



TODAY'S REVERSE MORTGAGES

Today's borrowers, 62 years of age and older, are realizing the flexibility and benefits offered by reverse mortgages. Savvy consumers investigate all avenues of potential income, utilizing a reverse mortgage enables a borrower to access the accumulated equity in their homes. If you can show the means to pay your home insurance and taxes, you may qualify for a reverse mortgage.

A beautiful aspect of aging is greater wisdom and clarity as we make decisions. With proper planning, the experiences you desire should now be within your reach. A reverse mortgage may be the means to living your dreams and securing an independent lifestyle.

- ✓ Wouldn't you enjoy paying off your existing mortgage, HELOC (Home Equity Line of Credit) or credit card debt?
- ✓ Are you debating whether you should tap into your Social Security benefits at the age of 62, 65 or 70?
- ✓ Perhaps you would like to remodel your bath, do things with the grandkids or simply spend Tuesdays hiking with your partner!
- ✓ Would you learn photography, to play golf or scuba dive, travel to other continents or simply spend more time with friends?

REFINANCING A HOME

With a Reverse Mortgage the equity in the borrower's home is converted into usable dollars that may be drawn upon whenever needed by establishing a line of credit (LOC) or the borrower may receive money in monthly payments creating a steady income stream. Some borrowers prefer a lump sum payment.

As with traditional mortgages, reverse mortgages have fixed or adjustable rates of interest. Your choice will determine if your mortgage rate will remain constant throughout the life of your loan (Fixed Rate Mortgage/FRM) or if it will adjust on a monthly or annual basis (Adjustable Rate Mortgage/ARM).

PURCHASING A HOME

Using a reverse mortgage to purchase your next home is an exciting financing option for more and more borrowers. The ability to qualify without a set FICO score and other requirements of a traditional mortgage is appealing to today's 62+ borrowers.

Many have spent years raising a family, maintaining a home and building a career. As they enter their retirement-age years, it may be time to shift focus and look toward their own interests and needs. If you had enough time and enough money, what would you like to be doing and where would you like to be doing it?

- ✓ Although you have loved your large family home, are you secretly wishing you could 'right size' to a different home with less maintenance and upkeep?
- ✓ Would you leave the suburbs for the mountains, the city or the beach?

Today, a borrower 62 years of age or older, who is financially able to pay the annual tax and insurance payments on their home has a broad spectrum of options when choosing a reverse mortgage. Discussing these options will assure you that you choose the best option to suit your financial needs and secure an independent lifestyle. We look forward to speaking with you to determine which options are best for you.