

From: Lillian S Kossacoff
Subject: Reg Z - Truth in Lending

Comments:

Date: Dec 24, 2009

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

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

Comments:

I became a mortgage broker 10 years ago, and I have always strived to be my clients trusted advisor. When they call me, I answer the phone and know them by name. I know their families, their personal needs. A transaction with me is looking for their highest good. They are not just number to me. I have worked both for banks where there is SRP, or service release premium and now work in the broker world where there is YSP, or yeild spread premium. Banks, for some reason do not have to disclose the SRP to clients, but brokers are held to a higher standard and must show YSP. Becasue I am a broker, I can shop for my clients and find the best rate and program for them, usually beating the banks in rate and price. I give my clients a choice in the rate and help them get into an affordable mortgage so they can keep and live in their home for many happy years. Taking away YSP from brokers would also take away a choice a consumer has to work with a broker becasue we would be driven out of busineses by removing YSP and yet NOT removieng SRP from banks. Doing this is anti small buiness and will lessen competition as consumers would only have big banks to deal with. Taking away competition is not a consumer friendly choice. Plus more people would loose their way of making a living, creating more unemployment. Those of us who are working in these times are doing so because we have intergrity and have survived because we have looked out for our clients highest good. Taking away YSP will drive us out of business, and will drieve rates and costs higher for the consumer. This bill does not understand how loans are priced from either the banker or broker and is not helping the consumer in teh long run. I urge you not to remove YSP or legislate how brokders are compensated.