



INTERVIEW OPPORTUNITY

UNDERSTANDING REVERSE MORTGAGES

Countrywide Bank Executive Available For Interviews On How "Reverse Mortgages" Work

Countrywide Spokesperson: Eric Declercq (pronounced: "DeClerk") Managing Director, Countrywide Bank, FSB

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Background:

A reverse mortgage is a special type of home loan that allows a homeowner age 62 and older to turn home equity into cash without having to leave their home or make regular loan repayments. The money from a reverse mortgage can provide seniors with the financial security they need to fully enjoy their retirement years. Ultimately, a reverse mortgage represents a continuation of homeownership. In addition, many people are using reverse mortgages as a retirement planning tool.

Unlike a conventional mortgage, there are no monthly payments throughout the term of the loan. The mortgage must be repaid when the home is sold or vacated for other reasons. In addition, the repayment cannot exceed the value of the home.

The proceeds from a reverse mortgage can be used for anything: daily living expenses, home repairs, medical bills, long-term health care, prescription drugs, pay existing debt and continuing education. Money from a reverse mortgage is not considered income so it does not affect Social Security or Medicare. The homeowner always retains title and ownership of the home, and since there are no monthly payments due, the lender will never take the house.

With reverse mortgages representing more than \$6 billion in 2005, and growing more than 80 percent per year over the past two years, now is the right time for seniors over age 62, and their adult children, to learn more about this type of mortgage option and if it's right for their situation.

Topics of Discussion:

- How do reverse mortgages work?
- Is a reverse mortgage safe for seniors?
- What questions should seniors ask if they are considering a reverse mortgage?
- How does the independent third-party counseling element work?
- Can a senior get a reverse mortgage from any lender?
- What are the differences between a govt.-insured Home Equity Conversion Mortgage (HECM) and a non-HECM loan?

Eric Declercq's Background

Eric Declercq is managing director of reverse mortgages for Countrywide Bank, FSB, the third largest federal savings bank in the country, and a member of the Countrywide Financial Corporation's (NYSE:CFC) family of companies. Declercq is a 20-year veteran of the mortgage banking industry, completing 10 of those years in with Countrywide Home Loans, Inc., America's #1 home loan lender*. Prior to joining Countrywide, Declercq was Regional Vice President for Mortgage Access Corp. where he was responsible for the company's mortgage operations in Maryland, Virginia and the District of Columbia.

Declercq is a graduate of the Mortgage Bankers Association School of Mortgage Banking and he earned a B.S. degree from the University of Delaware and a master's degree from Lehigh University. He currently serves on the Fannie Mae Advisory Board in both New York and New Jersey and is dedicated to finding ways to lower the barriers to homeownership and help more families achieve the American Dream.

*As ranked for 2006 by *Inside Mortgage Finance*, Feb. 2, 2007, Copyright 2007.