

# WHY WORK WITH A BUILDERS PREFERRED LENDER



**JENUANE  
COMMUNITIES**

Your Local Homebuilder

Buying a home is a big investment for most people, and choosing the right lender is an essential part of the process. The right lender can help you secure the financing you need to purchase the home of your dreams while also providing you with the guidance and support you need to navigate the often-complicated home buying process. One type of lender that can be particularly beneficial for homebuyers is a builder's preferred lender. In this guide, we'll discuss what a builder's preferred lender is, the benefits they provide to homebuyers, and how they differ from other lenders.

A builder's preferred lender is a lender recommended by the builder to homebuyers. These lenders have a working relationship with the builder and are familiar with the specific needs of the builder and their customers.

At Jenuane Communities, we partner with three preferred lenders who offer specialized services to our home buyers. Our preferred lenders have a deep understanding of our homes and communities and can offer unique financing options that can help homebuyers save money and simplify the home buying process.

Choosing the right lender can make a significant difference when buying a new home. Builder's preferred lenders can provide unique benefits and advantages to homebuyers that other lenders may not offer.





## BENEFITS FOR HOMEBUYERS

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Working with a builder's preferred lender can provide several benefits to homebuyers. These benefits include lower interest rates and fees, faster loan processing times, access to exclusive loan programs and incentives, and better communication and coordination with the builder.

### **Lower Interest Rates and Fees:**

Builder's preferred lenders often offer lower interest rates and fees than other lenders. They may be able to offer these lower rates because of their relationship with the builder or because of their ability to offer specialized financing options that other lenders cannot provide.

### **Faster Loan Processing Times:**

Builders' preferred lenders can often process loans faster than other lenders because of their experience working with the builder. They can provide a more streamlined and efficient loan process that can help homebuyers close on their loan.



## COMMON MISCONCEPTIONS ABOUT BUILDER'S PREFERRED LENDERS

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Some buyers believe that a builder's preferred lender may not offer enough loan options. Others may be concerned that the lender is biased in favor of the builder or that the homebuyer may not receive the best possible deal. However, these are common misconceptions.

Preferred lenders must adhere to strict lending regulations and are required to offer the same loan programs and interest rates to all borrowers. In fact, a builder's preferred lender can offer home buyers more loan options and lower interest rates because of their relationship with the builder. Working with a preferred lender can also help home buyers save money on closing costs and other fees, which can make the home buying process more affordable. **It is important for home buyers to understand that builders do not receive kickbacks or incentives** for when buyers choose to work with their preferred lender. The lender is there to help the homebuyer find the best loan program to fit their individual needs.



# THE HOME BUYING PROCESS WITH A BUILDER'S TRUSTED LENDER

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The first step in the homeownership process is to complete a loan application to get pre-qualified and receive an estimated loan amount. During this step, you'll provide financial documentation to the lender and get pre-approved for a specific loan amount, which will tell you how much house you can afford.

Your preferred lender will help you understand the many different loan programs. Including:

- **Traditional 30-Year Fixed Mortgages**  
Like the name suggests, this type of mortgage is paid off over 30 years, and the interest rate never changes unless you refinance, of course. This is the most popular type of mortgage.
- **FHA Loans**  
An FHA loan is a government-backed mortgage loan that can allow you to buy a home with looser financial requirements. You may qualify for an FHA loan if you have debt or a lower credit score.
- **VA Loans**  
Also backed by the government, VA loans are a benefit for active-duty and veteran military service members and spouses. These loans require \$0 down.
- **Adjustable Rate Mortgages**  
ARM yourself with an adjustable-rate mortgage. An ARM is a home loan that allows the interest rate to adjust over time. This means you can lock in your starting interest rate for a period of time, and in the case of the 5/1 ARM, that period is five years. With a 5/1 ARM, your mortgage rate stays fixed for five years. After that, the interest rate adjusts once yearly based on the index stated in the loan agreement.

## Let Us Help You Find The Loan That Fits Your Life



### Conventional Loan

Competitive Rates & Countless Options



### FHA

I Want to Keep my Payment Low



### USDA

I'm Interested in a Rural Home



### VA

Show Me Options for Vets & Military



### Lock & Shop

Lock Your Loan & Start Shopping



### Jumbo Mortgage

Get More Buying Power



### DPA

Down Payment Assistance: Guild Can Help

[LEARN MORE](#)

After getting pre-approved for a loan, you'll choose a real estate agent; this can be one of our trusted agents on the **Jreality team**, or you may also choose to work with your own agent. During this step, you will sign your sales contract and loan disclosures. You'll also attend the home inspection or review the inspection report to ensure that the home meets your expectations.

Finally, the mortgage company orders the appraisal and approves your loan. Once your loan is approved, you'll finalize the loan details, sign the paperwork, and receive the keys to your new home. YAY!

# JENUANES PREFERRED LENDERS



## GUILD

“A mortgage properly tailored to your needs becomes an instrument that enables a whole new life.”

– CEO, Mary Ann McGarry

### Experience the Guild Difference

For nearly six decades, Guild Mortgage has been helping home buyers with a personal touch. The company includes more than 250 branches throughout the country including Reno. With years of experience working with Jenuane Communities, Guild helps deliver a simplified, seamless closing process. Direct benefits to buyers who choose Guild include:

- \$1,500 Credit Towards Closing Costs
- Save 50% on Escrow Fees
- Reduced Earnest Money Deposit
- Less Money Down for Options & Upgrades
- No Per Diem Fees for a Late Closing
- Jenuane’s team of loan officers is headed up by two teams, the Gifford Team and the Secord-Hastings Team.



### Secord-Hastings Team

775.360.7037

[secordhastingsteam@guildmortgage.net](mailto:secordhastingsteam@guildmortgage.net)



### Gifford Team

775.360.2737

[Buyers@thegiffordteam.com](mailto:Buyers@thegiffordteam.com)



### The Shumard Team

775.312-6650

## PREMIER MORTGAGE RESOURCES

**For us, it's all about the community we lend in.**

The dream of homeownership should be achievable by all. Premier Mortgage Resources was founded on a passion to help all Americans achieve the dream of homeownership. With a local presence in Nevada, our team works relentlessly to help our community navigate the mortgage process and jump into homeownership. In partnering with Jenuane Communities, we offer a seamless closing process with:

- \$1,500 Credit Towards Closing Costs
- Reduced Earnest Money Deposit
- Less Money Down for Options & Upgrades
- No Per Diem Fees for a Late Closing
- The Shumard Team with Premier Mortgage Resources is Standing By to Assist

# US BANK

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**“Thinking about buying a new home?  
No problem, we're here to help.”**

## **- Home Mortgage Loan Team**

No matter where you are in the home buying process, Mark Clore at US Bank can help.

US Bank, a trusted lender and 6th largest mortgage company specializing in new construction financing. A Full-Service Lender with Portfolio Loans, Down Payment Assistance, and Permanent and Temporary Interest Rate Buydowns. Free pre-approval services in minutes and Interest Rate and Payment Protection plans up to 360 days. All existing and new bank customers receive up to \$1,000 credit toward closing costs.



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**Mark Clore**

877.729.4595  
mark.clore@usbank.com



Working with a trusted lender is a crucial part of the home buying process. By choosing a builder's trusted lender like Guild Mortgage, Premier Mortgage, or US Bank, you can take advantage of exclusive loan programs and incentives, benefit from better communication and coordination with the builder, and enjoy a faster and smoother loan process overall.



## GET STARTED WITH OUR CONCIERGE TEAM

If you're ready to start your home buying journey, join our VIP Priority List and get prequalified for your new home!

[CONTACT US TODAY TO GET STARTED](#)

Our Concierge Team is available seven days a week to answer any questions or help kick-start your home buying journey.

**We Buy Here. We Build Here. We Live Here.**

Ph: 775.379.8100 E: [Concierge@JCommunities.com](mailto:Concierge@JCommunities.com)

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