



10 Mistakes Austin Homebuyers Make When Rate Shopping

- Chasing the lowest rate and missing the hidden fees.
- Choosing a lender who's slow to respond in a fast-moving market.
- Not understanding which loan programs work best for Austin's mix of condos, new builds, and older homes.
- Comparing quotes days apart—not apples to apples.
- Trusting a big national lender over a local expert who knows how to win in a multiple-offer situation.
- Not locking a rate soon enough during a volatile week.
- Skipping the power of a fully underwritten preapproval (Austin sellers want certainty).
- Believing your online rate is guaranteed, when it's often just a teaser.
- Not asking about appraisal gap strategies or lender-agent coordination.
- Making a switch mid-deal over a fraction of a percent—and risking your earnest money.



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