

**Subject:** Two Buyer Guides Worth Sharing  
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**From:** Charlie Content  
**To:** Melissa Gates



Hello Markie!

It can be easy for your homebuyers to feel overwhelmed by the mortgage process simply because they don't know what to expect.

We've put together a couple of quick guides that answer two of the most common questions buyers ask.

**What questions will a loan officer ask?** A simple walkthrough of the conversation buyers have when they first speak with a lender.

**What do lenders actually look at when approving a loan?** A breakdown of the key factors lenders review during underwriting.

These guides can help buyers feel more prepared before they begin the process.

If you ever want to walk through financing options for a listing or a buyer scenario, I'm always happy to connect.

Thanks,  
Charlie



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