



FEDERAL MORTGAGE COMPANY Inc.
2371 EASTLAKE AVENUE EAST
SEATTLE, WA 98102

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MortgageGram

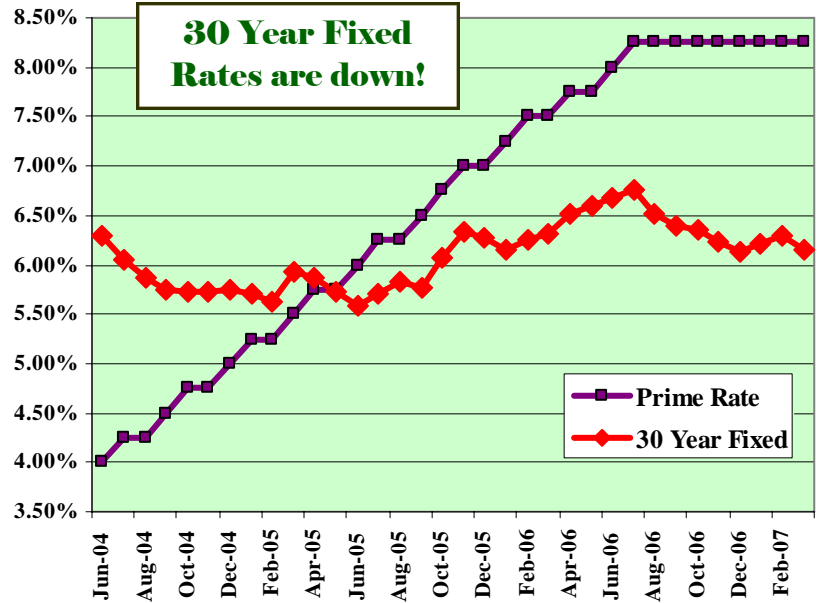
A wide variety of Mortgages are still available

Much has been written about the **Sub Prime** market failures, however the overall mortgage market funding sources are still very strong and there is a wide variety of mortgages available for borrowers seeking higher loan to values with lower credit scores than FNMA and FHLMC will fund. At Federal Mortgage we have been actively researching the new programs and **we have many excellent options** for our clients with more challenging credit or income or loan to value scenarios. We can help a wide variety of clients even with the more strict underwriting standards. Examples we can provide:

- 90% financing with no mortgage insurance based on a 580 credit score.
- Excellent financing on homes that were recently listed for sale (great when the house fails to sell).
- 100% loan to value on investment homes.
- 80% cash out refinance with a 620 credit score and No Income Verification.

The key is knowing both the borrowers financial situation and **how to obtain the approvals** in order to obtain the very best financing. We have several automated underwriting pricing tools to obtain the best pricing, which then can be used to obtain the approvals quickly and efficiently. Call Conrad or Andy with your scenarios and we can provide an honest and accurate assessment of the situation and send a detailed **Good Faith Estimate**.

Prime Rate vs. 30 Year Fixed Mortgages



Electronic Signatures at Federal Mortgage Company

We now have the ability to allow our clients to sign their name much less on the final closing paperwork on conforming fixed rate programs! **eSign** is an electronic signature that replaces "wet" signatures by a simple click of the mouse for most of the first mortgage forms. These documents are created electronically as a pdf file and stored on a disk - which saves paper, time, blue ink, and trees.

Reverse Mortgage Key Facts

As our senior citizens costs increase (and property taxes increase) there are increasingly tighter budgets for this increasing segment of the housing market. **For up-to-date underwriting tips and pricing, please call Andy or Conrad on (206) 325-8400 any time.** We can help with any purchase opportunities, and we can quickly review the scenario and provide a detailed Good Faith Estimate. We can always provide the best priced overall solutions for you or your clients!!

Always ask for a detailed Good Faith Estimate

This written estimate should outline all of the fees and explain all the terms. Always ask about any prepayment penalty. For an ARM, be sure to find out the Index, the Margin, any rate change Caps, and how the payments change over the term of the loan. Get it locked in writing then take it to closing !

Federal Mortgage Company, Inc. is a member in good standing of the Washington Association of Mortgage Brokers, the Seattle Mortgage Bankers Association, and the National Mortgage Bankers Association. We are licensed and bonded to originate mortgage loans in Washington, Oregon, and Idaho. See www.fedmtg.com

Please call Andy or Conrad on 206-325-8400 or email us at conrad@fedmtg.com or andy@fedmtg.com for a detailed Good Faith Estimate on any program