



Reverse mortgage

Appointment presentation





Reverse mortgage overview

No monthly repayment unless:

- Borrowers move
- Borrowers sell
- Borrowers pass away

Facts:

- In 2021 housing wealth among seniors surpassed \$10 trillion
- 1.5 million reverse mortgages have been completed since 2005
- 150,00 reverse mortgage have been completed in the last three years
- Payments can be made if desired

Notes:



[guildmortgage.com](https://www.guildmortgage.com)

Guild Mortgage Company NMLS ID 3274; Equal Housing Opportunity; Equal Opportunity Employer; www.nmlsconsumeraccess.org, AZ BK #0018883; Licensed by the Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act; MA Mortgage Lender License #MC3274; MA Mortgage Broker License #MC3274; Licensed by the Mississippi Department of Banking and Consumer Finance; Licensed by the N.J. Department of Banking and Insurance; NV Mortgage Company #1141; OR ML-176; Rhode Island Licensed Lender; Rhode Island Licensed Third Party Loan Servicer. Guild Mortgage Company 5887 Copley Drive, San Diego, CA 92111. For licensing info, www.guildmortgage.com/licensing. All loans subject to underwriter approval. Terms and conditions apply, subject to change without notice. These materials are not from HUD or FHA and were not approved by HUD or a government agency. Borrowers must maintain the property and most current payments of property taxes, homeowner's insurance, and HOA dues.



Consumer safeguards

- Benefits are insured by the government
- Government required counseling
- Government regulated costs and fees
- Government protection against predatory lending
- Government insured as a nonrecourse loan

“The process was easy once I got over my fear. I’m now able to save more money every month now that I don’t have a mortgage payment. Life is easier and I’m really happy I decided to get the reverse mortgage.”

– Rose M.

Notes:

Guild
mortgage

guildmortgage.com

Guild Mortgage Company NMLS ID 3274; Equal Housing Opportunity; Equal Opportunity Employer; www.nmlsconsumeraccess.org, AZ BK #0018883; Licensed by the Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act; MA Mortgage Lender License #MC3274; MA Mortgage Broker License #MC3274; Licensed by the Mississippi Department of Banking and Consumer Finance; Licensed by the N.J. Department of Banking and Insurance; NV Mortgage Company #1141; OR ML-176; Rhode Island Licensed Lender; Rhode Island Licensed Third Party Loan Servicer. Guild Mortgage Company 5887 Copley Drive, San Diego, CA 92111. For licensing info, www.guildmortgage.com/licensing. All loans subject to underwriter approval. Terms and conditions apply, subject to change without notice. These materials are not from HUD or FHA and were not approved by HUD or a government agency. Borrowers must maintain the property and most current payments of property taxes, homeowner’s insurance, and HOA dues.



HUD counseling

- HUD counseling is completed by an FHA approved independent counselor
- The counselor ensures that the program is understood and helps determine if a reverse mortgage is the best option

Facts:

- The counseling session takes approximately 45 minutes
- The counseling session can be done over the phone or face to face
- Counseling is the first step in applying for the loan
- A fee is usually charged by the counseling agency
- The counseling certificate is good for 180 days

Notes:



[guildmortgage.com](https://www.guildmortgage.com)

Guild Mortgage Company NMLS ID 3274; Equal Housing Opportunity; Equal Opportunity Employer; www.nmlsconsumeraccess.org, AZ BK #0018883; Licensed by the Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act; MA Mortgage Lender License #MC3274; MA Mortgage Broker License #MC3274; Licensed by the Mississippi Department of Banking and Consumer Finance; Licensed by the N.J. Department of Banking and Insurance; NV Mortgage Company #1141; OR ML-176; Rhode Island Licensed Lender; Rhode Island Licensed Third Party Loan Servicer. Guild Mortgage Company 5887 Copley Drive, San Diego, CA 92111. For licensing info, www.guildmortgage.com/licensing. All loans subject to underwriter approval. Terms and conditions apply, subject to change without notice. These materials are not from HUD or FHA and were not approved by HUD or a government agency. Borrowers must maintain the property and most current payments of property taxes, homeowner's insurance, and HOA dues.



Determining the loan amount

The loan amount is based on three criteria:

- The home's appraisal or HUD limit*
- The age of the youngest borrower
- Current reverse mortgage interest rates

*Whichever is less, current HUD limit is \$1,089,300

**If married, at least one borrower must be at least 62 years old

"My husband and I had no idea how easy this process was to complete. Our reverse mortgage advisor explained the program in detail and communicated with us through the entire loan process. We couldn't be any happier about our decision."

– Suzanne M.

Notes:

Guild
mortgage

[guildmortgage.com](https://www.guildmortgage.com)

Guild Mortgage Company NMLS ID 3274; Equal Housing Opportunity; Equal Opportunity Employer; www.nmlsconsumeraccess.org, AZ BK #0018883; Licensed by the Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act; MA Mortgage Lender License #MC3274; MA Mortgage Broker License #MC3274; Licensed by the Mississippi Department of Banking and Consumer Finance; Licensed by the N.J. Department of Banking and Insurance; NV Mortgage Company #1141; OR ML-176; Rhode Island Licensed Lender; Rhode Island Licensed Third Party Loan Servicer. Guild Mortgage Company 5887 Copley Drive, San Diego, CA 92111. For licensing info, www.guildmortgage.com/licensing. All loans subject to underwriter approval. Terms and conditions apply, subject to change without notice. These materials are not from HUD or FHA and were not approved by HUD or a government agency. Borrowers must maintain the property and most current payments of property taxes, homeowner's insurance, and HOA dues.



Important facts

- The home must be your primary residence
- Existing loans, liens and judgments must be paid off with proceeds
- Borrowers must keep property taxes, homeowner's insurance and HOA dues current
- Single family homes, condominiums and manufactured homes are eligible
- Limited income and credit qualifications

"We did the reverse mortgage to sustain our quality of living after I retired from my career. We found the loan to be inexpensive, especially when compared to having to make our mortgage payment. We are now enjoying our retirement more than ever."

– Roy M.

Notes:



guildmortgage.com

Guild Mortgage Company NMLS ID 3274; Equal Housing Opportunity; Equal Opportunity Employer; www.nmlsconsumeraccess.org, AZ BK #0018883; Licensed by the Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act; MA Mortgage Lender License #MC3274; MA Mortgage Broker License #MC3274; Licensed by the Mississippi Department of Banking and Consumer Finance; Licensed by the N.J. Department of Banking and Insurance; NV Mortgage Company #1141; OR ML-176; Rhode Island Licensed Lender; Rhode Island Licensed Third Party Loan Servicer. Guild Mortgage Company 5887 Copley Drive, San Diego, CA 92111. For licensing info, www.guildmortgage.com/licensing. All loans subject to underwriter approval. Terms and conditions apply, subject to change without notice. These materials are not from HUD or FHA and were not approved by HUD or a government agency. Borrowers must maintain the property and most current payments of property taxes, homeowner's insurance, and HOA dues.

Comparing loan options

Details	Reverse mortgage	HELOC	Conventional loan
Loan type	Government/FHA	Private/conventional	Private/conventional
Eligible properties	Most homes	Most homes	Most homes
Est. refinance LTV	30%–60%	50%–80%	60%–80%
Est. purchase LTV	30%–60%	NA	80%–95%
Occupancy	Primary residence	Primary residence	Any residence
Ownership	100% ownership	100% ownership	100% ownership
Interest rate	Fixed or variable	Typically variable	Fixed or variable
Pre-payment penalty	None	Typically none	Typically none
Qualifying age	62 years	18 years	18 years
Optional payments	Yes	No	No
Income/credit qualification	Yes	Yes	Yes
Access to insured funds	Yes	No	No
Owner liability	Non-recourse	Recourse	Recourse
Property/insurance obligation	Yes	Yes	Yes
Insurance obligation	Yes	Yes	Yes

Closing costs			
Origination	Negotiable	None	Negotiable
Discount points	None	None	Possible
Mortgage insurance	2%	None	Possible
Other costs	0.5%–2%	0%–1%	0.5%–2%

Interest rates, fees, LTVs and all other terms reflect current market conditions on 10/13/2022 and are subject to change at any time. For illustrative and educational purposes only.



guildmortgage.com

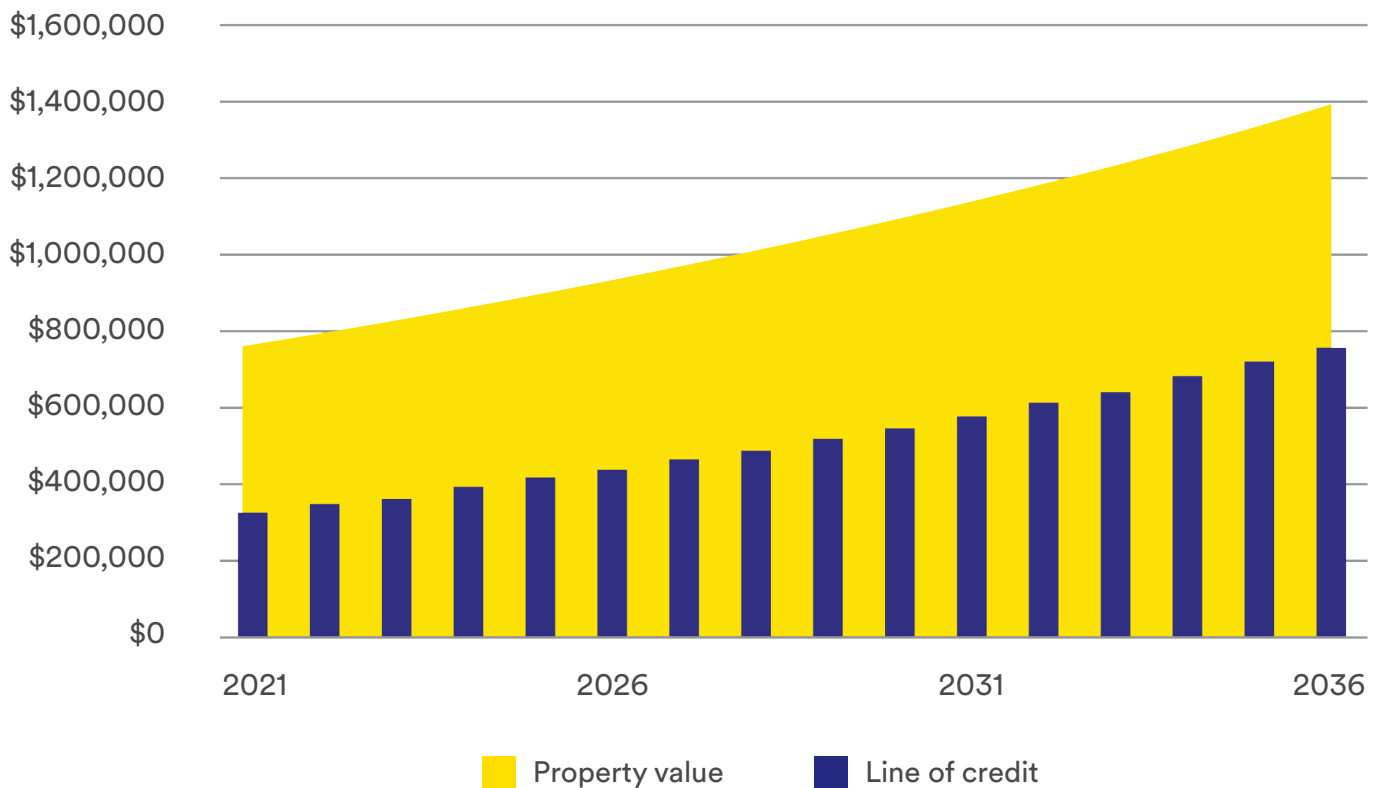
Guild Mortgage Company NMLS ID 3274; Equal Housing Opportunity; Equal Opportunity Employer; www.nmlsconsumeraccess.org, AZ BK #0018883; Licensed by the Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act; MA Mortgage Lender License #MC3274; MA Mortgage Broker License #MC3274; Licensed by the Mississippi Department of Banking and Consumer Finance; Licensed by the N.J. Department of Banking and Insurance; NV Mortgage Company #1141; OR ML-176; Rhode Island Licensed Lender; Rhode Island Licensed Third Party Loan Servicer. Guild Mortgage Company 5887 Copley Drive, San Diego, CA 92111. For licensing info, www.guildmortgage.com/licensing. All loans subject to underwriter approval. Terms and conditions apply, subject to change without notice. These materials are not from HUD or FHA and were not approved by HUD or a government agency. Borrowers must maintain the property and most current payments of property taxes, homeowner's insurance, and HOA dues.

Reverse mortgage line of credit

- Unused funds grow over time
- The growth rate is the interest rate plus ongoing FHA insurance premium
- No interest or fees will be charged on the unused balance
- Line of credit can be combined with other payment options
- Entire line of credit including any growth is insured by the FHA

“I did not need the money up front since my mortgage was paid off. I just like knowing that I have a safety net in place just in case. For me the reverse mortgage has given me peace of mind.”

– Rodger S.



For illustrative and educational purposes only.

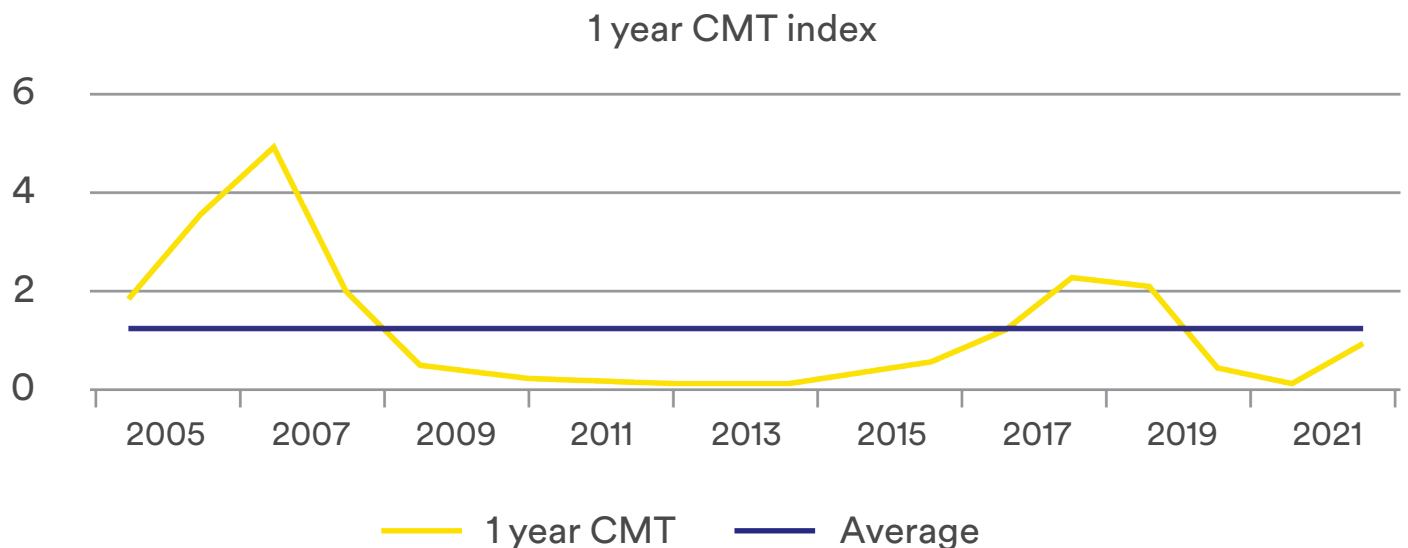
Guild
mortgage

[guildmortgage.com](https://www.guildmortgage.com)

Guild Mortgage Company NMLS ID 3274; Equal Housing Opportunity; Equal Opportunity Employer; www.nmlsconsumeraccess.org, AZ BK #0018883; Licensed by the Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act; MA Mortgage Lender License #MC3274; MA Mortgage Broker License #MC3274; Licensed by the Mississippi Department of Banking and Consumer Finance; Licensed by the N.J. Department of Banking and Insurance; NV Mortgage Company #1141; OR ML-176; Rhode Island Licensed Lender; Rhode Island Licensed Third Party Loan Servicer. Guild Mortgage Company 5887 Copley Drive, San Diego, CA 92111. For licensing info, www.guildmortgage.com/licensing. All loans subject to underwriter approval. Terms and conditions apply, subject to change without notice. These materials are not from HUD or FHA and were not approved by HUD or a government agency. Borrowers must maintain the property and most current payments of property taxes, homeowner's insurance, and HOA dues.



Understanding the interest rate options



Assuming a 2.5% margin, the average interest rate over the last 16 years is equal to 3.78%. For illustrative and educational purposes only.



[guildmortgage.com](https://www.guildmortgage.com)

Guild Mortgage Company NMLS ID 3274; Equal Housing Opportunity; Equal Opportunity Employer; www.nmlsconsumeraccess.org, AZ BK #0018883; Licensed by the Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act; MA Mortgage Lender License #MC3274; MA Mortgage Broker License #MC3274; Licensed by the Mississippi Department of Banking and Consumer Finance; Licensed by the N.J. Department of Banking and Insurance; NV Mortgage Company #1141; OR ML-176; Rhode Island Licensed Lender; Rhode Island Licensed Third Party Loan Servicer. Guild Mortgage Company 5887 Copley Drive, San Diego, CA 92111. For licensing info, www.guildmortgage.com/licensing. All loans subject to underwriter approval. Terms and conditions apply, subject to change without notice. These materials are not from HUD or FHA and were not approved by HUD or a government agency. Borrowers must maintain the property and most current payments of property taxes, homeowner's insurance, and HOA dues.



Program options

Variable index:

- Based on the CMT index* plus the margin

Fixed rate:

- All proceeds must be taken as a lump sum payment
- Rate is fixed for the life of the loan

*Constant Maturity Treasury Index

Notes:



[guildmortgage.com](https://www.guildmortgage.com)

Guild Mortgage Company NMLS ID 3274; Equal Housing Opportunity; Equal Opportunity Employer; www.nmlsconsumeraccess.org, AZ BK #0018883; Licensed by the Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act; MA Mortgage Lender License #MC3274; MA Mortgage Broker License #MC3274; Licensed by the Mississippi Department of Banking and Consumer Finance; Licensed by the N.J. Department of Banking and Insurance; NV Mortgage Company #1141; OR ML-176; Rhode Island Licensed Lender; Rhode Island Licensed Third Party Loan Servicer. Guild Mortgage Company 5887 Copley Drive, San Diego, CA 92111. For licensing info, www.guildmortgage.com/licensing. All loans subject to underwriter approval. Terms and conditions apply, subject to change without notice. These materials are not from HUD or FHA and were not approved by HUD or a government agency. Borrowers must maintain the property and most current payments of property taxes, homeowner's insurance, and HOA dues.



Proceed options

- Lump sum
- Monthly payments to borrowers
- Line of credit
- Any combination of the above

FHA insures access to the line of credit and monthly payments to the borrowers, regardless of factors outside the borrower's control such as market volatility or economic instability.

Notes:



[guildmortgage.com](https://www.guildmortgage.com)

Guild Mortgage Company NMLS ID 3274; Equal Housing Opportunity; Equal Opportunity Employer; www.nmlsconsumeraccess.org, AZ BK #0018883; Licensed by the Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act; MA Mortgage Lender License #MC3274; MA Mortgage Broker License #MC3274; Licensed by the Mississippi Department of Banking and Consumer Finance; Licensed by the N.J. Department of Banking and Insurance; NV Mortgage Company #1141; OR ML-176; Rhode Island Licensed Lender; Rhode Island Licensed Third Party Loan Servicer. Guild Mortgage Company 5887 Copley Drive, San Diego, CA 92111. For licensing info, www.guildmortgage.com/licensing. All loans subject to underwriter approval. Terms and conditions apply, subject to change without notice. These materials are not from HUD or FHA and were not approved by HUD or a government agency. Borrowers must maintain the property and most current payments of property taxes, homeowner's insurance, and HOA dues.



Borrower responsibilities

- Must keep property taxes current
- Must maintain fire insurance
- Property must be kept in good condition
- Must live in home as primary residence
- Needed home repairs may need to be completed before closing if required

Important information:

At the end of the reverse loan term, some or all of the property's equity won't belong to the borrower, and they may need to sell or transfer the property to repay the proceeds of the reverse mortgage. Guild will add the applicable reverse mortgage origination fee, mortgage insurance premium, closing costs, or servicing fees to the balance of the loan which will grow, along with the interest, over time. Interest isn't tax deductible until all or part of the loan is repaid. Failing to pay property taxes, insurance, and maintenance might subject the property to a tax lien, foreclosure, or other encumbrance since the borrower retains the title.

Guild
mortgage

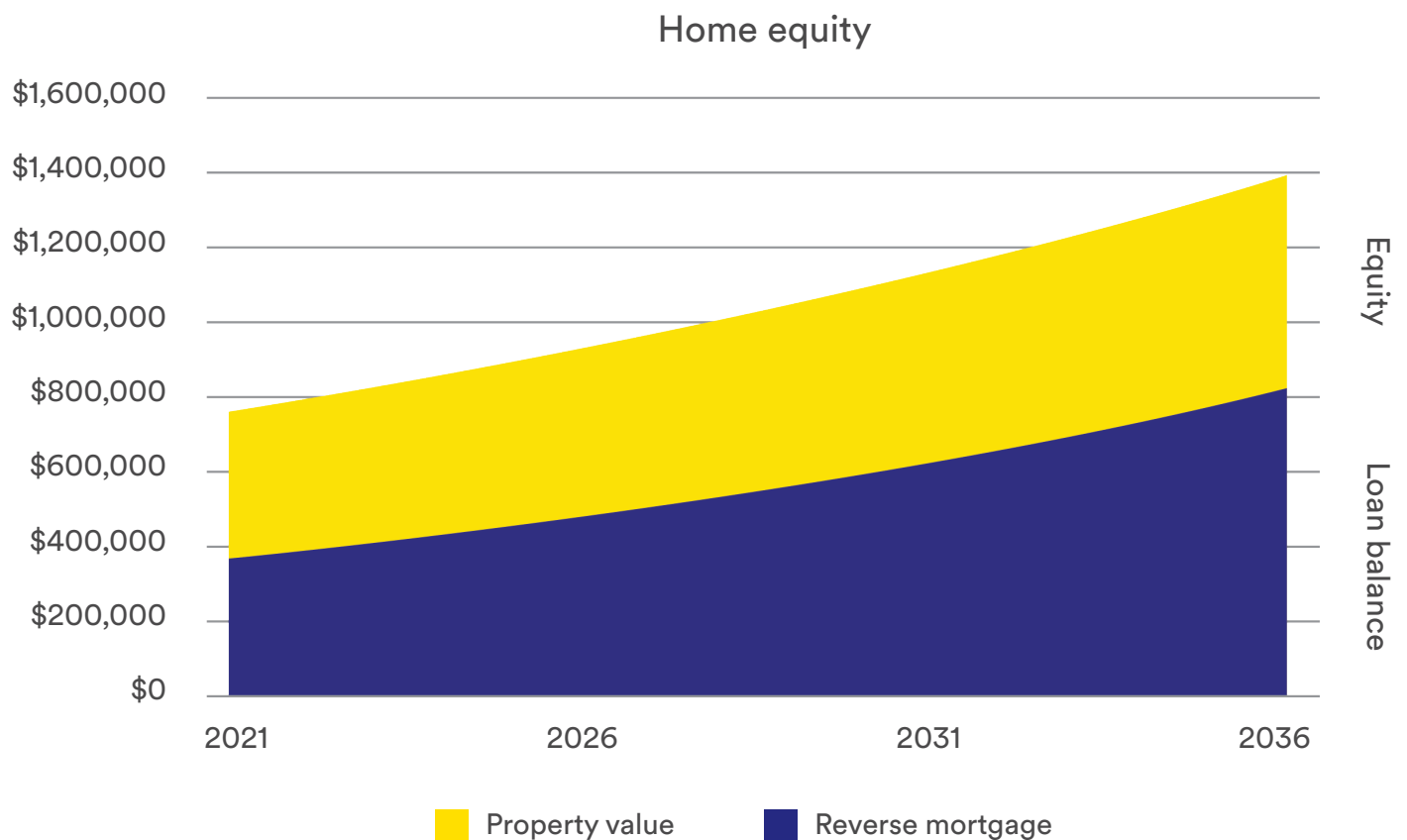
[guildmortgage.com](https://www.guildmortgage.com)

Guild Mortgage Company NMLS ID 3274; Equal Housing Opportunity; Equal Opportunity Employer; www.nmlsconsumeraccess.org, AZ BK #0018883; Licensed by the Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act; MA Mortgage Lender License #MC3274; MA Mortgage Broker License #MC3274; Licensed by the Mississippi Department of Banking and Consumer Finance; Licensed by the N.J. Department of Banking and Insurance; NV Mortgage Company #1141; OR ML-176; Rhode Island Licensed Lender; Rhode Island Licensed Third Party Loan Servicer. Guild Mortgage Company 5887 Copley Drive, San Diego, CA 92111. For licensing info, www.guildmortgage.com/licensing. All loans subject to underwriter approval. Terms and conditions apply, subject to change without notice. These materials are not from HUD or FHA and were not approved by HUD or a government agency. Borrowers must maintain the property and most current payments of property taxes, homeowner's insurance, and HOA dues.

How's home equity impacted?

On a reverse mortgage, usually the first 4% of your home's appreciation each year will cover the cost of any interest being added to your loan.

With homes appreciating an average of almost 8% from 2012 to 2021 there should be sufficient equity in the home to cover the balance of a reverse mortgage and maintain substantial equity in the home.



For illustrative and educational purposes only.



[guildmortgage.com](https://www.guildmortgage.com)

Guild Mortgage Company NMLS ID 3274; Equal Housing Opportunity; Equal Opportunity Employer; www.nmlsconsumeraccess.org, AZ BK #0018883; Licensed by the Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act; MA Mortgage Lender License #MC3274; MA Mortgage Broker License #MC3274; Licensed by the Mississippi Department of Banking and Consumer Finance; Licensed by the N.J. Department of Banking and Insurance; NV Mortgage Company #1141; OR ML-176; Rhode Island Licensed Lender; Rhode Island Licensed Third Party Loan Servicer. Guild Mortgage Company 5887 Copley Drive, San Diego, CA 92111. For licensing info, www.guildmortgage.com/licensing. All loans subject to underwriter approval. Terms and conditions apply, subject to change without notice. These materials are not from HUD or FHA and were not approved by HUD or a government agency. Borrowers must maintain the property and most current payments of property taxes, homeowner's insurance, and HOA dues.



The sum of all benefits

- Government insured
- Benefits of home ownership maintained
- Provides financial independence and a long-term safety reserve
- No payments required as long as you live in the home
- Benefits provided at a competitive interest rate

Notes:



[guildmortgage.com](https://www.guildmortgage.com)

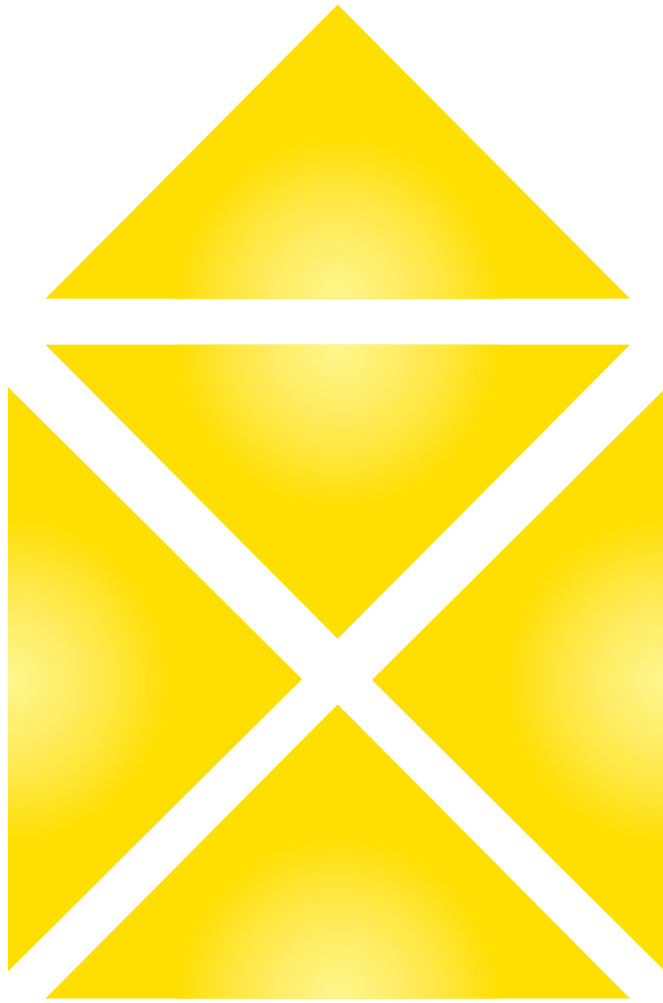
Guild Mortgage Company NMLS ID 3274; Equal Housing Opportunity; Equal Opportunity Employer; www.nmlsconsumeraccess.org, AZ BK #0018883; Licensed by the Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act; MA Mortgage Lender License #MC3274; MA Mortgage Broker License #MC3274; Licensed by the Mississippi Department of Banking and Consumer Finance; Licensed by the N.J. Department of Banking and Insurance; NV Mortgage Company #1141; OR ML-176; Rhode Island Licensed Lender; Rhode Island Licensed Third Party Loan Servicer. Guild Mortgage Company 5887 Copley Drive, San Diego, CA 92111. For licensing info, www.guildmortgage.com/licensing. All loans subject to underwriter approval. Terms and conditions apply, subject to change without notice. These materials are not from HUD or FHA and were not approved by HUD or a government agency. Borrowers must maintain the property and most current payments of property taxes, homeowner's insurance, and HOA dues.

10 easy steps

1. HUD counseling is completed
2. Loan application is completed
3. FHA appraisal is completed
4. Loan is approved
5. Final loan documents get signed
6. Three day “right to rescission”
7. New reverse mortgage loan is funded
8. Old mortgage is paid off
9. New reverse mortgage loan is disbursed
10. Smart planning and peace of mind is achieved

Notes:





Ready to get started?

Visit us at guildmortgage.com



I am licensed to do business in the state of Texas. Guild Mortgage Company; Equal Housing Opportunity; Company NMLS #3274. www.nmlsconsumeraccess.org. All information, loan programs & interest rates are subject to change without notice. All loans subject to underwriter approval. Terms and conditions apply. Always consult an accountant or tax advisor for full eligibility requirements on tax deduction.