

Reverse at Your Fingertips

Reverse Lending Program: Key Points and Benefits



About Plaza Reverse Lending

- Dedicated Reverse Lending Division since 2008
- Ginnie Mae issuer of HMBS
- Plaza retains servicing on over 95% of their reverse production
- 100% committed to you and our client
- Great opportunity to enhance your business and product offerings

Getting Started with Reverse

- Reverse approval is included with a regular Plaza approval
- No additional training required to get started, but we are here to help you with every step

Rates and Pricing

- Some of the lowest rates (ARM) in the industry
- Separate compensation for ARM products

Plaza's Reverse Products

- HECM - Fixed and ARM

Basic Guidelines: Full Doc Loan

- Minimum Age 62
- LTV Driven
- Full Credit / Income Underwrite

Operational Support - You Are Never Alone!

- Full support from prospect to funding
- Request online Pre-Quals with full loan details and have it within an hour
- Dedicated Sales Assistants to explain terms and loan details
- We walk you through compliance and keep you on track for closing
- Free access to our Reverse loan production software

Plaza Reverse Mortgage Resources

- **Training:** Live and recorded webinars with slide decks available
- **Marketing:** Neutral branded flyers for consumers and Realtors

Common HECM Uses

- **Financial Planning:** Use as part of an overall retirement strategy
- **Refinance:** Debt consolidation, lifestyle enhancement
- **Reverse Purchase:** Buy-up and/or leverage retirement cash liquidity

Key Benefits of a Reverse Mortgage

- No monthly mortgage payment required - Borrower(s) must maintain tax and insurance
- No Pre-Pay: Make payments as desired
- Non Recourse Loan- Never owe more than the home's value
- Borrowers maintain title to the home
- Borrower's estate retain all equity
- No equity sharing - homeowners keep all future appreciation
- Funds are tax free, but always consult your tax advisor
- No limitations as to how the money can be used
- Younger spouses (under 62) are now protected
- Closing costs are typically financed in the loan
- Plaza provides Credit Approval for purchase transactions
- Credit Line Growth Rate (ARM Only):
 - Borrower's funds on the credit line grow
 - Borrower's funds will not be withheld, regardless of future equity position
 - Borrower funds left on the credit line do not incur interest until drawn upon

Why Consider Reverse Lending?

- 10,000 Baby Boomers turning 62 everyday!
- Seniors want to age in place, at home
- Great purchasing tool to leverage buying power
- Seniors are living longer; carry debt and have equity
- Market is virtually untapped

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