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Subject: Reg Z - Truth in Lending

Comments:

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Proposal: Regulation Z - Truth in Lending - Closed-end Mortgages
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To Whom it May Concern, I would like to comment on the YSP issue. I have been in banking for more than 40 years. I have been placing mortgage loans on the secondary market for 29 years. I am an honest mortgage banker, have been and intend to stay one. My compensation is based on loans closed. I make a portion of the origination fee and the YSP. Can I charge a customer a higher rate and make more money, yes....would I be competative NO! The last thing that I want is for my customer to tell their friends that I charge X% and it's over the market by X%. HOW MANY REFERRAL WOULD I RECEIVE AFTER THAT? I live off referrals and I give all my customers a fair price and fair rate. I don't currently disclose my YSP because quite honestly it is none of my customers business how much money I make. The last time you went to the grocery store, did you get a receipt showing you how much they charged you and how much profit they made off your shopping? NO YOU DID NOT. No one in business is required to disclose profit, why are you asking our industry? I will continue to give my customer a fair deal and I will sleep very well at night. By making this change, I would guess that the closing cost to the borrow will need to go up as we need to make a profit for the bank and myself or why are we in buisness? Profit is NOT a dirty word. You are also assuming all loans work the same. In my experience, every deal is different and requires a different amount of time to work on and get the loan to closing. We need to be paid for the extra it may take. Thank you for reviewing this comment and please DO NOT make these changes. Why not go after the bad guy????