

- 1 When taking a loan application, a mortgage loan originator needs to:
 - A. Make certain all pages are initialed
 - B. Make certain the last page is signed by all borrowers
 - C. Guess the nationality of the borrowers if they don't check the appropriate boxes on the loan application
 - D. All of the above
- 2 Another name for the loan application is:
 - A. 1003
 - B. 1008
 - C. CD
 - D. HUD-1
- 3 When it comes to signatures on a loan application, one thing we need to remember is:
 - A. Docusign is not allowed for loan applications
 - B. All signatures need to be "wet" signatures
 - C. No signatures can be forged
 - D. All documents need to be signed at the same time
- 4 Documentation the underwriter will definitely need includes:
 - A. Bank statements, tax returns, pay stubs, W2s
 - B. Bank statements, utility bills, tax returns, W2s
 - C. Credit card statements, utility bills, pay stubs, W2s
 - D. Credit card statements, tax returns, pay stubs, W2s
- 5 The ratios the underwriter needs to look at are the:
 - A. Debt to Income Ratio
 - B. Loan to Value Ratio
 - C. Both A and B
 - D. Neither A or B
- 6 The mortgage loan officer indicates on the loan application that the buyer is going to put \$20,000 down at closing but only has \$400 in their checking account. Which of the following statements is TRUE?
 - A. This will not be a problem
 - B. This will only be a problem if the borrower's ratios are too high
 - C. This will only be a problem if the buyer has poor credit
 - D. This is going to be a problem
- 7 "Is it Real" refers to:
 - A. Are the tax returns the same ones submitted to the IRS
 - B. Was the earnest money actually paid by the buyer
 - C. Do the bank statements provided actually belong to the buyer
 - D. All of the above
- 8 One thing we need to really remember as real estate professionals is:
 - A. We are not mortgage loan professionals and should never quote interest rates
 - B. We do not have to know anything about mortgage loans
 - C. We do not have to know anything about tax implications of buying real estate
 - D. We do not have to know anything about the legal aspects of buying and selling real estate
- 9 The purpose of earnest money is:
 - A. To provide liquidated damages for both buyer and seller in the event of default of either party
 - B. To show how serious the buyer is about purchasing this property by putting some "skin in the game"
 - C. None of the above
 - D. Both A & B

10 As real estate professionals, we need to make absolutely certain that:

- A. The name(s) on the title and the real estate purchase contract are exactly the same
- B. All names are spelled exactly correctly
- C. Every person who is going to be on the loan are also on the real estate purchase contract
- D. All of the above

1.D 2.A 3.C 4.A 5.C 6.D 7.D 8.A 9.D 1.D 2.A 3.C 4.A 5.C 6.D 7.D 8.A 9.D 10.D

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