

From: "Yvonne Long" <yvonne.l.long@gmail.com> on 03/26/2008 08:20:03 PM

Subject: Regulation Z

I AM WRITING FROM THE STATE OF FLORIDA AND I WANT TO EXPRESS MY CONCERNS AND SUPPORT FOR THE CONSUMER PROTECTION GOALS OF THE FEDERAL RESERVE BOARD'S PROPOSED AMENDMENTS TO REGULATION Z. THE MORTGAGE BROKERS COMPENSATION IS ALREADY DISCLOSED ON THE GFE AND THE HUD-1 THESE FEES ARE NOT HIDDEN FROM THE CONSUMER.

OTHER INTUITIONS DO NOT HAVE TO DISCLOSE THEIR COMPENSATION PAID TO THEIR STAFF. AS A MORTGAGE BROKER I BRING AN UN BIAS OPINION TO THE FINANCING DEAL. SINCE WE DO NOT REPRESENT EITHER THE BORROWER OR THE LENDER I FEEL MY ROLL IS VERY IMPORTANT. SINCE THIS IS THE BIGGEST DECISION THAT MOST AMERICANS WILL MAKE HAVING SOMEONE THERE WITH AN IMPARTIAL VIEW IS A WONDERFUL THING. IT MAKES THE CUSTOMER FEEL THAT IF THEY HAVE QUESTIONS OR CONCERNS THERE IS SOME ONE THEY CAN SPEAK WITH AND RECEIVE AN HONEST ANSWER.

AS A MORTGAGE BROKERS I FEEL THAT DISCLOSURES SHOULD BE MADE VERY ACCESSIBLE TO THE CUSTOMER'S. ALSO ENCOURAGE THEM TO COMPARISON SHOP SO THEY FEEL COMFORTABLE WITH THEIR FINAL DECISION. ALL LOAN ORIGINATORS DO NOT REPRESENT BORROWERS AND THEY ARE NOT ALWAYS OFFERING THEM THE MOST FAVORABLE TERMS. SINCE OVER THE YEARS THE DISTINCTIONS BETWEEN BROKERS AND LENDERS HAVE BEEN COMMINGLED. THE PUBLIC HAS BECOME CONFUSED ON HOW TO SEPARATE THE TWO OR THEY MAY NOT EVEN KNOW THERE IS A DIFFERENCE BETWEEN THE TWO. SINCE THE MAIN OBJECTIVE IS TO ASSIST THE CONSUMER WITH OBTAINING THE BEST DEAL FOR THEIR SITUATION REGARDLESS OF WHETHER THEY USE A BROKER OR DEAL WITH A LENDER SHOULD MAKE NO DIFFERENCE.

IF DISCLOSURES HAVE TO BE GIVEN TO THE CONSUMERS IT SHOULD HAVE TO COME FROM ALL MORTGAGE ORIGINATORS NOT JUST BROKERS. YIELD SPREAD PREMIUMS ARE USED TO PAY CERTAIN COST AND HELP WITH THE FACILITATION OF THE LOAN TRANSACTION. SINCE SOME FORM OF YSP IS PRESENT IN ANY MORTGAGE ORINATION WHETHER A BROKER IS INVOLVED OR NOT.

IF THIS IS PASSED IT WILL PERSUADE THE CONSUMER TO USE ANOTHER SOURCE EVEN IF IT IS NOT THE BEST LOAN FOR THE CONSUMER. BY DOING THIS IT WILL ONLY HURT THE CONSUMER IF THEY BASE THEIR CHOICE SOLELY ON FEES, THAT ARE GOING TO BE CHARGED ANYWAY. IT WILL ALSO LIMIT CONSUMER CHOICE AND HURT WHO WE ARE TRYING TO PROTECT.

SINCE IT IS VIRTUALLY IMPOSSIBLE TO LET THE CONSUMER KNOW ALL OF THE FEES INVOLVED IN A TRANSACTION BEFORE AN APPLICATION IS SUBMITTED. AS

BROKERS WE HAVE NO WAY OF KNOWING WHAT TYPE OF LOAN, THE AMOUNT OF THE LOAN, THE CONSUMERS FINANCIAL SITUATION OR THE TRANSACTION DETAILS SINCE THEY VARY FOR EVERY LOAN.

I THINK THAT AN ALTERNATIVE TO THE PROPOSED REGULATION SHOULD BE CONSIDERED, ONE THAT WILL PROTECT THE CONSUMER, ENCOURAGE COMPETITION ON PRICE REGARDLESS OF THE VESSEL USED TO ACQUIRE THE LOAN BROKER OR LENDER.

I THANK YOU TAKING THE TIME TO READ MY COMMENTS I LOVE WHAT I DO AND WOULD HATE TO SEE IT TAKEN AWAY. I THINK WITH MORE EDUCATION CONSUMERS CAN MAKE AN INFORMED DECISION WHICH WILL BENEFIT THEM.

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