



The Home Finance Watch

A publication for our mortgage brokers

Trivia: Tan bark oak trees were the source of tannic acid for the once thriving leather industry in Santa Cruz.

Real Estate: The rising number of foreclosures in California has been big news but did you know that there were almost as many foreclosures in the 3rd quarter of 1996 (15,418) as there were last quarter (17,408)?

Sales Corner: Treat a mortgage as an important investment tool; it is not just a commodity. Show your clients how to convert wealth to capital.

Hot Tips: 5/1 hybrid ARM product offers the stability of a fixed period mortgage as well as the flexibility of multiple payment options like the PayOption ARM.

- Note rate stays fixed during the fixed period term.
- Four payment options give them more financial flexibility and control.
- Maximum deferred interest cap is based on LTV.: LTV >90% :110%, LTV ≤ 90%: 115%
- 30 year and 40 year terms available.

Please call for pricing.



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Call or email your scenario and let us source your deal, price it, approve it, doc it and fund it! We are your local mortgage bankers.