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To: Lt. Governor's OfficeLtGov@scstatehouse.gov
Date: 4/26/2018 5:23:11 PM
Subject: Help Your Customers Save Thousands on Their Mortgage

Good Afternoon,

Most consumers will comparison shop for cell phones, televisions, and cars....but fewer than 50% will comparison shop for a mortgage. We recently performed a research study on [mortgage rates being offered](#) by lenders across the United States and found some really interesting results.

Key Findings:

- Shopping around can save thousands over the life of the loan
- Credit Score is critical to getting the most competitive rates
- Savings available for refinance loans are currently better than for a purchase loan

The data for this study was [analyzed by the Mortgage Savings Tracker](#) and shows the importance and value of shopping around for a mortgage. I invite you to link to these resources on your website. These reports and tools can help home buyers to make more informed decisions!

<https://www.lendingtree.com/home/mortgage/rates/mortgage-rate-competition-index/>
<https://www.lendingtree.com/home/mortgage-offers-report-february-2018/>
<https://www.lendingtree.com/content/uploads/2018/03/The-LendingTree-Mortgage-Rate-Competition-Index.pdf?pdf=whitepaper>

We generate a new mortgage offers report every month. If you'd like to be updated when each new report is released; let me know, and I will make sure to send you a copy each month. Thank you for your time and have a fantastic day!

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