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Comments:

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I am a loan officer, 99% of customers do not understand the T & L, they want to know what the rate will be and monthly payment. 99.9% of customers do a 30 year fixed rate without a penalty. The news media has scared them into staying away from any other type of loan. The clients are adults, we can't steer, our company does not offer any high risk loans. Adjusting the pay scale is not going to help the problem, we need to go back to basics, which is happening now, save some money, put a small down payment, lower ratio's, get rid of no doc loans.