rate, payment, upfront cost, documentation, and flexibility.

QUALIFICATION
What could affect the plan?

Ask which income, credit, debt, asset, property, or documentation issues deserve attention before you rely on a particular scenario.

TIMING
What should happen next?

Clarify whether the next step is preparation, document review, pre-approval, a property estimate, a complete application, or simply waiting.

A GOOD FIRST CONVERSATION SHOULD LEAVE YOU WITH

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| 01 | A clearer understanding of the objective and the most relevant financing paths. |
| 02 | A realistic list of information or documents needed for a more complete review. |
| 03 | An explanation of the major tradeoffs, uncertainties, and decisions still ahead. |
| 04 | A specific next step that matches your timing and level of readiness. |

READY TO BEGIN WITH A REAL CONVERSATION?

Talk through the goal before choosing the loan.

(520) 526-9944 | ehgmortgage.com

Educational guide only. This is not a loan approval, commitment to lend, financial advice, or guarantee of financing. Eligibility, documentation, programs, pricing, property requirements, and results vary by borrower, loan, lender, property, and current guidelines.