

# Four Questions

## You Need to Ask for a “No Hidden Fee” Reverse Mortgage Loan

- 1. Q: What is the margin on my loan?**  
The higher your “margin” the more money you pay. The margin on your loan is the difference between what your lender pays for money and what you pay. Lenders buy money at a wholesale price (aka the current index rate) and add their cost of doing business and profit. All this comes out of your pocket so compare margins from each lender you speak with.
- 2. Q: What is my loan origination fee?**  
In many cases WestCal Mortgage waives origination fees. When we don't it is because the lender requires an origination fee for us to get paid. This is a key question on the way to paying a fair amount for either a standard or reverse mortgage loan.
- 3. Q: Will I know all my fees up front?**  
Yes, you will receive a “good faith estimate” of every dollar you will spend to get your loan. We urge you to compare your estimate to your final paperwork to make sure no extra charges crept in. Look for a company that does not low-ball estimates.
- 4. Q: How much cash can I access?**  
When you compare one reverse mortgage with another you will observe there can be a big difference in the amount of cash you can access. Pay attention to these numbers so you will get the loan you need.



**Call Dan Eichhorn Your Reverse Mortgage Expert Today!**



BRE 00907283 / NMLS 339426

**WestCAL**  
MORTGAGE

Office  
**(707) 824-8081**

Cell  
**(707) 490-9413**

Toll Free  
**(888) 488-5736**