Preferred Lenders

MRC often use preferred lenders for a variety of reasons, ultimately aiming for a smoother and more efficient home buying process for both themselves and the buyer.

Here's a breakdown of why we establish relationships with preferred lenders:

1. Streamlined and Efficient Process:

- Familiarity: Preferred lenders are typically well-versed in the builder's specific processes, paperwork, and timelines, leading to a faster and more streamlined loan application, approval, and closing.
- Expertise: These lenders often specialize in new construction financing, understanding the unique challenges and requirements of this type of loan.
- Coordination: Close collaboration between the builder and the preferred lender can help proactively address potential financing hurdles and ensure a smoother transaction.

2. Potential Cost and Time Savings:

- Incentives: Builders may offer financial incentives for buyers who choose their preferred lender, such as closing cost credits, free upgrades, or even a lower interest rate.
- Reduced Risk: By working with a lender they trust, builders can reduce the risk of financing falling through, leading to delays or lost sales.
- Faster Closings: A streamlined process can lead to quicker loan approvals and closings, potentially saving time for both the builder and the buyer.

3. Building Trust and Relationships:

- Trusted Partners: Builders prefer to work with lenders they know and trust, ensuring a reliable and professional experience for their buyers.
- Reputation: A good working relationship with a reputable lender reflects well on the builder's overall reputation.

4. Benefits for the Buyer (potential):

- Specialized Service: Buyers might benefit from the lender's expertise in new construction loans and the builder's specific requirements.
- Potential Incentives: Buyers could potentially gain financial advantages through builder-offered incentives tied to using the preferred lender.
- Smoother Process: A streamlined process can lead to a less stressful and more efficient home buying experience for the buyer.

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Preferred Lenders

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4.7

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First Horizon Bank

4.6

NMLS #472329

See Offers   3%   620