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Hello, I understand that your board is trying to make loans fair for consumers, but there is no harm any more to consumers. What happened in the past is in the past. The fact that greedy hedge funds made it easy for consumers to suck out their equity to pay bills, and have cash, that in turn made all banks, brokers etc. push these horrible products to in most cases by today's standards unworthy applicants. With all the products or lack thereof in today's market there is no real taking advantage of customers, especially with the lack of equity in their homes. We now have education classes, testing, and background checks etc. This will eliminate almost all of the bad seeds in the industry. With the new GFE's and HUDS it will make it easier for customers to spot how and why we are making money (Which is funny itself since if the loan closes in our name we still make the same if not more money on the rate "SRP" and that does not have to be disclosed). I am a broker that in the past years has not made more than a 2% avg on a loan whether it was on YSP, Upfront charges or a mix of both. You do understand that I am allowed on most of these deals to make upwards of 4%. I do not do this because in most cases it does not seem morally sound to be overcompensated. Your board must not understand that the days of brokers overcharging customers is over. What you should look at is how much a company makes on a deal. Do you think if anyone gives a customer the best rate available that their payment does not suffer equally because they are charged the money up front. All of the agencies that regulate the industry should put less time in trying to figure out how to educate borrowers, and more time of making sure companies and/or its employees are worthy financial advisors. The next thing you have to understand rates are a commodity that go up and down, why should the broker that puts out all the money to get customers approved for loans not make out as the market improves, in the same respect take a hit when the market worsens. If a customer is happy with their loan amount and the rate offered what is the problem? There is not a customer that I have dealt with in years that does not shop around for the best and most

comfortable deal. Really what makes me laugh is I just spent two years to get customers out of adjustables, and now the market is rewarding banks and brokers with high YSP and or SRP to sell customers on adjustables. Bottomline is no one is talking about taking away the market and coupons for rates so they will always pay some one more or less as the market bears. What your board is saying is that we do not deserve any of the profit? Do you realize how many loans that I give a better rate with less money being charged than if they went with their local or BIG bank. I will tell you, a lot and I get it done quicker for the customer, while watching the market to see if I can give them a better rate, not just to see if I can make more money. What a real mortgage broker does is work pro-bono on many files and on the few that can go he is compensated. Besides that he can represent the borrower's qualifications to underwriting to ensure the customer gets the loan they deserve. Then the funny thing is the "BIG" bank that denied them or did not give them as good of a deal or even just took months to underwrite buys that same loan I closed and services it. A good morally sound broker deserves every penny he gets, and in some cases takes less compensation to get the loan done for the borrower via credits or lowering the rate to make their ratios work. I do not know what else could be added besides a good broker deserves their money and can and will always give the best deal for any borrower. Please consider what I have said as I am proud of what I do. In conclusion the average rate from broker to being securitized on the open market yields 4-6%, If we have responsibility for any loan we write from early payoffs to first payment defaults and if legally something was done incorrectly, can you answer me why I can't give someone who has a 6.5% rate a 5% rate get paid 2 points on it so I can live a maintain office expenses while limiting what if any equity is being used in their home through the proceeds of the loan or if a purchase money out of their pocket that they can use on their home or new life. If you take away YSP you are taking away my ability to help a customer that I have a one on one relationship with and leaving the determination of their rate to the big companies to decide. Who have no influence or care for the borrower that they will only know the customer by the company's assigned loan number, while also forcing my hand to charge a customer so I can live equals: a worse rate, more equity and or money out of their pocket, and what most customers need and the reason the 2006 disaster happened, an affordable payment they qualify for and deserve. Thank you for your time and I hope this message gets through to your board that a Good broker can make a nice leaving while providing excellent service to the borrower by using YSP (Market) to the borrowers advantage.