Rethink Reverse

Consider how a reverse mortgage can boost the longevity of your client's portfolio.

When you have clients who are 62+, it's important to consider how home equity can be utilized as part of their retirement portfolio. A Home Equity Conversion Mortgage (HECM) loan, otherwise known as a reverse mortgage, can be leveraged to free up your client's equity in their home. The cash received from a reverse mortgage can be used to diversify wealth or supplement spending during retirement. HECM loans are backed by the FHA, meaning specific requirements are enforced in order to protect borrowers while allowing them to boost the longevity of their portfolio.

Finding Opportunities in Home Equity

- On average, homeowners 65+ have 68% of their net worth tied up in their home's equity
- 59% of homeowners aged 65 and over own their homes outright
- 35% of senior Americans view their homes as potential collateral for a loan

Dominant Financial Concerns for Retirees

- How long will my retirement funds last to meet my everyday needs?
- Will I be able to continue to do the things I love?
- How will I handle large, unforeseen expenses?
- What will I be able to leave for my children and grandchildren?

HECM Benefits for Retirees

- Eliminate monthly mortgage payments[1]
- Fund in-home care with tax-free[2] income
- Growing line of credit provides access to equity with predictable growth rate
- Diversify with multiple financial strategies

Payment options include:

- A one-time, tax-free payment[2]
- Tax-free monthly payments[2]
- A line of credit
- A combination of the above

CALL YOUR HOME FINANCING TEAM TODAY!

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Not quite 62 yet? Ask about our 55+ Specialty Reverse Mortgage

Our proprietary reverse mortgage program is designed for homeowners who are at least 55 years of age and would like to take advantage of the many benefits of a Reverse Mortgage sooner than later. Because age is just a number.

[1]The borrower must meet all loan obligations, including 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.
[2]This is not tax advice. Consult a tax professional.
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