

# What Makes the RM a Good Way to Access Home Equity?

Flexibility. Borrowers choose how they want to receive the loan proceeds - as a lump sum, regular monthly payments, a line of credit, or some combination of these options. Borrowers can also choose whether to make principal and interest repayments, or wait until they are required to do so at the end of the loan.

Borrowers can use the loan proceeds without restriction - to pay off an existing mortgage, make home improvements and modifications, bridge funding gaps to delay collecting Social Security, protect investments, or meet unanticipated expenses of aging such as medical emergencies or caregiving needs.

For many years we have devoted our careers to providing borrowers with the information and access to government insured HECM loan products that suit their needs. Today's HECM program includes many consumer protections including an assessment of finances and a pre-application counseling session.



*Your Certified Reverse  
Mortgage Professionals*



## NewMark Home Mortgage, LLC

1 Eves Drive, Suite 111

Marlton NJ 08053

800-987-1225

856-797-3434 Direct

856-797-3440 Fax

NMLS # 1877629



Certified Reverse Mortgage Professional

## The Value of Working with a CRMP

Experience • Education • Integrity • Ethics • Quality • Customer Service



NewMark Home Mortgage LLC NMLS Unique Identifier #1877629. 1 Eves Drive, Suite 111, Marlton, NJ 08053. Verify a mortgage company of individual license of the Nationwide Mortgage Licensing Consumer Access Site: [www.nmlsconsumeraccess.org](http://www.nmlsconsumeraccess.org). Florida Mortgage # MBR3289, New Jersey Residential Mortgage License – Licensed by the N.J. Department of Banking and Insurances Licensed by the PA Department of banking – License Number # 71720

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

# Today's Reverse Mortgage

## Practical Solutions for a Better Retirement



Addressing the financial needs  
of today's senior homeowner



[NewMarkHomeMortgage.com](http://NewMarkHomeMortgage.com)

800-987-1225

Life Is All About Your Retirement and our certified professionals can help you leverage a Home Equity Conversion Mortgage (HECM) solution to achieve your near-term and long-term goals.

In today's financial environment, senior homeowners are facing a more difficult challenge than at any other time in recent history. Financial pressures throughout our economy have forced both seniors and their trusted advisors to make different decisions regarding homes, finances, and the ability to maintain financial independence than were originally planned.

Home Equity Conversion Mortgages (HECM) or Reverse Mortgage Loans are available for senior homeowners age 62 or older to help them access the money that has built up over the years as equity in their homes. You have worked hard to create this equity, and the HECM allows your home to "pay you back" for your hard work.

Living independently and financial certainty are two important considerations for most seniors. Using today's HECM to help achieve these goals simply makes good sense.

To be eligible for a Reverse Mortgage Loan on your primary residence, only one borrower must be at least 62 years old and either own the home free and clear or have enough equity in the property to meet the program guidelines. The property can be a single family residence, 2-4 unit dwelling, condominium, manufactured home or a home in a planned unit development.

Comparing programs is a simple process. The benefits and the options that may be available for you are based upon your specific situation and needs.

Since qualification is primarily based upon the age of the youngest borrower, the value of the property, and the current interest rate for the program chosen, we can tell you within minutes how much you might be eligible to receive and can provide you with many lending options to review.

Depending on your qualifications and eligibility, you can receive your funds in a lump-sum distribution, a line of credit, monthly or term disbursements paid directly TO YOU, or depending upon the program, any combination of these payment options!

## BENEFITS OF WORKING WITH NEWMARK HOME MORTGAGE

We are proud to boast that – *Michael Markoff & Greg Newman* who oversee the reverse mortgage division have both achieved the Certified Reverse Mortgage Professional (CRMP) designation presented by the National Reverse Mortgage Lenders Association (NRMLA) out of Washington DC. This designation ensures that all NEWMARK reverse mortgages are personally reviewed by a professional who has been specializing in reverse mortgages for many years and that clients are receiving the most beneficial products and programs based on their unique situation. CRMP's are bound by the highest ethical standards in the industry and are considered the most competent and professional in the industry. As of September 2019 there are only 146 Certified Reverse Mortgage Professionals across the United States and only 5 with offices in the tri-state area of NJ, PA, and DE (Michael & Greg represent 2 of these 5). Michael and Greg strongly believe that education is the key component to achieving a successful end result. They strive for face-to-face meetings with their local clients and prefer additional family members, friends, and professionals to join in so all can learn and better understand. They are determined to make your experience as convenient and comfortable as possible and strive for outstanding customer service.

**NewMark Home Mortgage (NHM)** was created to combine top tier mortgage professionals, most with over 20 years of mortgage industry experience, with the best mortgage products and technology the industry offers to truly provide an exceptional five-star lending experience. You can **borrow with confidence** knowing that our Certified Reverse Mortgage Professionals are recognized by the National Reverse Mortgage Lenders Association as holding the highest designation one can earn in the industry. They abide by the Code of Ethics & Professional Responsibility, which is a pledge to Americas Seniors, promising to serve them with integrity and transparency.



**The Value of Working with a CRMP**  
Experience • Education • Integrity  
Ethics • Quality • Customer Service

## ADDITIONAL REVERSE MORTGAGE BENEFITS INCLUDE

- Funds received are Tax-Free\*.
- You retain ownership of your home.
- There are generally no restrictions on how the proceeds of the loan can be used.
- Upon the sale of the property all remaining equity (after repayment of the outstanding loan balance) remains with you and your heirs.
- This is a non-recourse loan. You can never owe more than the value of the home at the time of repayment.
- You have options to design a payment plan that suits your needs including a line of credit that will grow in borrowing power over time and never be frozen or reduced, even if the property value decreases.

The program allows you to maintain the ownership of your home while easily accessing your equity. You will never be required to make a monthly mortgage payment as long as you occupy the home as your primary residence and remain current on property taxes and homeowner's insurance. Over time and with the help of financial planning experts, we've learned that reverse mortgages are a versatile and beneficial tool in a comprehensive retirement income plan.

### Did You Know ??

- Four out of five senior homeowners who have a reverse mortgage are satisfied with their decision to get one.  
- 2016 Study from Ohio State University
- Regular payments from a reverse mortgage can help households stretch their retirement funds to meet the demands of longevity and ultimately cause a higher legacy for their heirs.  
- 2017 published by the Society of Actuaries.



*Note: This is not an offer or commitment to make a reverse mortgage loan or extend credit. This brochure is provided for informational uses only.  
\* Please consult your tax advisor.*