

# **Product FAQs**



#### Q: What is HomeSafe?

A: HomeSafe is a proprietary jumbo reverse mortgage available to homeowners 55+ that converts up to \$4 million in home equity into usable cash. For certain HomeSafe products only, excluding Massachusetts, New York, and Washington, where the minimum age is 60, and North Carolina and Texas where the minimum age is 62.

#### Q: How does HomeSafe work?

A: HomeSafe eliminates your monthly mortgage payment, if applicable, and loans you up to \$4 million in home equity, with no monthly mortgage payments required. You can receive these funds via a lump sum, a line of credit, or a mix of the two. The borrower must meet all loan obligations, including living in the property as the principal residence, maintaining the home, and paying property charges, including property taxes, fees, hazard insurance. If the homeowner does not meet these loan obligations, then the loan will need to be repaid.

## Q: Who is HomeSafe for?

A: HomeSafe is for homeowners 55+ who wish to maximize the power of their home equity. For those with higher home values and substantial equity, it can be a strategic option for creating liquidity, preserving investment accounts, purchasing a new home, and achieving retirement dreams. For certain HomeSafe products only, excluding Massachusetts, New York, and Washington, where the minimum age is 60, and North Carolina and Texas where the minimum age is 62.

### Q: How does HomeSafe differ from a HECM reverse mortgage?

A: HomeSafe and HECMs are two types of reverse mortgages designed for different situations. HomeSafe is ideal for homeowners 55+ who want to borrow up to \$4 million without paying mortgage insurance. HECMs are available for homeowners 62+, offer loan amounts based on a lower government limit, and have a mortgage insurance requirement. For certain HomeSafe products only, excluding Massachusetts, New York, and Washington, where the minimum age is 60, and North Carolina and Texas where the minimum age is 62.

# Q: What happens at the end of a HomeSafe loan?

A: A HomeSafe loan is repaid when the homeowner moves out, doesn't meet the loan conditions, or passes away. The loan can be settled by selling the house or by using other assets if the borrower or heirs prefer to keep the house. Most importantly, the borrower or heirs won't owe more than the home's value.





#### Q: What is HomeSafe Second?

A: HomeSafe Second is a second lien and HELOC alternative that turns a piece of home equity into cash without the burden of a new monthly mortgage payment or the need to refinance. The borrower must meet all loan obligations, including meeting all loan obligations under the first lien mortgage, living in the property as the principal residence and paying property charges, including property taxes, fees, hazard insurance. The borrower must maintain the home. If the homeowner does not meet these loan obligations, then the loan will need to be repaid.

#### Q: How does HomeSafe Second work?

A: HomeSafe Second loans you a portion of your home equity as a second mortgage. You receive these funds via a lump sum and are not required to make an additional monthly mortgage payment on this cash. The borrower must meet all loan obligations, including meeting all loan obligations under the first lien mortgage, living in the property as the principal residence and paying property charges, including property taxes, fees, hazard insurance. The borrower must maintain the home. If the homeowner does not meet these loan obligations, then the loan will need to be repaid.

## Q: Who is HomeSafe Second for?

A: HomeSafe Second is for homeowners 55+ who want to preserve their current mortgage rate while gaining access to a portion of their home equity. For those considering a HELOC, it can be a strategic alternative with the unique advantage of not requiring a new monthly mortgage payment. The borrower must meet all loan obligations, including meeting all loan obligations under the first lien mortgage, living in the property as the principal residence and paying property charges, including property taxes, fees, hazard insurance. The borrower must maintain the home. If the homeowner does not meet these loan obligations, then the loan will need to be repaid. For certain HomeSafe products only, excluding Massachusetts, New York, and Washington, where the minimum age is 60, and North Carolina and Texas where the minimum age is 62.

## Q: How does HomeSafe Second differ from a HELOC?

A: HomeSafe Second and home equity line of credit (HELOC) offer homeowners different options for accessing a portion of their home equity. HomeSafe Second provides a one-time lump sum payment with no new monthly mortgage payment required. A HELOC offers ongoing access to home equity, requiring a monthly payment on the money withdrawn. The borrower must meet all loan obligations, including meeting all loan obligations under the first lien mortgage, living in the property as the principal residence and paying property charges, including property taxes, fees, hazard insurance. The borrower must maintain the home. If the homeowner does not meet these loan obligations, then the loan will need to be repaid.

# Q: What happens at the end of a HomeSafe Second loan?

A: A HomeSafe Second loan is repaid when the homeowner moves out, doesn't meet the loan conditions, or passes away. The loan can be settled by selling the house or by using other assets if the borrower or heirs prefer to keep the house. Most importantly, the borrower or heirs won't owe more than the home's value. The borrower must meet all loan obligations, including meeting all loan obligations under the first lien mortgage, living in the property as the principal residence and paying property charges, including property taxes, fees, hazard insurance. The borrower must maintain the home. If the homeowner does not meet these loan obligations, then the loan will need to be repaid.





## Q: What is a HECM reverse mortgage?

A: A HECM reverse mortgage is a loan exclusively available to homeowners 62+ that converts a portion of home equity into usable cash with no required monthly mortgage payments. The borrower must meet all loan obligations, including living in the property as the principal residence, maintaining the home, and paying property charges, including property taxes, fees, hazard insurance. If the homeowner does not meet these loan obligations, then the loan will need to be repaid.

## Q: How does a HECM work?

A: A HECM eliminates your monthly mortgage payment, if applicable, and loans you a portion of your home equity with no monthly mortgage payments required. You can receive these funds via a lump sum, monthly payouts, a line of credit, or a mix of all three. The borrower must meet all loan obligations, including living in the property as the principal residence, maintaining the home, and paying property charges, including property taxes, fees, hazard insurance. If the homeowner does not meet these loan obligations, then the loan will need to be repaid.

## Q: Who is a HECM for?

A: A HECM is for homeowners 62+ who want to use their home wealth to maintain or even improve their lifestyle. It can be a strategic option for boosting income, covering medical costs, funding home improvements, or achieving retirement goals.

## Q: How does a HECM differ from a HomeSafe reverse mortgage?

A: HomeSafe and HECMs are two types of reverse mortgages designed for different situations. HECMs are available for homeowners 62+, offer loan amounts based on a lower government limit, and have a mortgage insurance requirement. HomeSafe is a jumbo reverse mortgage for homeowners 55+ who want to borrow up to \$4 million without paying mortgage insurance. For certain HomeSafe products only, excluding Massachusetts, New York, and Washington, where the minimum age is 60, and North Carolina and Texas where the minimum age is 62.

## Q: What happens at the end of a HECM loan?

A: A HECM loan is repaid when the homeowner moves out, doesn't meet the loan conditions, or passes away. The loan can be settled by selling the house or by using other assets if the borrower or heirs prefer to keep the house. Most importantly, the borrower or heirs won't owe more than the home's value.