

Episode 041 Closing Costs, Interest Rates, and How Mortgages Work with Penny Charlson

Shopping for a home is a huge and tough thing to do, especially when you're a single mom or someone who is going through divorce. When you are considering buying a home, everything should still be within your budget range, arming yourself with knowledge over financial things and having someone to simplify things for you is the best thing to do.

Penny Charlson is a Mortgage Loan Expert and a Branch Manager. She has 12 years of experience as a real estate agent and has been in the mortgage business for more than 20 years. She is experienced with many different loan programs including refinancing, purchasing, and other transactions with unique circumstances and special challenges.

In this episode, Penny shares her knowledge about everything you need to know in the mortgage industry. She helps her clients by doing all the math and educating them carefully to have a good understanding of the process, allowing them to make the best decisions.

Special offer: Penny is offering \$500 off of closing costs when you mention this podcast episode.

In this episode, we discuss:

- How interest rates and closing costs are interrelated
- Being creative in finding options
- What constitutes "a total debt"
- Doing the math to have better options that will best suit your needs and situation
- Credit reports and using Credit Karma
- Having patience and taking the time to educate yourself
- The importance of face-to-face meetings
- The pre-approval process and how it all works
- Knowledge + Experience = Confidence to make good decisions

RESOURCES:

<u>Credit Karma</u> – a tool to manage your credit

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Visit the Women's Financial Wellness Center for a <u>full directory listing of experts</u>.

Be sure to reach out if you would like to connect personally with the Women's Financial Wellness Center. You can visit our website or grab a complimentary 30-minute consult.

Keywords:

divorce, conversations, women, financial, wellness, marriage, finances, mortgage, credit, loans, house, home, rent

[&]quot;There's a solution to every problem."