



**Finance and Regulation:
They're Going to Change Your World
State of the Market Address**

The Apollo moon mission was off track most of its journey, but landed on the moon within 15 feet of its target because it continuously adjusted its course; so must you!

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- _____
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The New Mortgage Rules: What every REALTOR® needs to know

The Dodd-Frank Act was enacted by Congress in 2010. It was created to correct lending practices some felt contributed to the housing/mortgage market collapse. Out of this also came the CFPB- Consumer Financial Protection Bureau. An entity charged with consolidated rulemaking and enforcement authority.

Ability to Repay (ATR)

Qualified Mortgage (QM)

Integrated Mortgage Disclosures

TAX UPDATE:

FHA Financing

The FHA program is a government insurance program; doesn't lend money, under the administration of HUD, limited to owner occupants and applications are made through an FHA approved lender.

Down Payments

MIP:

Approval: _____

Assumability:

FHA Programs _____

VA Financing

In 1944, as a part of the Servicemen's Readjustment Act, Congress created the VA loan guaranty program to assist returning WWII soldiers in their efforts to readjust to civilian life. Congress created the Veteran's Bureau in 1921; changed it to the Veteran's Administration in 1930, and in 1989 became the Department of Veteran's Affairs (DVA).

Advantages:

Eligibility: _____

Funding Fee:

Qualification:

Assumption guidelines:

Credit Scores

Credit scores are now, more than ever, a critical piece of a buyer's ability to buy. We can help educate buyers on how to improve their score and what to do and not do to maximize their fiscal ability.

Who sets the score?

Factors affecting score:

It is the process of assigning the statistical probability of repayment of debt. There is a model for the scores that was created by Fair Isaac & Company and are called FICO scores. The scores range from 300 to 850. The higher score reflects better credit ratings.

What determines score?

Fair Credit Reporting Act: FCRA- a federal law which regulates the activities of credit reporting bureaus. Designed to protect the public from unfair treatment as a result of inaccurate information in their file with the reporting agencies.

Your rights under the Act: free copy of your report, revise your report, examine your report, delete old information, inform others of a dispute, trace who pulled or issued report.

What to do and not do:
