



**Jim Sample**  
Sample Mortgage X  
1335 Strassner  
Saint Louis, MO 63144  
314-987-6543  
[jim@samplexmortgage.com](mailto:jim@samplexmortgage.com)



## Interest Rates: When is the Best Time to Lock?

Dear Roger & Nicole,

When it comes to mortgage loans and interest rates, it's never a good idea to gamble. That's why I typically advise my clients to lock in an interest rate at the earliest opportunity. This is just one step of the standardized system we have put in place to ensure the best possible loan experience for each borrower that we work with.

A mortgage loan cannot be closed without a locked-in rate, and there are three main elements to take into consideration:

- Interest rate
- Points or fees
- Length of the lock

Locking in a rate does not obligate the borrower to commit to the loan until the loan is actually closed. The lock is merely a security measure designed to eliminate the risk of market volatility throughout the duration of the purchase or refinance transaction. Our standard procedure is to lock in a rate as quickly as possible. My team and I want our clients to know that while interest rates fluctuate daily, most lenders do not want to lose any business because of it. If a significant rally causes interest rates to drop 0.25% or more, we know that we can most likely renegotiate the rate.

By knowing our clients' needs and working intimately with them to make the right decisions early on, my team and I are proud to say that we have helped them to achieve their home ownership dreams.

Please feel free to contact me at 314-987-6543 or [jim@samplexmortgage.com](mailto:jim@samplexmortgage.com).

Sincerely,

A handwritten signature in black ink that reads 'Jim Sample'.

Jim Sample  
President  
Sample Mortgage X  
NMLS #45678  
Company NMLS #1234  
<http://www.SampleX.com/jimsample>



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1335 Strassner Saint Louis, MO 63144



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