

From: "Greg Petree" <GregP@expresshomemtg.com> on 04/03/2008 11:25:05 AM

Subject: Regulation Z

Concerning the upcoming proposed changes to Regulation Z...

The changes proposed are made by someone not working in the industry. I own a Mortgage Broker Company. I have many customers that want me to get the best rate possible for them. This means I do not always lock the RATE when the customer makes loan application. This also means I have no knowledge of what kind of yield spread will be made if any. The changes being proposed only relates to a certain part of the industry. MORTGAGE BROKERS! Banks now do not have to disclose any yield spread. EVER! If you are going to start with some changes for uniform disclosure you may want to start there. We beat banks with lower rates on a daily basis. There are some companies out there charging abnormal fee's. That would be true in any industry. That is why it is important to shop for the best rates and terms for any mortgage loan. What seems to be a misconception about yield spread is that it is something evil. Yield spread is nothing more than the difference between wholesale and retail. The Banks do not lend money at the same rate they pay for it and neither do Mortgage Brokers. The grocery stores do not sell merchandise for the same as they buy it for. So, why do government officials expect Mortgage Brokers to get wholesale rates and sell wholesale rates? My company is very competitive with any lending institution out there. I understand a lot of people are in trouble with loans that may have not have been the best choice for them. But, it is easy to point a finger and not place responsibility on the consumer as well as the mortgage professional advising them. I am all for getting the "crooks" out of our industry. This would include BANKS and MORTGAGE COMPANIES and not to mention GOVERNMENT OFFICES. Lets all work together to weed out corruption and do business legally, morally, and ethically with out a lot of government intervention that just ends up costing the consumer.

Sincerely,

Greg Petree
Express Mortgage Company
Chattanooga, TN. 37421