



“What’s the difference between being “Pre-Approved” and “Pre-Qualified?”

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Most homebuyers—and even many real estate agents—use these terms interchangeably, as if they mean the same thing. The fact is, “*pre-approval*” and “*pre-qualification*” are vastly different.

With a **pre-qualification**, all the important financial details are stated—verbally. That means the buyer tells the loan consultant what they make, what they spend, what debts they have, what they *think* their credit looks like, what assets they own, etc. The loan consultant may ask for this information in writing, but the key point is that everything is provided by the prospective borrower without any confirmation or third-party verification.

In other words—**no proof**.

The loan consultant then does a little “fast math,” calculates a debt ratio, and issues a letter offering an opinion on the borrower’s creditworthiness. Typically, there’s a line stating it’s all “subject to written verification of all requested material.”

A **pre-approval**, on the other hand, is a very different—and far more meaningful—process.

An experienced loan consultant will take a full mortgage application, pull and review the borrower’s credit for accuracy, collect written proof of income (and/or tax returns), obtain actual bank statements, and verify assets and debts. From there, the file is run through an automated underwriting system to determine an “**approved/eligible**” status. A true approval letter is then issued, clearly outlining the basis for that decision.

Now, if you’re a serious buyer—which route would you choose?

If you’re a seller, which buyer would you take more seriously?

And if you’re an agent, who would you rather work with to present the strongest possible offer?

Don't waste your time on "pre-qualification" letters. They're often not worth the paper they're written on. More often than not, it simply means someone in the process didn't take the time to do the job thoroughly.

It doesn't work that way, friends.

With over 20 years of providing superior service to my clients and their real estate partners, I've built my business on being thorough, timely, accessible, and professionally involved every step of the way. That's how you create an exceptional loan experience.

If you're ready to be taken seriously in today's market, let's start with a true pre-approval. Reach out to me today, and I'll guide you through the process the right way—so you can move forward with confidence and make your strongest possible offer.