



## General Pre-Qual Scenario & Lender Guidelines

This information should **NOT** be used to replace the HomeLife Decision Tool but should be viewed as a guide when the following client scenarios are encountered:

1. Non-owner occupied property (investment property/ second homes)
2. Owner Occupied properties that **DO NOT** receive an “Eligible” status in Decision Tool
3. Properties with an unfamiliar lender/ servicer/ investor/ credit unions, etc.
4. All borderline scenarios that **DO NOT** clearly fit into the government program or HomeLife Decision Tool. Examples include but are not limited to:
  - a. Extended periods of delinquency (8-12+ months behind)
  - a. Homeowner has already submitted financials to lender
  - b. Homeowner declined for a loan modification with lender
  - c. Clients open to an alternative loss mitigation solution (i.e. deed in lieu of foreclosure, forbearance, short sale, etc.)
  - d. Any scenario that decreases the probability of a beneficial solution

### Lender Quick Reference Chart

Lender/ Servicer/ Investor	Government Programs OK	Non-Owner Property OK	Investor/ In-house Programs Available
<b>Bank of America</b>	YES	YES	YES
<b>Chase Bank</b>	YES	YES	YES
<b>CitiMortgage</b>	YES	YES	YES
<b>Wells Fargo</b>	YES	YES	YES
<b>Wachovia</b>	YES	YES	YES
<b>IndyMac</b>	YES	NO	Submit Pre-Qual
<b>One West Bank</b>	YES	NO	Submit Pre-Qual
<b>Metlife</b>	YES	NO	YES
<b>Everhome</b>	NO	YES	Submit Pre-Qual
<b>Suntrust</b>	YES	NO	Submit Pre-Qual
<b>HFC</b>	NO	NO	YES
<b>Beneficial</b>	NO	NO	YES

**Disclaimer:** Please note that HomeLife/ K2Law cannot guarantee any specific outcome based on a submitted pre-qualification form. As many of you know there are many times a client scenario appears to fit the box only to have the lender decline and there are also a large number of cases a scenario appears challenging only to have a tremendously successful outcome.

Bottom line, we will utilize all of the necessary resources to achieve the best loss mitigation solution available. Please set the proper level of expectation and allow the client to evaluate the value of our services and make an informed decision to pursue our solution on its own merit.

For more training resources visit [www.HomeLifeSolution.com](http://www.HomeLifeSolution.com) and click “Associate Login”.