

From: Guaranteed Mortgage Company, Joseph R. Staub
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Comments:

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Name: Joseph R. Staub
Affiliation: Guaranteed Mortgage Company
Category of Affiliation: Other
Address:
City:
State:
Country: UNITED STATES
Zip:
PostalCode:

Comments:

Ladies and Gentlemen, I am a 22 year industry professional and an owner of a mortgage brokerage company for 10 years. The continued changes being made in our industry continue to be counterproductive, time wasting and have a negative impact on the consumer. Eliminating yield spread premium simply does not make sense. To begin, the customer is allowed to originate the loan without any points or broker fees. Each individual lender compensates us for providing them with the file. In essence, we are similar to the insurance agent who is reimbursed to provide a policy holder. Each lender is different. There are times when lender a pays us more to do the loan at 5.25% than lender b at 5.5%. As mortgage brokers, our job is to get the customer a loan package that best fits their individual needs. This provision will do one or 2 things. The 1st is the cost of the transaction will be higher for the consumer and competition will decrease further increasing the costs. The 2nd adverse action is that we will essentially be priced out of the industry. No one is looking at the compensation of the banks either! How much salary are underwriters, processors, originators making? What amounts are the banks making from selling the files to fannie, freddie and hud? It is time you actually sit down with educated trained mortgage professionals and learn what we do and how we do it!!! You continue to try to legislate the market but all you are doing is making the process more difficult and expensive for the customer. It is also time you look at the real culprits of this mess. That would be the rating agencies and fannie and freddie. Brokers have never made 1 credit decision! We present information after picking from a menu of loan options that are given to us to fill. Why you continue to place the blame and penalize individuals who are not responsible for the problem is beyond me! Folks, it is time to tackle the agencies that created the problem. Granted, there were mortgage brokers that took advantage of customers. It happens every day in every profession. Many of these individuals are long gone. Quit penalizing the brokers and customers! Want to talk to someone that

really cares and tries to do it the right way? Do not destroy our industry!