

These closing statements are from recent actual closings

This Buyer paid:

800. ITEMS PAYABLE IN CONNECTION WITH LOAN				
801. Loan Origination Fee	1.000 %		MORTGAGE GROUP	3,175.00
802. Loan Discount	%			
803. Appraisal Fee		to	CAPITAL APPRAISAL	350.00
804. Credit Report				
805. Application Fee		to	MORTGAGE GROUP	188.00
806. Processing Fee		to	MORTGAGE GROUP	495.00
807. Administrative Fee		to	FLAGSTAR BANK, FSB	620.00
808. Flood Certification Fee	\$8.50	to	FDSI (POC) by Flagstar	
809. Tax Service Fee	\$69.00	to	1st Amer R.E. Tax Ser (POC) by Flagstar	
810. Document Preparation Fee		to	MORTGAGE GROUP	246.00
811. Brkr Yld Sprd Prm	\$5819.78	to	MORT GRP (POC) by Flagstar	
900. ITEMS REQUIRED BY LENDER TO BE PAID IN ADVANCE				
901. Interest From	10/19/2007 to 11/01/2007	@\$	63.0651 /day 13 Days	819.85

For a Mortgage at 7.25% for which the Mortgage Broker was paid \$5,819.78 in “Broker Yield Spread Premium” by the Lender as a commission for selling the loan at 7.25% paying right at 1.8% (see the next chart).

She paid her Mortgage Broker \$4,104 in fees, the Lender paid him \$5,819.78 of her money, and her monthly payment for the next five years will be about \$1,918.23.

Rate	15 Day	30 Day	60 Day
5.625	98.532	98.432	98.043
5.750	98.846	98.746	98.356
5.875	99.262	99.162	98.771
6.000	99.579	99.479	99.071
6.125	99.971	99.871	99.463
6.250	100.297	100.197	99.788
6.375	100.707	100.607	100.163
6.500	101.166	101.066	100.622
6.625	101.369	101.269	100.824
6.750	101.567	101.467	101.021
6.875	101.736	101.636	101.168
7.000	101.750	101.650	101.375
7.125	101.775	101.675	101.385
7.250	101.800	101.700	101.405
7.375	101.825	101.725	101.432

NOTE: This table is from another Lender but is typical of what wholesale Lenders offer. The left column shows interest rates available and the “price” for each rate, depending on 15, 30, or 60 lock periods. A price under 100.000 (PAR) indicates what the Borrower will have to pay to get that rate. For example, to get 6.125% the loan would cost 100-99.971, or 0.029%. A loan at 6.25% would pay the Broker 100.297-100, or 0.297%. Thus at 7.25% the above Broker was paid 1.8% of the loan amount if it had been locked for 15 days, and 1.7% for a 30 day lock. The next example shows a Buyer who paid \$875 to get an interest rate “below PAR.” **I will do a Mortgage at PAR with no Broker charges for anyone signing an Exclusive Buyers Brokerage agreement with any Agent in my office.** This offer is limited to qualified Buyers, may be withdrawn without notice, will not apply if the Listing or Selling real estate commission is less than 3%, and must be mutually agreed to before a contract is written.

Had this Borrower come to **CALL YOUR NEIGHBOR** her closing statement would have looked more like this Buyer’s, which is what your Closing Statement can look like:

800. ITEMS PAYABLE IN CONNECTION WITH LOAN			P.O.C.
801. Loan Origination Fee	%		
802. Loan Discount	%	AEGIS WHOLESALE CORPORATION	875.00
803. Appraisal Fee	to	TREADWAY APPRAISAL	335.00
804. Credit Report	to		
805. Lender's Inspection Fee	to		
806. Mtg. Ins. Application Fee	to		
807. Assumption Fee	to		
808. Administration Fee		AEGIS WHOLESALE CORPORATION	725.00
809. Quality Credit		GROOVER REALTY	50L

This Buyer saved enough on fees to pay a “Loan Discount” and buy down her rate. The only money paid to **CALL YOUR NEIGHBOR** for the loan was a \$50 “Quality Credit” P.O.C. (Paid Outside Closing) from the Lender for a clean application.

The First Borrower could have gotten the same loan for 6.25%, saved all of those tacked on charges, and either GOTTEN BACK 0.297%, or, paid .029% and gotten the interest rate down to 6.125%.

The Second Buyer paid me nothing, I made \$50, and her monthly payment for the next five years at 6.25% would be \$1,653.45 instead of \$1,918.23 at 7.25%, or a \$15,875.05 difference. Not to mention the **\$4,104 difference in Closing Costs, plus the Refund of \$942.98.**

Twenty thousand very good reasons to . . .

CALL YOUR NEIGHBOR