

# Residential Refinance

1. **Financial Goals:** Are you looking to lower monthly payments, shorten the loan term, tap into home equity, or switch from an adjustable-rate to a fixed-rate mortgage?
2. **Existing Mortgage:** Can you share the current interest rate, remaining balance, loan term, monthly payment, and whether it's fixed or adjustable-rate?
3. **Current Financial Situation:** What is your current income, credit score, debt-to-income ratio, and employment status to help determine loan eligibility?
4. **Length of time:** Will you remain in the property long enough to recoup refinancing costs, or are you planning to sell or move in the near future?
5. **Purpose:** Are you considering a cash-out refinance, and what's the purpose? If accessing equity, is it for home improvements, debt consolidation, or another goal, and how much cash are you seeking?
6. **Potential obligations:** Have you made significant home improvements, added liens, or taken on new debts that could impact the loan-to-value ratio?
7. **Loan terms or features matter to you most:** Do you prefer a lower monthly payment, a shorter term, no prepayment penalties, or a specific loan type (e.g., FHA, VA, conventional)?