



# REALTOR®/Lender Task Force

## A New Chapter begins at WSRAR

For those of you who don't know, REALTORS and Mortgage Lenders have come together at the Winston-Salem Regional Association of REALTORS. The REALTOR/Mortgage Lender Task Force has begun.

The REALTOR/Mortgage Lender Task Force exists to improve communication between mortgage lenders and brokers with the goal of improving the real estate transaction for all parties involved. The focus of the group is to enhance the understanding of the mortgage lending process in a real estate transaction for the buyer, seller and REALTOR. This should make the real estate transaction run smoother, and may lead to proposals which could make the loan process better for all parties.

At this point in time we have had two successful meetings. With over 35 people at the last meeting, topics were plentiful. These topics will provide for excellent discussions to educate REALTORS and Mortgage Lenders alike. We share a common denominator, assisting and educating the public (our clients) in making informed decisions when buying or selling a home. This committee will provide a forum for these two industries to help understand each other's needs and find common ground in reaching their prospective goals.

### So what is in store for the Task Force?

- Get the word out – banks and mortgage companies are still lending money! Lending standards are tighter than before, but less than perfect borrowers can still get loans up to 100%!
- Understanding Due Diligence: How important it is for your buyer to talk to a lender prior to making an offer.
- Create a space on our WSRAR website for mortgage information with “need to know” links. List information your buyer needs to supply the lender for faster approval.
- Mortgage lenders in our market offer diverse products and services. We plan to create a blog for FAQs so that when you have a unique property or buyer, you can find a lender that can meet their needs.
- Discussion with underwriters and loss mitigation professionals on how they are dealing with the market.

The topics are many, and we could continue on. This committee was developed to make us all better in what we do day in and day out. WSRAR is one of the most valuable tools any REALTOR has at their disposal. This task force relies on involvement and participation from the WSRAR membership and from the Mortgage Lenders Association (WSMLA). We are supplying you the vehicles, now get on for the journey! Thanks to all that attended our last meeting. We look forward to seeing you at our next meeting, Wednesday March 23rd, 10:30 a.m. at WSRAR.

**Brad Hunter, REALTOR® Co-Chair**

**Jennifer Chrysson, Mortgage Lender Co-Chair**

Please click on the link below for a list of all the meeting date and times!  
We hope to see you soon! <http://www.wsrar.com/2011/2011MeetingDates.pdf>