

# MORTGAGE 101

**ST. AUGUSTINE & ST. JOHNS COUNTY BOARD OF REALTORS®**

1789 Lakeside Avenue \*St. Augustine, FL. 32084

Phone: 904-829-8738 \*Fax: 904-823-9512

**Monday**

**October 23 – 10am to Noon**

***What it takes to get your customer to the closing table and what can kill the deal!***

***Loan flow***

***Required documentation***

***Credit***

***Income***

***Employment***

***Assets***

***Appraisal***

***Interest Rates***

***Loans / Products / Eligibility***

***Risk Factors/Overlays***

**Presenter: Penny James**

***Bring your questions for after!***

To register for this class please call 904-829-8738

or email [education@stjohnsrealtors.org](mailto:education@stjohnsrealtors.org).

