

From: "Peter Traum" <PTraum@1stmetro.net> on 04/07/2008 10:15:05 AM

Subject: Regulation Z

My name is Peter Traum. I have been lending for 17 years. I have worked for only two companies in that time. I have never made a loan to a customer that did not truly benefit them or had a loan made by any subordinate that did not truly benefit the customer. We spend the time to find out what a customer wants, if they are in trouble why, and devise a plan to move them on a better course. Often today that is getting them into a low fixed rate mortgage insured by FHA.

We already do not play on a level playing field with bankers. I chose to be a broker because of the number of options it allows me to offer my customer. I know folks who have chosen the independent mortgage banker route who routinely earn 3-4 points during origination and up to another 10 on the back end secondary market. They offer programs and rates that are not nearly the best for a customer and in order to earn 10 points on the secondary market charge a much higher rate that does not benefit the customer.

We already disclose ysp on the gfe and the HUD. Bankers do not disclose their back end earnings at all. I can see no reason why The Fed or any other regulatory agency is focusing on more disclosure for brokers and not for bankers.

Government regulatory agencies should be focusing on:

- continuing to push a national registry system like the one that is starting to be put in place to ensure that the "rats" are driven out of the business and don't enter again
- focus on the lenders/ banks that allow loans to be made to customers that don't make sense
- bankers that consistently gouge their customers only to their benefit.

Please refocus your energy on these areas.

We are all for regulation that protects consumers and gives them more information to avoid unscrupulous lending but please work to put all lenders – bankers, brokers and lenders alike – on the same playing field and stop focusing exclusively on more regulation and disclosure for the most regulated group – the mortgage broker.

We are not all bad people. Many of us sleep at night only by knowing we have helped people in a genuine manner that benefits them. We are thrilled to see the "rats" exit in droves.

Thank you.

Respectfully,

Peter Traum

Peter Traum
Branch Manager

A customer referral is the best form of thanks

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