



## 2-hour CE Reverse Mortgage Class-HECM

- **Financing the Baby Boomers:** 15,000 people are turning 62 yrs. old every day for the next 19 years. 77,000,000 Baby Boomer population born between 1949-1964=20% of population. Trendline-Forward mortgages to Reverse mortgages.
- **For Non-Affluent Borrowers:** 78 percent have less than \$100,000 liquid savings for retirement. How the reverse will help them more comfortably retire. Through improved cash flow. Educate clients about the benefits of HECM.
- **For Affluent Borrowers:** Understand how to cash out equity on a primary home while eliminating P+I payments on their primary home. Creating a lower debt to income ratio for Borrowers will allow them to more easily qualify for a vacation home or investment property. Get an edge on creative financing to expand your business.
- **With less than 2% of qualifying SR. Citizens financing with HECM mortgages:** Exponential HECM Growth will follow. Be prepared.
- **HECM for purchase TOPICS:** How much equity down is required, what RE payments are required to be made by Borrower, how old does a Borrower need to be to qualify, can spouse be less than minimum age, who owns the property, how does RE appreciation offset negative amortization, why is there FHA insurance, etc.? Understanding HECM as an option will generate a future client referral source for your growing business.



"This material is not from HUD or FHA and has not been approved by HUD or a government agency."

**Where:** Vail Board of Realtors 275 Main St Ste G004 Edwards, Co 81632

**When:** May 28<sup>th</sup>-Tuesday 12PM to 2PM **RSVP to Instructor below**

**Member and Non-Member Cost \$0 Soft drinks and Pizza luncheon will be served**

**Instructor:** Gary D Barton Sr LO and Partner  
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45+ years of Financing Experience