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A "SALT-OF-THE-EARTH" HOMEOWNERSHIP SUCCESS STORY

Written by Elizabeth Alvarez

When Mike Fisk decided to look in to buying a home, he had no idea where to start. Then he read a short article in the *Daily Bulletin* about free consumer information classes offered by a national non-profit.

"Honestly," began Fisk, "I was leery of the whole thing." Fisk, of Hesperia, is a plain spoken man who specializes in building NASCAR race cars. He attended a local free consumer class offered by a national nonprofit, Lenders Who Care.

"After I read that article, I thought I would go see what the class was about. I was surprised," he continued. "The class was exactly what it said it would be, no sales. Just information, no pressure."

Next, he called a friend who is a real estate professional and started looking at properties.

That was when he decided to contact Tim Harrison, who is the local Lenders Who Care representative and a founding Board Member of the nonprofit.

"Meeting Tim was really informative. We met face-to-face, and that is important to me in doing business. I want to know the person who I am making an agreement with," said Fisk.

"Tim surprised me when he suggested that I meet with other lenders to compare the loan and analyze the options. By then, I was pretty confident that I wanted to work with Tim, but I took his advice, and met with a loan person at a major bank," Fisk noted.

After comparing the options, and after comparing the level of customer service and his 'gut' feeling, Fisk chose to work with Tim and the HLC Team.

"This is the first time I have ever bought a home, and once I decided to work with Broadview and Tim's team, I felt confident that I was being treated fairly. I only wish I had followed Tim's guidance to a 'T'," Fisk laughed.

"Everything worked out for me, but I can say now, it is really important to work with professionals who listen. The bottom line is this: make sure you find someone who is willing to listen."

CURRENT RATES

Conforming Loans up to \$417,000

30 yr. Fixed 1 point	4.375%/4.517% APR
15 yr. Fixed 1 point	4.000%/4.248% APR
7 yr. ARM 1 point	3.500%/3.635% APR
5 yr. ARM 1 point	3.375%/3.509% APR
30 yr. FHA 1 point	4.375%/4.508% APR

High Balance Conf. Loans up to county conforming limits

30 yr. Fixed 1 point	4.625%/4.753% APR
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*Rates are subject to change

Fisk purchased his home using the new FHA (Federal Housing Authority) home loan, which is a fixed-rate loan. The professionals who review and approve the loan, called underwriters, ensure that the borrower is not borrowing over their means to pay - in other words, the borrower is buying a home they can truly afford.

The new FHA is important for both consumers and real estate professionals in that the loan generally closes in about 30 days, there are no required costs or repairs for the seller, and there is rarely a termite or clearance requirement (unless the appraiser recommends these as necessary). These new FHA guidelines are different from the previous FHA loan.

"The bottom line for me," says Tim Harrison, "is that a good person, a real 'Main Street'-type of client is getting a safe loan that he can afford. I loved helping Mike; helping people like Mike is one of the most satisfying parts of my business."

"I want to thank Tim's team, and Monica in particular. The whole office was helpful, all the way through. Tim is a straight-talker. I appreciate that," Mike ended. "My personal experience was great."



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