

2017 NRMLA Annual Meeting

NOV. 13 – 15 • SAN FRANCISCO

The Math Behind the HECM

Agenda

- Interest Rates
 - Expected Rates and Look Up Floor
 - Note Rates
- Principal Limit Factors
- Payment Plan Math
- Ongoing MIP
- Amortization Schedule

- TALC
- Loan Growth
 - Line of Credit
 - Expected Rate
 - Initial Rate +
 - Yield Curve
- Partial Repayments
- Monthly Statements

The Numbers

INTEREST RATES, PLFS, MIP, AND PAYMENTS

Principal Limit Factors

- Principal limit tables determine the % of maximum claim amount borrower(s) will receive.
- The youngest borrower or non-borrowing spouse's age (within 6 months of Closing), and expected interest rate determines what factor will be used.
- HUD changes these factors from time to time; depending on the projected performance of the HECM portfolio.
- Currently there is an Effective Interest Rate Floor of 3.0%.
 Expected rates of 3.06% (rounded) or less would provide the same principal limit.
- Principal limit factors stop increasing at age 90.

PLF Table – Sample

- ▶ The partial table below shows the factor used to calculate principal limits for expected rates near 4.0% for borrowers between 70-80. Rates are rounded to the nearest 1/8%.
- ▶ To see the table click HERE.

Illustration

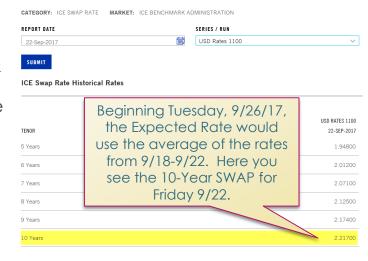
72 year old with a \$300,000 max claim

Exped	ted Rate	•	Principal Limit			
	4.06%	ó	\$157,200			
	4.56%			\$148,200		
4.375	0.500		4.500	0.493		

70	4.000	0.522	4.125	0.515	4.250	0.507	4.375	0.500	4.500	0.493
71	4.000	0.522	4.125	0.515	4.250	0.507	4.375	0.500	4.500	0.493
72	4.000	0.524	4.125	0.516	4.250	0.509	4.375	0.502	4.500	0.494
73	4.000	0.532	4.125	0.524	4.250	0.517	4.375	0.510	4.500	0.503
74	4.000	0.539	4.125	0.531	4.250	0.524	4.375	0.517	4.500	0.510
75	4.000	0.547	4.125	0.540	4.250	0.533	4.375	0.526	4.500	0.519
76	4.000	0.553	4.125	0.546	4.250	0.539	4.375	0.532	4.500	0.525
77	4.000	0.562	4.125	0.555	4.250	0.548	4.375	0.541	4.500	0.534
78	4.000	0.571	4.125	0.564	4.250	0.557	4.375	0.550	4.500	0.544
79	4.000	0.576	4.125	0.569	4.250	0.562	4.375	0.555	4.500	0.549
80	4.000	0.585	4.125	0.578	4.250	0.572	4.375	0.565	4.500	0.559

Interest Rates – Expected Rate

- Based on the 10 year SWAP from the previous week's average as published on the <u>The Intercontinental Exchange</u> (ICE) website.
- Add the lender's margin to the current 10 year SWAP to calculate the expected rate.
- Expected rates of 3.06% or less will maximize proceeds.
- Increasing expected rates will decrease principal limit amounts.
- The 10 year SWAP is a likely indicator of what rates MIGHT be in the future.



Principal Limit Lock

Most lenders offer a Principal Limit Lock. A PLL allows the borrower to receive the expected rate at application or closing to be used which provides the most money, provided they close within 120 days of FHA Case Number Assignment.

PLP Protects Low Expected Rates

Application Closing [OPTION 1] [OPTION 2]

FHA Case #

PLP Begins

· PLP ends 120 days from case # assignment

120 days PLP Ends

Application

72

2.180

2.000

Principal Limit Lock

- ▶ All ARM loans include a feature that allows the borrower to receive the Expected Rate that gives the borrower the most money.
- ▶ Tenure payments can sometimes be slightly higher when PL and Closing Costs are the same. Tenure payments are calculated using the expected rate. Higher expected rates will return a higher monthly payments.

LIBOR Annual 200

Age for PL Calc:

Expected Rate Index:

Closina

72

2.210

2.000

- Borrower has piece-of-mind that they will receive "at least" the PL that was disclosed at application*.
- ▶ Compares rate at application and closing.
- ▶ To receive the PLL, the loan must close within 120 days of the case number being assianed.

Margin:

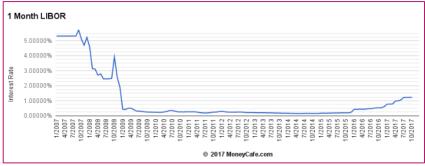
^{3.775} 3.775 Initial Rate: 4.210 4.180 Expected Rate: \$0.00 \$0.00 Monthly Servicing Fee: 2.0 2.0 Upfront MIP %: 0.500 0.500 Ongoing MIP: 8.775 8.775 Interest Rate Cap: 4.275 4.275 Initial LOC Growth: \$300,000.00 \$300,000.00 Property Value: \$300,000.00 \$300,000.00 Max Claim Amount: \$152,700.00 \$154,800.00 Principal Limit:

^{*}Assuming Max Claim has not changed

LIBOR History

- Prior to 2007, industry used the Constant Mature Treasury index.
- Industry adopted LIBOR when Mortgagee Letter 2007-13 was published.
- LIBOR used more on in the secondary market





Interest Rates – Initial Rate

- Used to calculate the loan balance.
- The Monthly product is based on the 1-month LIBOR + the applicable margin.
- The Annual product is based on the 1-year LIBOR + the applicable margin
- The rate is published in Monday's <u>Wall Street Journal</u> effective Tuesday through the following Monday. If Monday is not a business day, then the rates are published on Tuesday. Rates <u>are rounded to 3 decimal places</u>
- Monthly adjusts the first day of the second or third month after funding.
 Yearly adjusts the first day of the second year after funding.
- Becomes the Note Rate.
- All ARM loans have an interest rate cap that is generally 5 or 10% of the Note Rate.

For the week beginning 9/26/17, the Initial Rate for an Annual LIBOR 200 would be 3.775%.

are roomaed to 5 declinal places								
London Interbank Offered Rates								
Monday, September 25, 20)17	Find Historical	Data 🗖 🛭	WHAT'S THIS?				
Rates shown are effective 9/22/2017								
			52-W	EEK				
Libor Rates (USD)	Latest	Wk ago	High	Low				
Libor Overnight	1.17889	1.17889	1.18000	0.41989				
Libor 1 Week	1.19444	1.19611	1.20167	0.44788				
Libor 1 Month	1.23833	1.23722	1.23889	0.52222				
Libor 2 Month	1.27222	1.27278	1.27556	0.64438				
Libor 3 Month	1.32944	1.32389	1.32944	0.83769				
Libor 6 Month	1.49683	1.47111	1.49683	1.23363				
Libor 1 Year	1.77539	1.73206	1.82761	1.55122				

Mandatory Obligations

▶ Borrowers are limited to the amount they can access in the first 12 months the loan is outstanding.

	Max Proceeds in first 12 months
<=50% MO	60% PL
>50%-60%	Up to +10%
>60%	Up to +10%

- ▶ Select an ARM loan to set up payment plans.
- ▶ Traditional single disbursement lump sum fixed rate products are closed-end with no payment plans. Borrower leaves all additional funds permanently unclaimed.

The Disclosures

AMORTIZATION SCHEDULE, TALC AND TIL

Amortization Schedule

- Uses expected rate by default; most likely average long-term rate over a period of several years.
- Although projections are shown annually the rate is applied monthly.
- The property value growth rate assumes 4% annual growth.
- Assumptions can be changed, but the final Amortization Schedule will use the expected rate and 4% property appreciation.
- The ongoing MIP rate is 0.5% annualized (set by HUD).

Amortization Schedule (cont.)

- Projections go to the youngest borrower's 99th birthday.
- May show biannually depending on the borrower's age.
- Will always show at least 5 years, regardless of age.

Age of Youngest Borrower:	70	Product Selected:	HECM ARM 2.000
Expected Interest Rate:	4.240%	Initial Property Value:	400,000.00
Maximum Claim Amount:	400,000.00	Beginning Mortgage Balance:	198,161.95
Initial Principal Limit:	202,800.00	Expected Appreciation:	4.000%
Net Principal Limit:	4,638.05	Initial Line of Credit (Year 1):	4,638.05
Cash From Borrower	0.00	Monthly Payment:	0.00
Cash To Borrower:	0.00	Monthly Servicing Fee:	0.00
Lien Payoffs with Reverse Mortgage:	180,000.00	Ongoing Mortgage Insurance (MIP)	0.5%
Financed Closing Costs:	18,161.95	Repair Set Aside:	0.00
Credit Applied:	(0.00)	•	

NOTE: Actual interest charges and property value projections may vary from amounts shown. Available credit will be less than projected if funds withdrawn from line-of-credit. Actual Life Expectancy Set-Aside payments may increase or decrease from the amounts shown based on changes to the property charge costs. The Actual Life Expectancy Set-Aside Balance may very depending on the age of the youngest borrower, the interest rate and changes to the property charge costs. The projections are for illustrative purposes only.

In calculating the numbers included in the columns below entitled Interest + MIP, Home Value, Net HomeValue and Remaining Equity, the following assumptions were made: interest rate of 4.240%, home appreciation rate of 4.000% and selling costs of 7%.

Amounts are rounded to whole dollars.

Year	Age	Remaining	LESA	Cash	Service	Interest	LESA	Loan	Home	Net	Remaining
		Line of	Payment	Advance	Fee	+ MIP ₁	Balance	Balance	Value	Home	Equity ₃
		Credit								Value ₂	1 1
		Credit								varae.	
1	71	4,863	0	0	0	9,600	0	207,762	416,000	386,880	179,118
2	72	5.098	0	0	0	10.065	0	217.826	432,640	402,355	184,529
3	73	5,345	0	0	0	10,552	0	228.379	449,946	418,449	190,071
4	74	5,604	0	0	0	11,063	0	239,442	467,943	435,187	195,745
5	75	5,876	0	0	0	11,599	0	251,041	486,661	452,595	201,554
6	76	6,160	0	0	0	12,161	0	263,203	506,128	470,699	207,496
7	77	6,459	0	0	0	12,750	0	275,953	526,373	489,527	213,573
8	78	6,772	0	0	0	13,368	0	289,321	547,428	509,108	219,786
9	79	7,100	0	0	0	14,016	0	303,337	569,325	529,472	226,135
10	80	7,444	0	0	0	14,695	0	318,032	592,098	550,651	232,619
11	81	7,804	0	0	0	15,407	0	333,438	615,782	572,677	239,239
12	82	8,182	0	0	0	16,153	0	349,591	640,413	595,584	245,993
13	83	8,579	0	0	0	16,935	0	366,527	666,029	619,407	252,881
14	84	8,994	0	0	0	17,756	0	384,282	692,671	644,184	259,901
15	85	9,430	0	0	0	18,616	0	402,898	720,377	669,951	267,053
16	86	9,887	0	0	0	19,518	0	422,416	749,192	696,749	274,333
17	87	10,366	0	0	0	20,463	0	442,879	779,160	724,619	281,740
18	88	10,868	0	0	0	21,455	0	464,334	810,327	753,604	289,270
19	89	11,394	0	0	0	22,494	0	486,828	842,740	783,748	296,920
20	90	11,946	0	0	0	23,584	0	510,411	876,449	815,098	304,686

Calculating Monthly Totals

This monthly breakdown illustrates how interest is compounded monthly. It corresponds to the Amortization Schedule on the preceding page.

Original Principal Limit \$202,800.00
FHA MIP \$8,000.00
Orig Fee \$6,000.00
3rd Party Closing Costs \$4,161.95
Payoffs \$180,000.00
Net principal Limit \$4,638.05

Assumed Int Rate 4.24% MIP 0.50% Prop Value \$400,000.00 Apprec Rate 4.00%

* does NOT include selling expenses

					Remaining	Prop	Remaining
				Loan Balance	LOC	Value	Equity*
Month	Advances	Interest	MIP	\$198,161.95	\$4,638.05	\$400,000.00	\$201,838.05
1	\$0.00	\$700.17	\$82.57	\$198,944.69	\$4,656.37	\$401,333.33	\$202,388.64
2	\$0.00	\$702.94	\$82.89	\$199,730.52	\$4,674.76	\$402,671.11	\$202,940.59
3	\$0.00	\$705.71	\$83.22	\$200,519.46	\$4,693.23	\$404,013.35	\$203,493.89
4	\$0.00	\$708.50	\$83.55	\$201,311.51	\$4,711.77	\$405,360.06	\$204,048.55
5	\$0.00	\$711.30	\$83.88	\$202,106.69	\$4,730.38	\$406,711.26	\$204,604.57
6	\$0.00	\$714.11	\$84.21	\$202,905.01	\$4,749.06	\$408,066.96	\$205,161.95
7	\$0.00	\$716.93	\$84.54	\$203,706.49	\$4,767.82	\$409,427.19	\$205,720.70
8	\$0.00	\$719.76	\$84.88	\$204,511.13	\$4,786.65	\$410,791.94	\$206,280.82
9	\$0.00	\$722.61	\$85.21	\$205,318.94	\$4,805.56	\$412,161.25	\$206,842.31
10	\$0.00	\$725.46	\$85.55	\$206,129.95	\$4,824.54	\$413,535.12	\$207,405.17
11	\$0.00	\$728.33	\$85.89	\$206,944.17	\$4,843.60	\$414,913.57	\$207,969.40
12	\$0.00	\$731.20	\$86.23	\$207,761.60	\$4,862.73	\$416,296.62	\$208,535.02
		ć0 507	ć1 013			Internet BAID	ća cao ao
A	nnual total	\$8,587	\$1,013			Interest + MIP	\$9,600.00

Total Annual Loan Cost (TALC)

- The TALC provides an estimate of the loan's cost using a given set of conditions.
- Disclosure periods vary on the youngest borrower's age.

Loan Terms		Initial Loan Charges:	
Age of Youngest Borrower:	70	Closing Costs:	\$0.00
Appraised Property Value:	\$400,000.00	Initial Mortgage Insurance Premium:	\$8,000.00
Applied Home Value:	\$400,000.00	Liens and Disbursements:	\$180,000.00
		Credit Applied:	\$0.00
Interest Rate:	3.782%		
Monthly Advance:	\$0.00		
Initial Draw:	\$0.00	Monthly Loan Charges	
Life of Loan Line of Credit:	\$4,657.55	Monthly Servicing Fee:	\$0.00
Length of Term:	TENURE	Other Charges	
Product Selected:	Line Of Credit	Mortgage Insurance:	0.5% annually

Repayment limits: Net proceeds estimated at 93% of projected home sale.

	Total Annual Loan Cost Rate						
APPRECIATION RATE	Disclosure Period (Years)						
	2-Year Loan Term	8-Year Loan Term	15-Year Loan Term	21-Year Loan Term			
0%	9.436%	5.612%	4.869%	3.454%			
4%	9.436%	5.612%	5.029%	4.840%			
8%	9.436%	5.612%	5.029%	4.840%			

- Disclosure periods are 2 years, ½ life expectancy, life expectancy and 1.4 times life expectancy.
- The annual cost is affected by the appreciation rate and the length of time the loan is outstanding.
- Calculated using a non-recourse formula assuming the property might be sold at 93% of the projected property value.

TALC (cont.)

Only when the loan balance surpasses the value, is the rate affected. Because of the loan's nonrecourse provision, the borrower has received the full benefit of the loan, but is only responsible to pay back the value of the property.

ł								
	Property Value	\$ 400,000.00		Beginning Loan Balance \$198,142				
				Estimated Property Value				
Į	Loan Balance	Year		0% 49	% 8%			
÷	\$ 217,741.00	2	\$ 400,000.0	00 \$ 432,640.00	\$ 466,560.00			
	\$ 318,000.00	9	\$ 400,000.0	00 \$ 569,324.72	2 \$ 779,601.85			
	\$ 442,836.00	17	\$ 400,000.0	00 \$ 779,160.20	\$ 1,480,007.22			
	\$616,677.00	24	\$ 400,000.	00 \$ 1,025,321.67	\$ 2,536,472.29			
1	Appreciation		Disclosu	ıre Period (Years)				
	Rate	2	9	17	24			
	0%	Balance	Balance	Property Value	Property Value			
ı	4%	Balance	Balance	Balance	Balance			
	8%	Balance	Balance	Balance	Balance			

This illustration shows whether the loan balance or the property value must be paid back. When the loan balance must be paid back, the cost is not effected by property appreciation. The cost will decrease when the loan balance becomes greater than the property's value.

The Projections

LESA, LOC GROWTH, LOAN GROWTH, PREPAYMENTS

LESA – Example

Refer to HUD's FA Guide sections 5.3 and 5.6 pages 76-77

Fully Funded LESA	-	Partially Funded LESA	
Expected Interest Rate	4.50%	Expected Interest Rate	4.50%
Ongoing MIP	0.50%	Ongoing MIP	0.50%
Expected Rate + MIP	5.00%	Expected Rate + MIP	5.00%
Rate+MIP/12	0.4167%	Rate+MIP/12	0.4167%
Youngest Borrower Life Expectancy (Column 3 on		Youngest Borrower Life Expectancy (Column 3 on	
TALC)	12	TALC)	12
Life Expectancy in months	144	Life Expectancy in months	144
Annual Property Charges (property taxes, HOI,			
Flood)	\$4,000.00	MRIS (monthly shortfall)	\$100.00
Allowance for property charge increases	1.2	Allowance for property charge increases	1.2
		Shortfall including allowance for Property Charge	
Annual Property Charges	\$4,800.00	increases	\$120.00
Monthly Property Charges	\$400.00	Annual Shortfall	\$1,440.00
LESA	\$43,428.57	LESA	\$13,028.57

LESA vs. No LESA

- ▶ LESA calculation allows for a lifetime of tax and insurance increases by multiplying the current amount by 20% and calculates growth just like a LOC.
- ▶ The two scenarios below illustrate a borrower whose taxes and HOI are \$4,000 annually. The LESA amount is calculated to be \$40,305.
 - ▶ Fully Funded LESA (Blue)- Taxes and insurances are scheduled to last until year 13, even allowing for annual increases.
 - ▶ Savings Account (green) Pays T&I directly; funds last less than 10 years.

LIBOR Annual ARM 4.5% Expected Rate - T & I Paid by Lender from Fully Funded LESA					
LESA Payments	LESA Balance	SCENARIO Youngest Borrower: 76			
leginning Balance	\$40,305.55	Life Expectancy: 144 months (12 years)			
\$4,000.00	\$38,350.99	Expected Interest Rate: 4.5%			
\$4,066.67	\$36,229.49	Ongoing MIP: 0.5%			
\$4,134.44	\$33,931.39				
\$4,203.35	\$31,446.52	Disclaimer: The estimates shown are based on the Expected Rate			
\$4,273.41	\$28,764.17	effective of 4.5% for a 76 year old borrower with a 12 year life expectancy. The beginning LESA balance is based on a first year			
\$4,344.63	\$25,873.06	LESA payout of \$4,000 and a remaining balance of \$36,305. The			
\$4,417.04	\$22,761.33	annual LESA payments assume a tax and insurance increase of 20% over the youngest borrower's life expectancy. The information			
\$4,490.66	\$19,416.47	being displayed is for illustrative purposes only. Actual numbers may vary based on interest rates, age and other factors. After LESA funds are exhausted, payment of taxes and insurance will I the responsibility of the borrower. Interest rates and funds			
\$4,565.50	\$15,825.33				
\$4,641.60	\$11,974.05	available may change daily without notice. Please contact Reverse			
\$4,718.96	\$7,848.05	Mortgage Funding LLC (RMF) for details about credit costs and			
\$4,797.60	\$3,431.97				
	by Lender from LESA Payments eginning Balance \$4,000.00 \$4,066.67 \$4,134.44 \$4,203.35 \$4,273.41 \$4,344.63 \$4,417.04 \$4,490.66 \$4,565.50 \$4,641.60 \$4,718.96	by Lender from Fully Funded LESA Payments eginning Balance \$40,305.55 \$4,000.00 \$38,350.99 \$4,066.67 \$36,229.49 \$4,134.44 \$33,931.39 \$4,203.35 \$31,446.52 \$4,273.41 \$28,764.17 \$4,344.63 \$25,873.06 \$4,417.04 \$22,761.33 \$4,490.66 \$19,416.47 \$4,565.50 \$15,825.33 \$4,641.60 \$11,974.05 \$4,718.96 \$7,848.05			

-\$1,290,33

\$4.877.56

	LIBOR ARM Annual 4.5% Expected Rate -				
Yo	Borrower Paying T & I from Savings				
Lif	Savings Account	T & I	Year		
C	Balance	Payments			
*	\$40,305.55	eginning Balance	В		
or	\$36,345.54	\$4,000.00	- 1		
	\$32,314.90	\$4,066.67	2		
Dis Rat	\$28,212.44	\$4,134.44	3		
life	\$24,036.96	\$4,203.35	4		
\$36	\$19,787.25	\$4,273.41	5		
insi	\$15,462.05	\$4,344.63	6		
pur rati	\$11,060.11	\$4,417.04	7		
pay	\$6,580.14	\$4,490.66	8		
bor	\$2,020.84	\$4,565.50	9		
(RA	-\$2,619.12	\$4,641.60	10		

on hankrate com	Youngest Borrower: 76 Life Expectancy: 144 months (12 years) Calculated Interest Rate: 0.10% Ongoing MIP: N/A * Avg. current savings rate as published on bankrate.com
	Disclaimer: The estimates shown are based on the Expected Rate effective of 4.5% for a 76 year old borrower with a 12 year

Discounter: The exhausters shown are obsect on the Expected Rate effective 4-48 fpr at 8 fper of do bornower with a 12 year life expectancy. The beginning LESA bolance is based on a first year LESA poyunout of \$4,000 and a remaining bolance of \$36,305. The annual LESA payments assume a tax and insurance increases of 20% over the youngest bornower's life expectancy. The information being disployed is for illustrative purposes only. Actual numbers may vary based on interest rates, age and other factors. After LESA funds are exhausted, payment of taxes and insurance will be the responsibility of the borrower. Interest rates and funds available may change daily without notice. Please contact Newers Mortagoe Funding LLC (RMF) for details about credit costs and terms.

Line of Credit Growth

- Growth is determined by the Note Rate on the last day of the previous month + 0.5% / 12.
- LOC growth allows borrowers to take advantage of the anticipated property value growth.

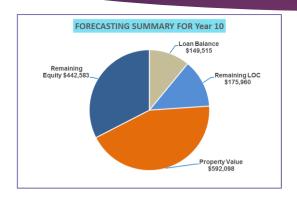
 The growth of the line is similar to a increase on a credit card. It is not

interest.

 The growth rate will change in tandem with the Note Rate.

LOC Growth Calculation				
		Monthly		
		Growth		
Note Rate on 3/31	4.211%	0.351%		
+ Growth Rate	0.5%	0.04%		
LOC Balance on 3/31		\$75,000		
Estimated Annual Growth				
Rate	4.711%	0.39%		
Monthly LOC Growth f	\$292.50			

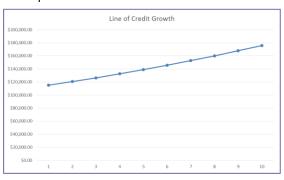
Loan Growth – Expected Rate



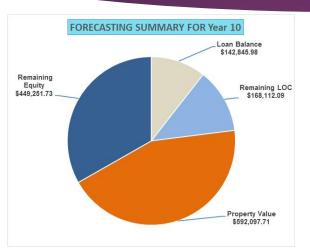
- Loan balance grows to \$149,515 in year 10.
- The LOC available: \$175,960
- Remaining equity: \$442,583

Scenario/Assumptions

- 70 year old borrower
- Annual LIBOR 200
- \$400,000 Max Claim
- \$93,162 Loan Balance
- \$28,518 LOC first year, \$81,120 after
- No LOC withdrawals
- 4% property appreciation
- Expected rate 4.24%



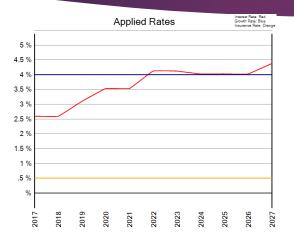
Loan Growth – Initial Rate



Scenario/Assumptions

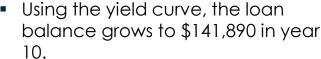
- 70 year old borrower
- Annual LIBOR 200
- \$400,000 Max Claim
- \$93,162 Loan Balance
- \$28,518 LOC first year, \$81,120 after
- No LOC withdrawals
- 4% property appreciation
- Initial Rate 3.782%
- Using the Initial (Note rate), the loan balance grows to \$142,846 in year 10.
- The LOC available increases to \$168,112.
- Remaining equity is still \$449,251

Loan Growth – Yield Curve



Scenario/Assumptions

- 70 year old borrower
- Annual LIBOR 200
- \$400,000 Max Claim
- \$93,162 Loan Balance
- \$28,518 LOC first year, \$81,120 after
- No LOC withdrawals
- 4% property appreciation
- Yield Curve



- The LOC available is \$166,984.
- Remaining equity is \$450,208.



Loan Growth - Summary

	Expected Rate	Initial Rate	Yield Curve
Loan Balance	\$149,514	\$142,846	\$141,890
Available LOC	\$175,960	\$168,112	166,984
Remaining Equity	\$442,582	\$449,251	\$450,208

Partial Repayments

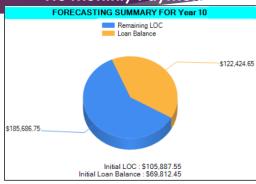
- ▶ When a repayment is made on a closed-end product, funds cannot be re-drawn.
- ▶ Partial repayments on ARM loans, however, go directly to reducing the loan balance and increasing their LOC.
- ▶ Although, the borrower sees a direct increase in their LOC and decrease in their loan balance, behind the scenes the payment is applied to the loan balance in a specific way:
 - ► Accrued MIP
 - ▶ Accrued monthly service fees (if app.)
 - Accrued interest
 - ▶ Principal
- ▶ When a partial repayment is made that is large enough to reduce accrued interest borrowers will receive a 1098 interest statement according to IRS regulation.

Flexible Payments

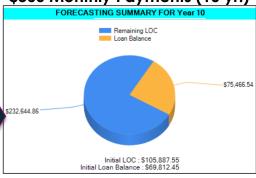
- You know that no monthly payments are required on HECMs, some think that is too good to be true. The fact is, while no payments are made, prepayments can be made at anytime, in any amount, and will increase the borrower's LOC (ARM loans only) dollar for dollar.
- Remember, interest and ongoing MIP is charged on the outstanding loan balance, so since partial prepays lower the loan balance, less interest and ongoing MIP is charged too.

Subtracting \$36,000 in total payment, still gives the borrower an additional \$10,958 in LOC.

No Monthly Payments

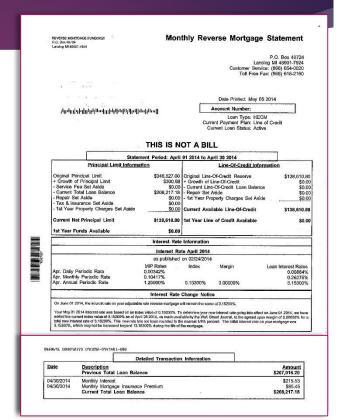


\$300 Monthly Payments (10 yr.)



Monthly Statement

- Current Net Principal
 Limit Needed for
 Streamline calculation
- Available Line of Credit
- Repair Set Aside
- Interest Rate Information
- Detailed Transaction Information



Review

- Interest Rates
 - Expected Rates and Look Up Floor
 - Note Rates
- Principal Limit Factors
- Payment Plan Math
- Ongoing MIP
- Amortization Schedule

- TALC
- Loan Growth
 - Line of Credit
 - Expected Rate
 - Initial Rate +
 - Yield Curve
- Partial Repayments
- Monthly Statements