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While it is commendable that the Federal Government and arms such as the Federal Reserve have acted in a strong manner to correct a broken mortgage and housing market, it must be very careful not to over-react. In situations like this, there is a lot of pressures to do too much to satisfy the consumer, the investor and to protect "perception" and add confidence. But we must consider the ramifications of our actions today. It is debatable that the Federal Government allowed some of this to happen because of its failure to moderately regulate the mortgage industry before the housing boom. Surely we have individuals who were smart enough to realize what was coming. But somehow there was little action taken. Now we want to over correct the problem. The solution is not to eliminate mortgage brokers all together, we need to work on ways of eliminating the "unqualified" mortgage broker. Why in my state, Florida, you can take the mortgage brokerage exam as many times as you need to get a passing score of 75%. There are no educational requirements, except the 24 hour course you must take before getting your license. Let me give some insight on what goes on in those classes, they are taught by people who help write the test in the first place. Charging \$300 per person for the 24 hour course was a great business move for some of our industry insiders in the state of Florida. After all, it only cost them time to go over the questions that you would see on the test. Did you also know that a mortgage broker in Florida does not have to be proficient in English to have a mortgage broker license? Well, most banks and their representatives I know are very fluent in English and only the ones located in heavily Spanish populate areas have a small department that only speaks Spanish. Please punish the appropriate people. It seems like when the big banks were making money, the mortgage broker were their friends, they needed them. It turns out they needed them not only for a supply of new would be homeowners; they needed them to be a scapegoat as well. Correct me if I am wrong, but not too many mortgage brokers make an underwriting decision on loan files. I don't know too many that fund the loans with their own money.

Now the real problem is when banks started creating a "sales" mentality in their underwriting departments. Having worked at a bank that originated, funded and sold mortgages, underwriters were told to look at the "saleability" of a loan, not necessarily the borrower's ability to pay the loan back. I guess the mortgage brokers made them do that too. I agree that there are some that have no business in our industry. But there are still some very good mortgage brokers left out here. We provide a great service to our citizens. You know the ones that often get ignored by our Federal Government in the first place. You may not know them, but the ones who get discriminated against at some of the major banks in this country. I am not making this a race issue by any stretch of the imagination, but I am making it a socio-economic issue. Did you know that mortgage back securities that involve loans that are made to individuals made with TIN numbers have some of the lowest delinquencies out there right now? Well, these were people who were often turned down by your Bank of America's, your SunTrust's and Wachovia of the world.

When did we lose sight of the American dream of home ownership? Now we are going backwards. The markets can correct this situation. Make it harder for unscrupulous individuals to enter in our business, don't make it harder for honest hard working Americans to obtain fair and equitable financing.

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