

PIONEER NEWS

Pioneer Mortgage Services, L.L.C

Lic. # MB5951

March 2005

Wire Chat

Since we have last talked Pioneer Mortgage Services LLC has surpassed all expectations in just three months. In the month of May we were the top client for Landsel Title (the Best Title Company around). They closed more loans for us than any other mortgage company in central Ohio.

The reason for the early success is that I think we have a staff that works as a team. I feel that we offer good service to our clients and we are very fair in our pricing. I strive for referrals because I plan on being in this business for many years.

As of July 1st, we will be expanding and adding four more loan officers which will total 11.

We are happy to have hired Kevin Miller and Troy Arbaugh as new loan officers, as well as Jennifer Spaulding as a loan processor.

Congratulations on New Homes

Derek & Wendy Clary

Scott & Andrea Englehart

Brian & Kathy Parish

John & Madeline Jentgen

Referrals

I would like to thank the following for the referrals in the last 3 months.

Vanessa Brown

Tawny Williams

Sally Mulkey

Denise Rogers

George & Shirley Piatt

Joe & Pam Kreber

Sandy Smith

Allen Morsey

Eddie & Ossio Jordan

Bill & Carrie Crockett

Tammy Tull

Ryan Phillips

Frank Lopez

Cee Praseutsack

Charmine Crawley

Steve & Faith Reed

Albert West

Congratulations

Dave & Melanie VonShriltz expecting their 1st child.

Dave & Angie Williams expecting their 1st child.

Karsey Reed winning Junior Miss Ohio.

Tawny Williams & Matt Sparks on their engagement.

Angie McElhinny on her engagement in Hawaii.

Angie Williams & Rob Johnson on their engagement.

Kenny James Retirement, 30 years teaching.

How are the Rates

After the way Mr. Greenspan talked on May 3rd, I really thought the rates were going to rise. The interest rates are still good. The 30 year fixed mortgage is still in the mid to upper 5% range and the 15 year fixed rates are in the low 5% range.

What are the rates for bruised credit? I get asked this question a lot. The rates for poorer credit are based on credit score and how you have paid your present mortgage. The other key factor is how much equity you have left in your home. If you want to use all of your equity then your interest rate will be higher than when you only want 80% of your appraised value. Many variables are taken into consideration when given an interest rate for this type of credit.

TIP: Avoid 30, 60 and 90 day lates on your mortgage.



Ideas

How many times have you heard, pay one extra payment a year and it drops your mortgage from a 30 year to a 23 year? Do not sign up to pay bi-weekly. Paying bi-weekly is a great concept but you can do it yourself. When you pay every two weeks you are paying 26 half payments, which equals 13 payments. All you have to do is send in an extra payment when you get your IRS check. Or, you can take your principle and interest payment and divide by 12 and send that amount in extra every month and tell them to apply it towards your principle. You're doing the same thing as paying bi-weekly. If you are really confused, call me.

Upcoming Events

Starting June 8th, Pioneer Mortgage Services LLC will be raffling 10 bicycles at Pastime Park in Plain City. We will be raffling \$100.00 gift cards from Wal-Mart to be used only for a bicycle. We will be giving one away each week. Raffle tickets will be .50 cents a piece and 3 for \$1.00. All proceeds will be donated to the Plain City Area Baseball Association.

Pioneer Mortgage Services will also be working with Joe & Pan Kreber at Trademark Real Estate (www.seeyouhome.com) and builder Wyndfield Homes at the Parade of Homes north of Columbus in Delaware, Ohio in the Glenn Ross Community on June 11th – June 26th. These homes are such a sight to see. They usually range from 500,000 up to 1 million. We would love to see you there if you get a chance.

Questions

If I pay off old collections will my credit score rise immediately?

No, when you pay off a collection that is older than a year the credit bureau will update it and show that there has been activity on the account recently and your score will go down. Then, after 30- 60 days it will go up significantly.

Why is my credit score low but I am paying everything on time?

There are numerous reasons this can happen. One is your credit cards are exceeding 50% of the limit. You should always keep your balance under 50% of the limit. Another reason may be that you have many open trade lines or you have 15 inquiries in the last 6 months. Having a few is fine but when you have many this can lower your score.

Tid Bits

For you antique lovers, the 2nd Friday and the last Friday of each month the Plain City Auction House has a huge auction that starts at 3:00pm and runs until 10:00pm. They have a variety of almost everything. You can view what is up for auction the day before from 10am – 8pm. The last Friday of the month is the bigger auction.

Speaking of antiques, my old basketball coach, Sandy Smith is selling 1 acre lots south of

Zanesville to build homes. If anyone is interested in buying, just give me a call. Coach Smith was a class act to play for and I am sure he will be very fair when you go to purchase your land.

THOUGHTS AND PRAYERS

To the families of:

Steve & Faith Reed

Darla Harlan

Ray & Frances Alloway

Johnny McCoy

Other Services

If you need assistance in other areas you might call:

Security Systems:

Keith Davis 614-325-8686 (Columbus)

Attorney:

Mark Kaido 740-452-7555 (Zanesville)

Real Estate:

Joe & Pam Kreber 614-529-3772 ext. 2

homes@pamkreber.com (Columbus)

Ryan Phillips 614-419-2418 (Columbus)

Allen Morsey 614-336-7527 (Central Ohio)

allen.morsey@herrealtors.com

Al Wilson 740-607-4750 (Zanesville)

Nancy Owen 740-453-5151 (Zanesville)

Disc Jockeys:

John Nolan 740-453-7395 (Zanesville)

Brian Minnehan 614-778-8316 (Central Ohio)

Insurance:

John Tracy 614-545-4500 (Columbus)

Rod Smith 740-454-7732 (Zanesville)

Auto Body Repair:

Jerry Williams 614-870-7900 (Central Ohio)

Auto Mechanic:

Scott Rowland 614-870-7900 (Central Ohio)

Blinds:

Dave Ferguson 614-975-4574 (Central Ohio)

Siding & Windows:

Gary Hines 614-808-0144 (Central Ohio)

Home Builder:

Ralph Smucker 800-386-3500 (NW Columbus)

Lawn Care:

Joby Morrow Ohio Pro Turf 740-252-2641
(Newark, Zanesville)

Tires:

Joe Buckey Tire 740-450-9384 (SE Ohio)

Locksmith:

Jerry McCleary 614-207-4632 (Central Ohio)

Golden Retriever Pups:

Suzie Hindel 740-404-2617 (Central Ohio)

Commercial Cleaning:

Marvin Mix 614-774-9337 (Ohio)

Trophies & Awards:

Scott Hann 513-777-8456 (Ohio)

Home Repair Big or Small:

Bill Crockett 614-657-3594 (Central Ohio)

Previously Owned Cars:

Ricky Ward 614-443-2277

Antiques:

Ken James 740-319-7718

In Closing

It has been a splendid 3 months and I can not express how thankful for the people that sent flowers and cards when opened. Hopefully, we can help many individuals in the years to come with their mortgage and refinancing needs. This newsletter is now being sent to over 1000 addresses, so if anyone needs a copy to give to family or relatives don't hesitate to call.

Have a Safe & Happy Summer,
Glenn Wheeler