



MORTGAGE UNDER MANAGEMENT PROGRAM

Yes Doug, enroll me in "Rate Watch" and get me a lower interest rate!

Who is watching your mortgage?

Wouldn't it be nice to know when interest rates drop and you can save some money by having a lower payment? For whatever reason, many mortgage brokers help you with your loan, and then you never hear from them again. You soon find that your mortgage is orphaned. You hear on the news or from a friend that rates have dropped, you make some calls, but soon find out that you missed the opportunity.

My mortgage management program is for home owners who have a mortgage, but don't have a mortgage professional watching it for them. You may not be ready to refinance just yet, however if interest rates drop, you will want to be notified so you can make a decision, especially if the rate drop is going to save a lot of money every month in payment.

Real Life Examples

Jeff and Aimee wanted 5.5% for a 30 year fixed. They were aggressive in their request, especially since their ARM was coming due and were going to see their payment go up. However, in mid January 2008, mortgage backed securities became strong as the stock market weakened thus lowering interest rates. I contacted Jeff & Aimee to advise them and they pulled the trigger and locked their loan at 5.5% on a 30 year fixed.

Eric and Rachel came to me to purchase a home in June 2006. They bought their home at 6.375% for a 5 Year ARM. In January 2007, I contacted them and got them a rate of 5.625% on a 5 Year ARM at no cost. In January 2008, I contacted them again and converted their 5.625% ARM to a 5.625% 30 Year Fixed, again at no cost.

I want that low rate!

Interest rates change daily and sometimes multiple times during the day depending on what is going on in the world financial markets.

Lenders price their interest rates based on the value of mortgage backed securities traded in the US Bond Market. Various events impact these securities such as economic reports like the jobs report, fed announcements, retail sales, core consumer price index, among so many others. Many of these same events impact the stock market as well. Often times when the stock market is weak, the bond market is strong and therefore mortgage interest rates drop. The reverse effect is true with interest rates going higher. This "back and forth" happens almost daily.

It is during these events when we want to take advantage and lock in interest rates to lower your payment. A day with news which helps the bond market, could improve interest rates by 1/4 of a point. This brief period could be the difference in saving you money every month. These events are how I was able to help the families in the examples above.

"Rate Watch" Enrollment

By completing this form, you are requesting that I notify you of market conditions which yield a lower interest rate than what you are paying now. If such an opportunity exists, I will contact you to advise you of your options. At that point, you can decide if moving forward makes sense for you.

Printed Name _____

Address _____

City, State, Zip _____

Best Phone Number to Reach You _____

Email Address _____

Current Home Value _____ Current Rate _____

Existing Loan Balance (include 1st & 2nd) _____

Month / Year you took this mortgage out _____

Is this a (circle one): condo single family investment property

Do you have a target interest rate in mind? _____

How much money do you need to save a month for it to make sense for me to contact you? _____

In how many years do you plan to retire? _____

Is having the mortgage paid off at retirement important? Yes No

Mail this form back to:

Douglas Boncosky
MDR Mortgage
399 Quentin Road, Suite A
Palatine, IL 60067

Or fax back to: 847-241-0073

Or email to: dboncosky@mdrmtg.com

Or online: www.dougboncosky.com/enroll

Questions? 847-494-2450

