

Employee Benefits Monthly

January 2005

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Monthly local offering only given to you; brought to you by Robert and Brian of First Security Loan
- Offered to employees of Miss Sandie's School, WBE Inc, and Novato Unified School District

Welcome to Employee Benefits Monthly....

This is **your** monthly benefits newsletter. Because you are a valued employee, your company is allowing us to offer the below special deals with local merchants. These are discounts not offered to the general public. Below you will find the merchants and their offers as well as your Employee Benefit Card. Please make sure to bring this card or the whole newsletter with you when visiting these merchants. The offers will rotate monthly. These offers are being sponsored by Robert Sundberg and Brian Dixon, Real Estate Loan Consultants with First Security Loan of Novato, along with your Employer at NO COST to you. We hope you enjoy and are able to take advantage of this benefit your employer is offering you.

“Sub Prime”, “Non-Prime”, “Alternative”.....

The above terms are used in Real Estate finance for loans and lenders that do not meet the standard criteria. These criteria are for borrowers with poor credit or maybe different sources of income. These may also work for properties that may not fit the normal guidelines (i.e. a dome).

Many borrowers (and potential borrowers) may think they can not buy Real Estate or refinance their existing property due to poor credit. With the use of credit scores (discussed in issue #1), the Sub-Prime lenders have found a way to weight different borrowers and what rate can obtain. A borrower with a 680 score may get a 5.5% rate while someone with a 550 score might get 8.0%. These are just examples, but not far from reality of what rates lenders will offer. Basically, the lower the score the higher the rate and vice versa. We have seen lenders do loans for borrowers who have just filed Bankruptcy or are on the edge of foreclosure.

The Sub-Prime lenders do the majority of 100% financing that is available whether the borrower is “A+” or has had some credit issues. The 100% financing allows borrowers to get into a property without having to save a 10-20% down payment and possibly into a home years before they thought they could.

If you or someone you know has been thinking of buying property but credit scores, lack of down payment, etc., have been holding up the process, the Sub-Prime loan could be a solution. Call us to see what your options may be.

Some New Years Resolutions for 2005

1. Make a new friend	5. Run your credit report
2. Learn a new language	6. Donate to a good cause
3. Review your financial information	7. Look at your retirement planning
4. Take up a new physical activity	8. Call Rob or Brian to discuss numbers's 3, 5, and 7



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Happy New Year!!



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