

# CULTURE MORTGAGE

## What is a lender talking about when they refer to their rate sheets?

Rate sheets refers to current pricing available for the lenders loan products. A "rate sheet" will change throughout the day as the market moves, these changes will represent market conditions. Rate sheets do not only provide a list of current rates available in the market for the various loan products being offered. They also breakdown various pricing hits that particular scenarios will face. The pricing adjustments vary, but must be taken into account when reviewing and calculating someone's actual rate. A rate sheet is not something a novice should try to decipher because the chance of miscalculation without the assistance of a professional is significant.

The most important aspect of a rate sheet that most people fail to understand is they have multiple interest rates available for the particular program they are seeking. I suggest reviewing this article titled "Evaluating Interest Rates" to get a more in depth understanding of how interest rates function.

Although rate sheets may be reviewed with consumers from time to time, an equally important sheet to review which is usually neglected is the rate lock confirmation. Making sure your rate is locked in at the particular terms you have agreed to is crucial. If your lender has locked the rate, they should be able to produce this lock confirmation. Ask for it. If the rate sheet has been represented to you correctly from the start, and your lender has been forthcoming with information regarding your rate and fee structure there should not be any surprises with your rate lock confirmation.

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