



ENHANCING YOUR SECURITY WITH A REVERSE MORTGAGE

Reverse Mortgages had primarily been utilized to help seniors who were unable to keep up with the costs of their basic housing. Even with the best financial planning, unforeseen circumstances often interfere with a fiscally prudent retirement plan. Longer life spans, health issues and medical expenses not covered by insurance have the ability to undermine a lifetime of savings. Additionally, fewer Americans are currently covered by pension plans.

A Home Equity Conversion Mortgage (HECM) is a type of reverse mortgage loan in which the borrower is able to convert the equity in their home into cash which may be utilized for maintaining or improving their current lifestyle. This loan is ideal for borrower's who wish to stay in their current home.

The HECM application process has been restructured to consider the totality of a borrower's financial portfolio. As a Trusted Broker, we will evaluate the borrower's ability to maintain their home as well as the expenses that go along with doing so.

Homeowners who have fallen behind on taxes, insurance or mortgage payments may still qualify for a reverse mortgage if there is a compelling reason for the issues, such as the loss of a spouse or partner, fraud or health issues. If approved, the borrower would be required to pay their property taxes, insurance, homeowners assessment fees (if applicable) and maintain the home according to HUD guidelines.

As a qualified borrower, the program is equipped with a tool to take advantage of a LESA (Life Expectancy Set Aside). It is possible for loans to be approved providing the borrower has enough equity to set aside basic housing expenses like insurance, taxes etc. and meets other requirements.

If you find yourself in a hardship situation, please reach out to us and together we will determine if a reverse mortgage is right for you.