

From: Rayna Coleman
Subject: Reg Z - Truth in Lending

Comments:

Date: Oct 05, 2009

Proposal: Regulation Z - Truth in Lending - Closed-end Mortgages
Document ID: R-1366
Document Version: 1
Release Date: 07/23/2009
Name: Rayna Coleman
Affiliation:
Category of Affiliation: Other
Address:

City:
State:
Country: UNITED STATES
Zip:
PostalCode:

Comments:

I am a loan originator and have worked as a broker, a correspondent lender and as a direct lender. I whole-heartedly support this legislation. I, like many in this industry, have worked hard to maintain the highest ethics and standards and have been disgusted by those that have taken advantage of borrowers not savvy enough to understand they are paying more than they need to. I have seen too many instances of loan originators that have made \$2,000, \$3,000 and even \$7,000 on one loan by charging the client upfront points in addition to the YSP being paid from the lender. The very client being taken advantage of is the one that can least afford it and is thereby set up for failure from the start. The recent MDIA and HVCC regulations really accomplish little other than bogging down the loan process. However, making YSP transparent so that a consumer can understand what they're paying for is a leap in the right direction to protect the consumer from greedy and unethical loan officers.

I recognize that this will also adversely affect those in the industry that have worked hard to be ethical and may cause some to go out of business. While I regret that will happen, the protection of hundreds of thousands - millions of consumers has to bear more weight than tens of thousands of loan officers. My opinion may not be popular among my peers, but I truly believe that this legislation is a much needed change in our industry.