



REAL ESTATE PROFESSIONALS

Discover Reverse Mortgage Loans



JOIN US FOR A WORKSHOP ON HOW THE **HOME EQUITY CONVERSION MORTGAGE (HECM) FOR PURCHASE (H4P)** LOANS CAN POTENTIALLY INCREASE YOUR ANNUAL COMMISSIONS

Most, but not all, reverse mortgages today are federally insured through the Federal Housing Administration's Home Equity Conversion Mortgage (HECM) Program. This information talks about HECM loans only. H4P loans may not be available in all areas.

Event Highlights:

- Help 62+ year old buyers afford their dream home
- Double your buyer's purchase power with an H4P
- Most agents who fully understand reverse mortgages increase their commission
- Turn previously unqualified buyers into customers

THURSDAY, JANUARY 17TH, 2019

9:00AM - 10:30AM

**CCAR Training Room
250 BRANCHVIEW DR. – CONCORD**

BREAKFAST PROVIDED



James and Mary, who are 62 and 65, want to move to a maintenance provided community. They want a home that is all on one level but home values are more than they could sell their existing home for currently. A Realtor recommended to them that with a reverse mortgage for purchase, they could buy the home they are wanting.



\$250,000

James and Mary could continue to live in this \$250,000 home.



\$350,000

Clients could sell their current home and purchase a new home for \$350,000 and only put down \$204,050.*



CLIENTS COULD SELL THEIR HOUSE FOR \$250,000 AND PURCHASE A HOME FOR \$350,000.

The house and story is used for illustration purposes only. House may not be available for purchase. Numbers above do not include closing costs.

To register, please contact Rudy King at (704) 770-6584 or rudy.king@fairwaymc.com

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Contact me today to learn more!



*The required down payment on your new home is determined on a number of factors, including your age (or eligible non-borrowing spouse's age, if applicable); current interest rates; and the lesser of the home's appraised value or purchase price. Copyright©2019 Fairway Independent Mortgage Corporation ("Fairway") NMLS#2289. 4750 S. Biltmore Lane, Madison, WI 53718, 1-866-912-4800. All rights reserved. Fairway is not affiliated with any government agencies. These materials are not from HUD or FHA and were not approved by HUD or a government agency. Reverse mortgage borrowers are required to obtain an eligibility certificate by receiving counseling sessions with a HUD-approved agency. The youngest borrower must be at least 62 years old. Monthly reverse mortgage advances may affect eligibility for some other programs. This is not an offer to enter into an agreement. Not all customers will qualify. Information, rates and programs are subject to change without notice. All products are subject to credit and property approval. Other restrictions and limitations may apply.

