

# Employee Benefits Monthly

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; W Bradley Electric, 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 offers that they do not give to the general public. Below you will find the merchants and their offers, as well as the Employee Benefit Card. Please make sure to bring this card, or the whole newsletter, with you when going to 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.

December 2004

- Intro
- Refinancing?
- Valued Merchants

## Is the Refinance market over?.....

We get the question all the time, "Is anyone refinancing anymore?" or "the refinance market is over, isn't it?". First of all, mortgage rates have actually gone down as the FED has done their increases. For the most part the Rate and Term refinance market has pretty much stopped. These are borrowers who have a loan and just want to lower their rate and payment. That said, we are seeing borrowers with 5/1 and 7/1 (30 year adjustable rate loans that are fixed for the first 5 or 7 years) loans that wish to lock in the 30 year fixed rate while it is still low. On the other side we see people wanting to lock in the very low 5/1 and 7/1 rates as they realize they may not be in their home much longer than that and want to take advantage of these current rates.

It is still a great market for those needing to get cash out for debt consolidation, home improvements, college expense, etc..Borrowers are also taking advantage of increased home equity, by doing a cash out loan on their primary residence to help in purchasing an investment property or second home.

Some borrowers are pulling cash out and doing an interest only loan so their payments do not change or change minimally.

There are also many Line of Credit options available to take advantage of the increased equity over the last few years. These lines can be done at "No Cost". Rates will vary depending on credit scores, income documentation, and Loan to Value ratio.

Borrowers who were considered "sub-prime" a few years ago, may now be able to fit into the "A" category and take advantage of today's low rates. There can be a significant savings here, as "sub-prime" rates can be at a large premium. ....**Many other possibilities....Call with any questions...**



Robert Sundberg  
Real Estate Loan Consultant

415 209 -7633  
Rsundberg@fslc.com

# Happy Holidays!!



Brian Dixon  
Real Estate Loan Consultant

415 209 -7630  
Bri@Jupe.com

**First Security Loan—Mortgage Brokers (415 898—1771) 1500 Grant Ave, Novato Representing 100's of loan programs**