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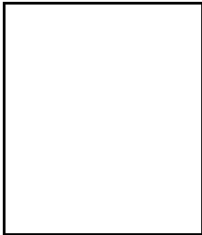
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Market and Economic News

Interest Rates still at very low levels despite signs of growth.....

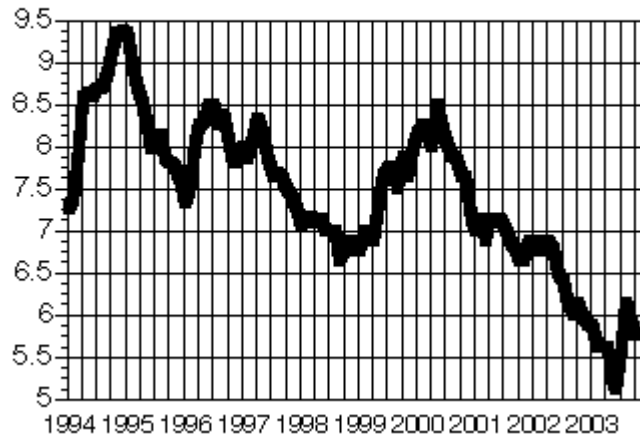
40 year lows! If you refer to the chart on this page, you can see that rates are still at extremely low levels relatively speaking.

Recently many economic figures have been coming out showing increasing growth as well as consumer confidence. This has come without signs of increased inflation pressure. With Inflation being the main influence on pushing interest rates up, this is a good sign...so far.

With the potential of future growth and possible FED increases, we may see Mortgage Rates popping up soon (February/March). I do not foresee extreme increases, but we could conceivably see mortgage rates 1/2%

higher in a couple months. Of course, some new volatility in the Middle East could actually push rates down a little. I do think that the Middle east activities are already factored into the market, so there would have to be some

30 YEAR FIXED MORTGAGE RATE



The Gross Domestic Product (GDP) is just came out at the largest increase in many years. Durable Goods orders are up significantly, and Consumer Confidence is moving up. Much of this has lead forecasters to predict that the Federal reserve (FED) will start to push up it's short-term rates in early 2004. Volatility in the World will most likely keep things from getting too enthusiastic. It would not take a lot to calm down the confidence...

severe activity to move the markets.

Those with current fixed mortgage rates over 6.50% (slightly lower for 15 year fixed), Intermediate loans (fixed 5-7 years), and adjustables may want to look at current market rates before they start to go up.

Currently mortgage rates are higher than the lows of June this year, but they are lower than they were a year ago. A year ago we were talking about rates being at

Give me a call or e-mail to run numbers on your specific case.....

The Intermediates— Great Alternative to a 30 year fixed loan...

The Intermediate loans are adjustable rate mortgages that are fixed for the initial 3, 5, 7, or 10 years. They then become an adjustable. The rates on these can be over 1% lower than on a normal 30 year fixed rate loan.

Many homeowners or buyers may know that they will only be in the house a certain time. It doesn't make sense to pay the rate for a 30 year fixed, if you know you will only have the loan 5 years. The Intermediates can save a lot of interest over that time..

Studies have been done that shown the average homeowner either refinances or moves about every 5-6 years. Based on this, The Intermediates make a lot of sense.

Because the rates are lower, the payments are lower (duhh). This means the the homeowner/buyer should qualify for a larger loan size using the Intermediates.

The most popular Intermediate options are the 5/1 and 7/1. The 3/1 tends to be too short of a time period for most individuals and the 10/1 is not always that competitive. Lately the 10/1's have been more competitive, sometimes being .50%+ lower. These days, it is very rare that someone holds a mortgage more than 10 years...

What are the drawbacks.....After the fixed period, the loan is subject to where market rates are at that time. Many of these loans have life caps of 5 or 6 over the initial interest rate. If rates have significantly gone up, and you still have the loan, you are taking risk of your rate and payment making a significant jump. This potential risk is offset by the interest savings in the initial period. I try to make sure that someone going into this loan is either out of it before the initial period ends or is at least aware of the potential risk.

If one of these loans may be of interest to you, please feel free to call or e-mail me. I can run some numbers for you.

Qualifying time....

I get many calls and e-mails inquiring what they can qualify for. In the "olden" days, it was pretty easy to tell someone they qualified for a specific range. With so many loan options today, it is hard to give a specific range...

My initial qualifying will be based on the standard guidelines. This is then expanded for more lenient loan options that can increase a qualifying range.

The standard guidelines would usually be a fully documented (w2's, paystubs, tax returns...) 30 year fixed rate loans. If this does seem to do the job, we look at different loan options. This can include a

<p>Quick Qualifier (Income stated, but not documented) up to a NO DOC (Job, income, assets are not stated on the application). The main qualifiers on these loan options are credit and down payment.</p>	<p>NEW Conforming Loan Sizes</p> <ul style="list-style-type: none"> • 1-family loans: \$ 333,700 • 2-family loans: \$ 427,150 • 3-family loans: \$ 516,300 • 4-family loans: \$ 641,650
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The more lenient loan options can allow for a much greater qualifying range. Because they are more lenient, they are at a higher rate than a fully documented loan. This variance can be as little as .25% and up to 1.0%+. Generally the more lenient (i.e. 100% No Doc), the higher the rate premium. And, yes, there are 100% stated income loans available. People are able to get into a home without down payment and income meeting normal qualifying standards..

If you are putting off buying or refinancing due to thinking you may not qualify, there may be an option for you. I would be happy to discuss the specific situation to see what would work for you...

Interest Rate Indexes as of November 18, 2003

11th District Cost of Funds	1.923
Prime	4.000
12 Month MTA	1.302
1 Month LIBOR	1.289
10 Year Treasury	4.330

RULE OF THUMB: Generally a 1% spread in interest rate makes financial sense to look at to refinance. The make sense spread could be lower if current loan is an adjustable or intermediate fixed loan.

Do you know someone looking to: Purchase a home, Refinance their current home for a lower rate, Refinance for money to consolidate debt or do home improvements . . . Please have them call me or I would be happy to call them.

My Business is based on referrals and I always appreciate your recommendations.

Current Sampling of Rates and Loan Programs

Fixed Rate Loan Programs

Program	Rate	Max Loan	APR
30 Yr	5.375	\$322,700	5.611
15 yr	4.750	\$322,700	4.954
7/1	4.750	\$322,700	4.954
5/1	4.250	\$322,700	4.421
30 yr	5.625	\$500,000+	5.803
15 yr	5.000	\$500,000+	5.189
10/1	5.250	\$500,000+	5.413
7/1	4.750	\$500,000+	4.952
5/1	4.000	\$500,000+	4.189
3/1	3.875	\$500,000+	4.076

All rates quoted above are at 1 point. Loans are available with higher/lower points. Rates effective November 18, 2003 Please Call.

Adjustable and Other Programs

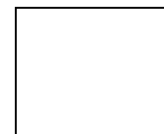
- ◆ **NO Document Loans**
- ◆ **Interest Only Loans**
- ◆ **Purchases/refinances up to 100%+!!**
- ◆ **Adjustables tied to 11th District Cost of Funds Index with Low initial rates and margins**
- ◆ **Bi-Weekly adjustables - Pay down principal faster**
- ◆ **Rental property loans with low down**
- ◆ **B-C, "Hard Money" loans available (Tough properties, Poor credit, etc.)**
- ◆ **Lines of credit with No Lender Fees**
- ◆ **Many other programs available.**
- ◆ **Call for your specific needs!**

Many options are available. First Security Loan represents various lenders and loan programs. The above is just a sampling of what is available. Please give me a call for your specific case. We can do loans with higher points for a lower interest rate, or loans with a higher rate and lower costs. We can do Excellent credit to Poor credit. We can do loans on your primary residence or your rental. We can do loans on houses, condos, apartments, commercial buildings, etc. Rates do change daily, so please call for the most current

Return Service Requested

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