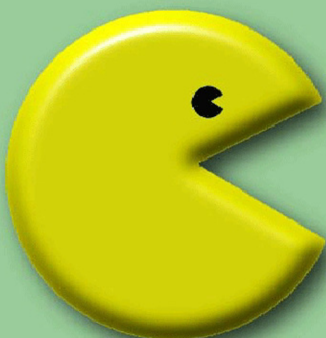

Newsletter - Vol. 5 Issue 11

November 2008

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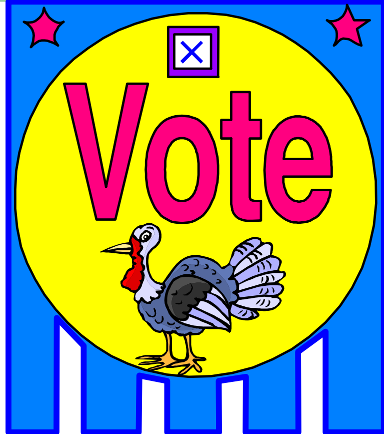
30 Yr. Fixed Conform. & Jumbo	6.125 & 8.25%
5/1 ARM Conform. & Jumbo	5.625 & 7.25%
Prime Rate	4.00%
MTA Index	2.479%
COFI Index	2.693%
Home Ownership Accelerator Index	NA

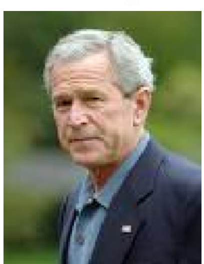
Morty's Bench Marks -10/31/2008

Above rates assume 30 day locks priced at par, that is, at wholesale with no rebate. Rates change daily.



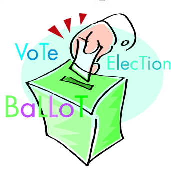
Maybe you're like me in that you're tired of hearing people fulminate about politicians. People love to bend hearer's ears about all the incompetence, waste, and gross injustice that are part of government, but when asked what they're prepared to do to improve the situation these same people are suddenly at a loss for words or start back-pedaling. Most people are willing to do little more than provide lip service. And that's part of the problem. Specifically, if you're not part of the solution, you're part of the problem. So, if you're not doing something to improve the situation have the good manners to shut up about it.

A lot of people say it doesn't really matter who gets in because one man can't make that much of a difference. I beg to differ and as irrefutable proof I submit the following: look at what an absolute mess an utter incompetent has managed to do in eight years. The Bush Presidency has made a shambles of our economy, waged a ruinous, unprovoked war, engaged in a disastrous foreign policy, eroded our personal freedoms, and squandered American lives and treasure. (Incidentally, I am neither a Democrat or a Republican).



The headline of London's Daily Mirror On November 4, 2004 read "**HOW CAN 59,054,087 PEOPLE BE SO DUMB**?" Easy, by voting on the basis of sound bites, instead of being informed about the issues, by "picking someone you would prefer to have a beer with" instead of on the basis of their character, intelligence and leadership. The media also needs to be taken to task for contributing to non-issues by focusing on irrelevancies such as not wearing a flag pin on one's lapel or whether one's hand was over one's heart during the playing of the "Star Spangled Banner".

Electing a president is not a high-school popularity contest, yet more people watch "American Idol" than the presidential debates. I've long maintained that an electorate gets exactly the kind of government it deserves. The first step in being patriotic is in being a good citizen. Go out and vote this November as if our country's future depended on it...because it does.



CURRENT EVENTS

10/1-10/3 Sales among the nation's top automakers fell sharply in September with GM reporting a decline of 16%, Ford, 35%, Chrysler, 34%, Toyota's 32%, Honda 24% & Nissan 37%, due, in part, to the credit markets being frozen. It was the worst drop in 15 years. The ISM manufacturing index, a key reading on the economy, fell to a seven-year low. Stocks slumped mightily Thursday afternoon as rising borrowing costs and weak economic reports exacerbated jitters ahead of the House vote on the $700 billion bank rescue plan, already approved by the Senate. The Dow was down 348 points for the day. Although, the bank rescue plan passed, Friday, the market still slumped 157 points, possibly on the Labor Dept.'s report that there was a net loss of 159,000 jobs in September, the ninth straight month that the U.S. economy has lost jobs.

10/6-10/10 "When American catches a cold the rest of the world comes down with pneumonia" is an old saying, but it appeared to have some validity this week. The contagion of an ailing American economy is beginning to spread globally. European markets and Asian indexes were down 4-5%, Monday. With oil tumbling to an 8-month low of $88, the Dollar soared to a 14 month high against the Euro. The

market continued to slide another 369 points because mutual funds and hedge funds sold stocks in their portfolios to accommodate redemptions as fearful investors exited the market. Tuesday, the Federal Reserve in an effort to unfreeze the credit markets and jump start lending said it would buy high-grade commercial paper. Despite the announcement, just as it had the day before, the market trended downward ending off 508 points, a 5-year low. The Federal Reserve, working in coordination with other central banks worldwide, in an emergency move lowered its Fed Funds rate by a half percentage point to 1.5%, Wednesday. Also, five central banks, the European Central Bank, the Bank of England, the Central Bank of Canada, the Swedish National Bank, the Swiss National Bank and China's Central pumped billions into their respective countries in overnight money to stave off fears of a worldwide recession. The Dow dropped for a third-straight day—189 points. Thursday was another heart-stopping day on Wall St. as the Dow was propelled 675 points lower by a combination of the expiration of month long prohibition against short-selling and the Treasury's plan to acquire ownership stakes in ailing banks to close at 8579. Also, the flip side of irrational exuberance—irrational despair, appears to be permeating the markets. Friday, with the Japanese Nikkei (stock market) tumbling 9.6% and the London FTSE (stock market) down 8.9%, the global sell off kept downward pressure on U.S. markets Friday. The Dow closed at 8451, down 128 points.

RATE SUMMARY: The major rate changes this week were as follows: Fed Funds at 1.5%, discount Rate at 1.75% and Prime Rate at 4.5%.

10/13-10/17 The Federal Reserve announced Monday its offer to lend unlimited amounts to the central banks of England, Switzerland and the European Union in an unprecedented move to provide liquidity for the banking system. The Dow soared 936 points, to 9388, its greatest one-day gain, ever. Tuesday, the market slid 76 points as investors evinced concern over the Treasury's Plan B, a $250 billion program emulating Britain's move of recapitalizing banks by buying preferred stock in them in an effort to unthaw credit markets. A weak retail sales report and dour forecasts from the Federal Reserve, coupled with sober comments from Fed Chairman Ben Bernanke, sent stocks reeling, Wednesday. On Thursday the Federal Reserve Board announced that its index of industrial production fell by 2.8% in the month of September (yes, as in an annual rate of 33.6%). That's the biggest monthly decline in the index since January 1975. The market lost another 733 points, the second greatest point loss ever. It was down; then it was up. The market saw unrivaled volatility in an 800 point swing Thursday before ending up 401 points. Despite Google's earnings and bullish comments from Warren Buffett., the bears carried the day and market closed down 127 points, Friday.

RATE SUMMARY: Across the board mortgage rates jumped 3/8 of a percent this week. The only notable exceptions were the 30-yr fixed rate conforming and Agency jumbos which showed only a modest 1/8 percent bump.

10/20-10/24 Citing that the economy is in risk of protracted slowdown, Fed Chairman Ben Bernanke told Congress that it should consider passing a second stimulus package to jump start the economy. In response, the Dow add 413 points to the average. The TED spread, which is the difference between what banks pay to borrow from each other for three months and what the Treasury pays, narrowed to 2.97% from a record 4.65% earlier this month—another sign that credit markets are beginning to thaw. Tuesday, saw more credit thawing as **Libor, the overnight bank-to-bank lending rate, fell to 1.28% from 1.51% Monday**. The rate is now below the Fed's benchmark lending rate of 1.5%, a good sign for the credit market. Despite credit markets being less jittery than when the Libor hit a record 6.88% earlier this month at the height of the market panic, the Dow Jones Industrial Average lost 231 points as mixed corporate earnings reports gave investors a reason to retreat after the previous session's big rally. Stocks tumbled 514 points Wednesday afternoon as weak corporate profits and forecasts and slumping commodity prices amplified fears of a broad recession. Many on Wall St. thought the market was "extremely oversold" after Wednesday's performance and such appeared to be case as the Dow closed up, 172 points. As markets around the world plummeted , Friday, the Dow sustained only a 312-point drop. Amid renewed fears of a global recession foreign investors and hedge funds dumped overseas stock and fled their own currencies, seeking the relative safety of the dollar and the yen. As a result the dollar strengthened sharply against the Euro and the pound.

RATE SUMMARY; Overall, conforming rates fell an 1/8th for this week, with the 15 yr. fixed showing the greatest improvement with a 3/8th drop in rate. The same was the case with the Agency Jumbos, but the true jumbos above $697,500 jumped in price, not rate. FHAs & VAs dropped an 1/8th, also.

10/27-10/31 Stocks tumbled 200+ points, Monday. Despite the government's programs to shore up the financial system being underway, they failed to assuage the market's recession jitters. Coming off a 5-year low, the Dow jumped 889 points. The 2nd biggest one-day advance ever occurred in anticipation of a tomorrow's expected interest-rate cut by the Federal Reserve. As expected, Wednesday, **the Fed cut the Fed Funds Rate, the overnight lending rate between banks, to 1% from its earlier 1.5%. The Fed also lowered its Discount rate by a half-percentage point to 1.25% or the rate at which it lends directly to banks and Wall Street firms. The Prime Rate is now fixed at 4%**. Thursday, according to the U.S. Commerce Dept., Gross Domestic Product (GDP) shrank .3% on an annualized basis, the biggest decline in 7 years. Stocks rallied up 144 points Friday, to end of one of the worst months in Wall Street history.

RATE SUMMARY: As stock prices go up, bonds prices fall. Because bond's interest rates are fixed there is an inverse relationship between their prices and their yields. So, as bond prices drop, the yield goes up and the interest rates that lenders demand for mortgage back securities rises. This is exactly what we saw happen this week. Conforming rates worsened by 3/8ths to an 1/8th. Jumbos remained essentially unchanged. Government conformings under $362,650 saw a ¼ pt. bump in rate.

Eleven more lending casualties were racked up this month, the most notable being Downey Savings & Loan and E-Loan. This brings the running total to 299 mortgage lenders that have "imploded" since the beginning of 2007, meaning that they have halted major operations, filed for bankruptcy or become a "fire sale" acquisition of another lender.

THIS ISSUES'S TOPIC:

BUYDOWNS REVISITED

A "buy down" is the payment of discount points to a lender in exchange for a reduced rate of interest on a loan. (A discount point is 1% of the loan amount). **A reduced interest rate, not only affords buyers a lower payment, it also allows them to qualify at the lowered rate.** Both buyers and sellers can buy the rate down. To a mortgage broker, discount points are the opposite of rebates: they're monies paid to the lender instead of being paid out by the lender.

TWO KINDS—PERMANENT AND TEMPORARY

There are two kinds of buy downs—permanent and temporary. A permanent buy down is also known as a rate discount i.e., paying discount points to permanently reduce the rate of the mortgage. A permanent buy down is for the life of the loan. For example, a lender may offer a rate of 7% with no points or 6.375% with 2 points. Thus, the six and three-eighths percent in this example constitutes the discounted rate.

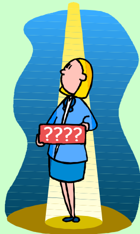
A temporary buy down is created when funds are placed in escrow—outside the control of the borrower or the lender to offset the monthly payment required by the terms of the note. The funds in escrow reduce the effective payment rate but not the note rate. A temporary buydown may be for 1, 2, or 3 years. A buy down for 2 years is referred to as a 2-1 buy down and one for 3, is notated as a 3-2-1. To illustrate, a 2-1 buy down for a typical 30-year fixed rate mortgage at 7% with two points could carry an effective payment of 5% in year 1, 6% in year 2 and then revert to the note rate of 7% in year 3.

As previously mentioned, the buy down cost may be borne by the seller or the borrower. In some cases the buy down funds may be paid by the lender in what is know as a "lender subsidized" buy down where the note rate of the loan is increased to reduce the upfront cost of the subsidy. This is a "reverse" discount. The example above might be augmented to 5.5%-6.5%-7.5% with one point and no buy down cost.

HOW MUCH FOR HOW MUCH?

Whether they're permanent or temporary, buy downs are not cheap. The buy down rate of exchange for a permanent buy down is not 1:1. As a "general rule of thumb", **one discount point** will lower your **fixed interest rate .25%** or your **adjustable rate .375%.** For a temporary buy down the rate is likely to approximate 1 point in cost for 1% interest rate reduction.

WHY USE A BUYDOWN?



The primary reason for utilizing a buy down is to qualify for a larger loan. Obviously, if the borrower's monthly payment is lower, he can afford a larger mortgage. The temporary buydown can also offer a psychological benefit by allowing a borrower to ease into a higher housing expense. If a borrower is accustomed to paying $1,000 per month, but in order to purchase a desired home a larger mortgage is required, his monthly payment will be higher. A temporary buy down can offset the difference between the desired payment and the required payment.

A popular application of the temporary buy down utilized frequently among the home-building community is to advertise dramatic temporary interest rate buy downs as an enticement to purchase a new home. If interest rates are in the 6s & 7s, a buy down allows the borrower a potential fixed rate mortgage in the 3s or 4s.

TO BUY OR NOT TO BUY

Again, as a rule of thumb, it's probably **not to one's benefit** to buy the rate down if—

- you're not going to stay in your home more than 3-4 years
- you think you'll refinance before then

On the other hand, **it may be worthwhile considering—**

- if you have surplus funds to be utilized (owing to seller concessions)
- if you plan to stay in you home for more than 5 years
- if you plan to keep your property as an investment after you move
- or you don't plan on refinancing in the near future

BREAK EVEN ANALYSIS

The definitive way to see if a buy down is of benefit is to do a break even analysis. To do this, you simply divide the amount required to buy the rate down by the difference in payment between the interest rates being considered. This yields the number of months it would take to recoup your investment or to break even on your buy down.

OTHER CONSIDERATIONS

Tax deductibility Is another factor to consider. For a home loan purchase the points paid can typically be considered tax deductible in the year they are paid; however, with a refinance loan, the points paid can only be deducted over the term of the loan.

SPECIAL OF THE MONTH: One of my lenders offers few programs, but those that do—have extremely good pricing. Their 15 & 30 yr. fixed rate loans that are a ¼ to 3/8 of a percent lower than everyone else's. Loan amounts for conforming (up to $417,000) and agency jumbos (to $697,500) are available. Also, be aware that Agency jumbos are set to expire on 12/31 of this year and the new loan ceiling will probably be below $625.500. Although the programs run till year end, most lenders are requiring that these loans fund by mid-Dec.

HELOCS ON THE ROCKS

Second mortgages, also known as HELOCs (for Home Equity Line Of Credit) are turning into another mortgage debacle. In the banks quest to enable borrowers to leverage their homes to the hilt or facilitate no money down purchases, the nation's largest banks went HELOC-wild in 2005-2007. These loans were used in lieu of mortgage insurance when LTV's exceeded 80% and up as high as 100%. The loans were easily obtained, requiring minimal documentation—no appraisal, only an electronic evaluation of the property value, and a credit score were required.

A year later, things are vastly different. With homes losing 25% or more of their valuation in the past 12 months, the loss for the second lien holders is nearly total since they would receive nothing in foreclosure—it all goes to the holders of the first. Nowadays, **most second mortgage holders do not even bother with foreclosure proceedings any longer, choosing more traditional means of collection.**

This HELOC market amounts to some $1.1 to 1.3 TRILLION or over 10% of all mortgage-related debt. The nation's largest banks, among them B of A, CITI, Wells Fargo, Chase, WaMu, GMAC, National City, PNC, and Wachovia, originated these loans. Wells Fargo's portfolio, for example, contains $84 billion of them. There are a large number of homes whose 1sts and 2nds when combined exceed the current value of the property they are secured by. As a result, a not insignificant number of 2nds have become newly unsecured due to the massive re-valuation in the housing market over the course of the past 18-months.

To limit their exposure, a few months back, banks began to freeze consumers' available credit on their Home Equity Lines. Countrywide began by freezing 122,000 accounts in fell swoop and WAMU followed-up shortly thereafter freezing another 50,000 Lines of Credit. Since then, most large-named banks have begun to freeze lines originated prior to 2008 or with original combined loan-to-values over 80% in regions where property values were dropping, coincidentally, the same regions with the highest percentage of these loans.

These moves impacted thousands of homeowners who had obtained them as a short-term safety net against unforeseen eventualities, e.g., temporary business setbacks, college tuition, a rainy-day fund, etc. The days of tapping the equity in one's home in an emergency has now become a thing of the past for many. Their curtailment has also further reduced housing affordability and is likely to extend the housing slump and curb consumer spending even more.

Lenders threatened to sabotage the Housing and Economic Recovery Act of 2008 because it calls for the second mortgage holder to be wiped out completely. Efforts to avert foreclosures are being complicated by the large number of sub-prime borrowers who took out second mortgages so they could afford the down payments on their homes. But secondary lenders suggested there were ways to stall or derail mortgage renegotiations by delaying the completion of necessary paperwork because they posed the question, "Why should I give up my lien position in exchange for nothing?"

So, at the last minute, the legislators added a provision to the FHA bailout bill whereby in the event of a second mortgage, the 2nd mortgagees would still be required to waive their rights to obtaining a standard judgment, but in lieu of no immediate monetary benefit, the second lien holders would be allowed along with the FHA to share in a portion of the future appreciation on the property. Before that can happen, however, lenders have to agree to the restructuring and refinancing of the existing first mortgages which would extinguish any seconds or subordinated liens.

It's tough to forecast the program's success in part because banks have had a very lukewarm reaction to it. (See "No 'Hope' for Homeowners" below). Four large servicers told lawmakers six weeks ago that they would use the program only as a last resort. The problem is that the Hope for Homeowners program requires banks to reduce the loan's principal to 90% of a home's current appraised value, which is likely to be much less than the owner paid for it. Lenders prefer to freeze or cut interest rates so they can at least recover the original amount of the loan. You lock in your loss, by reducing loan principal. Banks might turn to "Hope for Homeownership" if they feel the loan is hopeless and just want to get rid of it. Lenders also won't be pleased with the new home appraisals, which will show them just how underwater their borrowers are.

No 'HOPE' FOR HOMEOWNERS

The FHA's $300 billion "Hope for Homeownership" program is part of the Housing & Economic Recovery Act of 2008 passed on July 30, 2008. Its avowed purposes were foreclosure prevention and stabilizing the housing market by making as much as $300 billion dollars available through the program.

'Hope' is an FHA program that allows struggling borrowers to refinance into a 30-year, fixed rate mortgage of up to $550,440 mortgages backed by the federal government. The reason that its success has been far from optimal is because lenders who elect to participate are required to write down qualified mortgages to 90% of the current appraised value. Also, under the program borrowers are released from second mortgages and prepayment penalties.

In order to qualify, borrowers must have taken out their mortgages on or before Jan. 1, 2008 and have made at least six payments. Homeowners may be current or in default. But either way borrowers must prove that they will not be able to keep making their existing payments. Also, to be eligible, borrowers need to have a debt-to-income ratio of at least 31%, live in the house, not own other homes, have provided accurate information on their loan documents and have not been convicted of fraud in the past decade.

Further, borrowers are required to share 50% of all future appreciation with FHA. They must also pay a 3% Mortgage Insurance Premium (MIP) upfront, plus a 1.5% MIP annual fee on the unpaid balance, paid in monthly installments.

In the August newsletter, I speculated that it was unlikely to be the panacea that mortgagors in trouble were hoping for because of the voluntary lender participation and the stringent borrower qualifications. Thus far, this has proven to be both accurate and an understatement. Since its implementation on October 1, 2008, all of 79 homeowners have been accepted as of October 27, 2008. With 77 banks participating in the program it works out to roughly one homeowner per bank in that 27 day period.

It might be thought that the miniscule numbers were due to the public's lack of awareness of such a program's existence, but the program has generated a great deal of interest by distressed homeowners since it was unveiled. In fact, lenders have been deluged with inquiries from interested borrowers, and the Congressional Budget Office has estimated that this program could help as many as 400,000 homeowners through September 2011, when the program ends.

Incredibly, in the face of receiving the largest publicly funded bailout of private industry in history, supposedly caused by nonperforming securities backed by rapidly foreclosing mortgages, the banks themselves are refusing to use a portion of that bailout money to help alleviate the very circumstances that had predicated the public bailout in the first place. Ironically, the job of fixing this mess has been delegated to the group most instrumental for its cause.

If it is not for lack of a program, and if it is not for a lack of interest on the borrowers' part, that only leaves the failure of the program to the usual culprits—the banks.

Meanwhile, **two million families are expected to lose their homes to foreclosure in the next two years.**

DataQuick reported that 'SOUTHERN CALIFORNIA HOME SALES ARE UP 65% OVER LAST YEAR'. Unfortunately, this headline misleads the reader into thinking things are improving when the opposite is true. Ordinarily when sales volume increases prices are bid up because the increased demand for homes forces a rise because of the diminished supply. When sales volume rises and prices fall something else is going on with the Law of Supply and Demand. The reason that prices are continuing to fall amidst rising sales is that the supply is elastic (as in increasing) and that the supply is increasing as more and more homes are falling into foreclosure. **Home prices actually fell 7.6% in September.**

In Sept 2007, there were 12,455 sales of which 12.6% (1570) were foreclosure related. This means last Sept there were 10,885 'organic' sales, which is 'me selling a home to you'. In Sept 2008, total sales were in fact up 65% over last year at 20,497. But, 50% were foreclosures meaning that there were fewer organic sales (10,249). This is significant and worse than a year ago. Housing prices are not stabilizing simply because more inventory is coming on the market than is coming off. The September stats show that more than 10k homes in SoCal entered the foreclosure process or were actually foreclosed upon during the month. Recall, too, that Sept. 2007 sales were especially anemic, having plunged by 30% from August's due to lenders pulling out of the jumbo market all at the same time. While the DataQuick headline is technically true, it is crucial to view September's sales in the proper context so as to not be misled.

As a point of reference, in Sept. 2006, 22,654 homes sold in SoCal of which about 4% were foreclosure related leaving approximately 21,500 organic sales. In Sept 2005, 31,740 sold with 30,500 being organic. Sept. 2008 SoCal organic sales are down 66% from three years ago.

As organic sales have plummeted, so, too, have prices. Values are down 40%-70% across the state. **This** puts even more people upside down in their homes (owing more than their home is worth) and **exponentially increases the chance of loan default across all paper types.**

Plunging values affect ALL home owners. Although 10,249 buyers in So. Calif. got a 'great deal' by buying a foreclosure last month, millions more lost significant value in their property and were pushed into a negative equity or deeper negative equity position. **NEGATIVE EQUITY IS NOW THE PRIMARY CAUSE OF LOAN DEFAULT.** (For an in-depth explanation of this phenomenon see Vol. 5 Issue 9 of the newsletter "As Foreclosures Escalate, Equities Evaporate").

MORTY'S MAILBAG

Q. I've read your explanation of some pretty complicated stuff. Can you tell me in words that I might understand what the "TED" spread is that I hear economic pundits talking about these days and why it's so damn important?

A. TED is an acronym formed from ***T-Bill*** and ***ED***, the ticker symbol for the Eurodollar futures contract. The size of the spread is usually denominated in basis points (bps) or 1/100th of a percent. Thus, **TED spread** is the **difference** between the three-month T-bill interest rate and three-month LIBOR. The TED spread is a measure of liquidity and shows the degree to which banks are willing to lend money to one another.

This is because T-bills are considered risk-free while LIBOR reflects the credit risk of lending to commercial banks. When the TED spread increases, it is a sign that lenders believe the risk of default on inter-bank loans (also known as counterparty risk) is increasing. Inter-bank lenders therefore demand a higher rate of interest, or accept lower returns on safe investments such as T-bills. When the risk of default is considered to be decreasing, the TED spread decreases.

For example, if the T-Bill rate is 5.10% and ED trades at 5.50%, the TED spread is 40bps. But before the credit crunch erupted in August 2007, the TED spread typically ranged between 20 and 30 basis points. The TED spread fluctuates over time but is often between 10 and 50 basis points (0.1% and 0.5%). A rising TED spread often foretells a downturn in the U.S. stock market as liquidity is withdrawn.

Elevated readings in the indicator indicate an increased level of risk aversion in the market, as investors flock to short term T-bills which due to their credit quality and short time horizon are considered risk free, while Eurodollar futures are more representative of the credit quality of corporate borrowers. During 2007, the sub-prime mortgage crisis ballooned the TED spread into the region of 150-200bps. On September 29, 2008, after the bailout bill was unexpectedly voted down, the TED spread achieved a new high of just over 350bps.

The purpose of the bailout was to avoid a continuing series of financial institution failures and frozen credit markets. The spreads between Treasurys and privately issued securities continues to remain elevated, a signal that investors remain nervous about assuming risk.

Recipients of the newsletter are invited to Ask Morty any real estate or financing questions. The answer to the question will be answered either by phone or email and posted in the next issue for the benefit of all. Questions may be forwarded via mail phone or fax. Due to the high incidence of spam, if you email me a question it needs to identified as "real estate question" on the subject line of the email. (See front of issue for phone and fax numbers). Morty's email address is **Morty@MortgageStraightTalk.com**

MORTGAGE MIRTH

In this era of political correctness it is important to remember that being blond(e) is not confined to one sex. So without further ado, here are this month's offerings:

Question and Answer Blond(e) Jokes

Q. What do you call a blond in an institution of higher learning?
A. A visitor.

Q. What do you call a blonde with half a brain?
A. Gifted.

Q. What do you call a brunette with a blonde on either side?
A. An interpreter.

Q. What do you call a fly buzzing inside a blonde's head?
A. A Space Invader.

Q. What do you call a blond in a tree with a brief case?
A. A Branch Manager.

Q. What do you call a smart blond?
A. A golden retriever.

Q. What do you call it when a blonde dies their hair brunette?
A. Artificial intelligence.

Q. What do you call a blonde with 2 brain cells?
A. Pregnant

Q. What does a blond and a beer bottle have in common?
A. They're both empty from the neck up.

If you'd care to share one that you've heard, please email it to me at **Rod@mortgagestraightTalk.com**

NEXT ISSUE'S TOPIC: DOWN PAYMENTS