

**From:** "Walton Lydic" <walt@kaylorkent.com> on 04/07/2008 03:50:05 PM

**Subject:** Regulation Z

Ladies and Gentlemen of the Board:

I applaud your efforts to improve Regulation Z/Truth-In-Lending disclosures.

I agree that straight to the point disclosures are desirable and while a total transparency is necessary, the sheer volume of disclosures that is currently required can be overwhelming for the typical borrower. A clear and concise disclosure presented by industry educated originators is essential.

I am concerned that the portion of the new proposal that requires mortgage brokers to disclose total fees without the possibility of change is unrealistic unless the purpose is to rid the industry of mortgage brokers. If an auto mechanic or a plumber or a physician had to disclose their total fees before any maintenance, any leaks or any diagnosis was performed then I shutter to think the cost to the consumer. Specifically, how can a quote be given without regard to credit history or to value? Compensation disclosures should be given prior to application but these disclosures should be based upon certain assumptions and should be subject to change depending upon both the qualifications and the needs of the consumer. Please take these considerations into mind when finalizing your decisions.

I have been in the mortgage origination business for almost 25 years and have owned my small brokerage for over 15 years. During that time we refused to originate any Option ARMS, did very few subprime loans and refused countless suggestions by lender reps to "make the loan work". We are unaffiliated with any builder, real estate company or bank. We are a part of this community and have been a valuable service to our customers, always keeping their needs foremost in our minds. We have established trust and our customers return to us and recommend us to their family and friends.

Over-regulation will eliminate companies like mine and be a major disservice to the consumer. I apologize that the format of this letter does not conform with that of industry associations.

Walton K. Lydic, CMC, CMPS  
President  
Kaylor Kent Mortgage Associates, Inc.  
2 Oak Square  
Ocean View, DE 19970  
302-539-9120