

# PIONEER NEWS

Pioneer Mortgage Services, L.L.C

Lic. # MB5951

October 2006

## Variable Rates-Watch Yourself

I wish I had a dollar for every time I heard "I'm on a fixed rate". Then I get to their house and I show them that they are on a variable rate. When you hear 2/28, that means the rate is fixed for 2 years and it becomes variable for the next 28 years. A 3/27 is fixed for three years and then becomes variable. I call these loans helping hand loans; I use them to help clients improve their credit by paying off derogatory credit. Then in two years your credit score should be better so you can get a conforming rate. Right now, conforming rates are around 6%. It is a must that when you get on an ARM (adjustable rate mortgage) that you keep your credit clear. If you don't, you could be in a world of hurt.

The other thing you need to know is your change date. The way most of these loans work is that if you close August 6, 2005; your first payment is October 1, 2005 and after 24 payments the change will hit. Your rate will go up 2% or 3% depending on your loan. After that it can go up 1% every year with a ceiling of 7% higher than your initial interest rate. Here are some examples:

Oct. 1, 2005 80,000 7.75% \$573.12 24 mos.

Nov. 1, 2007 80,000 9.75% \$687.32

Nov. 1, 2008 80,000 10.75% \$746.78

Nov. 1, 2014 80,000 14.75% \$995.58

Also, many people have signed up for option ARMs, this is a loan that gives you the option to make 4 different payments on their loan. The rates on these loans change monthly. You might be better off to get a fixed rate. Another popular loan for people which was the craze a couple

years ago was the HELOC (Home Equity Line of Credit). This is nothing more than a glamorized credit card. We have had people call in and say that their rate started at 4.5% and now it is up to 8.5%. These loans have gone up dramatically in the last year. My philosophy is to always think long term not short term. Saving \$100 now may hurt you down the road if you are on a variable rate.

Make sure you monitor your credit report so that if you would like to get a fixed rate you will be able to do so.

## Reason to Root for the Bucks

We had a good friend that lost her battle with breast cancer on July 11<sup>th</sup>. Our friends' name was Judy Dyer; she was only 43 years old. Judy was from Hudson, Ohio and she was married to Mike, who is from Kenton, Ohio. They were married in 1990 and had a boy named Nick that turned 11 this past May. The three of them were big Ohio State fans and had tickets to the Bowling Green game. After Judy's passing in July I faxed a letter to Ohio State coach Jim Tressell informing him of Judy's passing. Coach Tressell sent an autographed picture to Nick before the start of the season. A big tip of the hat to Coach Tressell.

## Client of the Quarter

The client of the quarter goes to Mark Clark in Sandusky, Ohio. Mark works at the Lear Corporation and I get a lot of calls from co-workers of Mark's. Your gift certificate is in the mail.

## Improve Your Homes Value

The top 5 improvements to make the strongest impression:

- 1) Remodel the Kitchen- The kitchen is the central part of the home, so expand and update it to modernize the entire feel of the house. Storage space is critical; also add plenty of cabinets and generous countertop space.
- 2) Beautify the Bathroom- Add a master bathroom or remodel an existing one. How would you like a deep tub, stone or ceramic tile and dual sinks?
- 3) Create Curb Appeal- The house exterior creates that first impression. Get a painter to scrape away peeling paint and apply a fresh coat of color. Replace or prune overgrown plants and cover bare spots with mulch.
- 4) Make More Room- Add a bedroom, office, family room or play room.
- 5) Upgrade Cosmetics- Tear out old wall-to-wall carpeting, refinish dingy wood floors, replace hardware and lighting fixtures, and paint walls in neutral colors.

## New Homes

Jorge Noj

Jerry & Robin Williams

Steve Bost

## So... You Hate Your Job?

So you get up Monday morning and say "Another week at this job." How would you like to have one of these jobs?

**Ant Catcher-** Digs up live ants for use in plastic ant farms.

**Furniture Tester-** The La-Z-Boy Company employs furniture testers to check out their recliners.

**Odor Judges-** Get to smell armpits all day to help make deodorants that will work well.

**Chicken Sexer-** Sorts through baby chicks to determine if they are male or female and then segregate them.

**Boner-** Inserts stays (bones or steels) into prepared pockets of women's foundation garments, such as corsets and brassieres.

## Crazy Disorders

**Triskadekaphobia-** A fear of Friday the 13<sup>th</sup>. Adolf Hitler suffered from this.

**Bigorexia-** When an individual becomes obsessed that they are not muscular enough. Something I don't suffer from.

**Celebriphillia-** An abnormally intense desire to have a romantic or sexual relationship with a celebrity. Don't worry Guys, the Deal or No Deal ladies are not celebrities. HA HA!

**Arachibutyroic-** The fear of getting peanut butter stuck to the roof of your mouth.

## 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)

Jeff Merklin 937-642-4070 (Central Ohio)

### **Real Estate:**

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

[homes@pamkreber.com](mailto:homes@pamkreber.com) (Columbus)

Ryan Phillips 614-419-2418 (Columbus)

Eric Brunney 614-975-5826 (Central Ohio)

Susan McCollister 740-455-4300 (Zanesville)

### **Disc Jockeys:**

John Nolan 740-453-7395 (Zanesville)

Brian Minnehan 614-778-8316 (Central Ohio)

### **Insurance:**

Jeff Veith 614-733-0108 (Central Ohio)

Rod Smith 740-454-7732 (Zanesville)

John Tracy 614-545-4500 (Central Ohio)

### **Auto Body Repair:**

Jerry Williams 614-272-7025 (Central Ohio)

### **Auto Mechanic:**

Scott Rowland 614-870-7900 (Central Ohio)

### **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/Remodeling:**

Bill Crockett 614-657-3594 (Central Ohio)

Joe Mullins 614-496-7381 (Central Ohio)

### **Used Car Sales:**

Ricky Ward 614-443-2277

Matt Miller or Brian Daniels 614-922-1333

### **Painting:**

John Kistler 740-928-1703 (Central Ohio)

### **First Time Home Buyers:**

Mark Fleming 614-985-1533 (Columbus)

Clayton Ross 614-561-0927 (Columbus)

### **Interior Decorating:**

Laura Casella 614-430-0027 (Columbus)

## Trivia Questions

Congratulations to Frank Grant and the Scott Hardesty Family on answering the trivia questions correctly. The White House sits on 18.7 acres and a major league baseball has 216 stitches.

1) Which 2 counties, according to the National Weather Service, never had a tornado touch down in their county?

A) Muskingum & Perry B) Vinton & Morgan C) Guernsey & Coshocton D) Noble & Washington

2) Who was the only president to never marry?

A) Rutherford Hayes B) Bill Clinton C) Benjamin Harrison D) James Buchanan

3) What common word begins and ends with "HE"?

The first two people to call with the correct answers wins a \$15 Blockbuster gift card.

# Ohio State Football

## 2006 Schedule

| Day | Date       | Opponent              | Location         | TV                 | Time     |
|-----|------------|-----------------------|------------------|--------------------|----------|
| Sat | 9/2/2006   | Northern Illinois (1) | Columbus, OH     | ABC                | 3:30 PM  |
| Sat | 9/9/2006   | Texas                 | Austin, TX       | ABC                | 8:00 PM  |
| Sat | 9/16/2006  | Cincinnati (2)        | Columbus, OH     | ESPN Plus          | 12:00 PM |
| Sat | 9/23/2006  | Penn State            | Columbus, OH     | TBA                | TBA      |
| Sat | 9/30/2006  | Iowa                  | Iowa City, IA    | ABC or ESPN        | 8:00 PM  |
| Sat | 10/7/2006  | Bowling Green         | Columbus, OH     | TBA                | TBA      |
| Sat | 10/14/2006 | Michigan State        | East Lansing, MI | TBA                | TBA      |
| Sat | 10/21/2006 | Indiana               | Columbus, OH     | TBA                | TBA      |
| Sat | 10/28/2006 | Minnesota (3)         | Columbus, OH     | ABC, ESPN or ESPN2 | 3:30 PM  |
| Sat | 11/4/2006  | Illinois              | Champaign, IL    | TBA                | TBA      |
| Sat | 11/11/2006 | Northwestern          | Evanston, IL     | TBA                | TBA      |
| Sat | 11/18/2006 | Michigan              | Columbus, OH     | ABC                | 3:30 PM  |

## 2007 Schedule

| Day | Date       | Opponent         | Location             | Time |
|-----|------------|------------------|----------------------|------|
| Sat | 9/1/2007   | Youngstown State | Columbus, Ohio       | TBA  |
| Sat | 9/8/2007   | Akron            | Columbus, Ohio       | TBA  |
| Sat | 9/15/2007  | Washington       | Seattle, Wash.       | TBA  |
| Sat | 9/22/2007  | Northwestern     | Columbus, Ohio       | TBA  |
| Sat | 9/29/2007  | Minnesota        | Minneapolis, Minn.   | TBA  |
| Sat | 10/6/2007  | Purdue           | West Lafayette, Ind. | TBA  |
| Sat | 10/13/2007 | Kent State       | Columbus, Ohio       | TBA  |
| Sat | 10/20/2007 | Michigan State   | Columbus, Ohio       | TBA  |
| Sat | 10/27/2007 | Penn State       | State College, Penn. | TBA  |
| Sat | 11/3/2007  | Wisconsin        | Columbus, Ohio       | TBA  |
| Sat | 11/10/2007 | Illinois         | Columbus, Ohio       | TBA  |
| Sat | 11/17/2007 | Michigan         | Ann Arbor, MI        | TBA  |

*Game times are dictated by television and will be updated as they are set.  
All game times are local to Columbus, Ohio.*

- (1) - Alumni Band Day
- (2) - Hall of Fame Day
- (3) - Homecoming

# Ohio State Basketball

## 2007 Schedule

| Day | Date       | Opponent              | Location                      | TV             | Time     |
|-----|------------|-----------------------|-------------------------------|----------------|----------|
| Wed | 11/1/2006  | Findlay (Exh)         | Columbus, OH                  |                | 7:00 PM  |
| Sun | 11/5/2006  | Walsh (Exh)           | Columbus, OH                  |                | 1:00 PM  |
| Fri | 11/10/2006 | VMI (STO BCA Classic) | Columbus, OH                  | ESPN+          | 8:00 PM  |
| Sat | 11/11/2006 | TBA (STO BCA Classic) | Columbus, OH                  | ESPN+          | 8:00 PM  |
| Sun | 11/12/2006 | TBA (STO BCA Classic) | Columbus, OH                  | ESPN+          | TBA      |
| Fri | 11/17/2006 | Eastern Kentucky      | Columbus, OH                  | ESPN+          | 7:00 PM  |
| Mon | 11/20/2006 | San Francisco         | Columbus, OH                  | ESPN+          | 8:00 PM  |
| Fri | 11/24/2006 | Youngstown State      | Columbus, OH Nationwide Arena | ESPN           | 8:00 PM  |
| Wed | 11/29/2006 | North Carolina        | Chapel Hill, NC               | ESPN           | 9:00 PM  |
| Sat | 12/2/2006  | Valparaiso            | Columbus, OH                  | ESPN+          | 8:00 PM  |
| Sat | 12/9/2006  | Cleveland State       | Columbus, OH                  | ESPN+          | 8:00 PM  |
| Sat | 12/16/2006 | Cincinnati            | Indianapolis, IN              | CBS            | 3:45 PM  |
| Tue | 12/19/2006 | Iowa State            | Columbus, Ohio                | ESPN+          | 8:00 PM  |
| Sat | 12/23/2006 | Florida               | Gainesville, FL               | CBS            | 4:00 PM  |
| Sat | 12/30/2006 | Coppin State          | Columbus, OH                  | ESPN+          | 8:00 PM  |
| Tue | 1/2/2007   | Indiana               | Columbus, OH                  | ESPN           | 8:00 PM  |
| Sat | 1/6/2007   | Illinois              | Champaign, IL                 | ESPN           | 2:00 PM  |
| Tue | 1/9/2007   | Wisconsin             | Madison, WI                   | ESPN           | 9:00 PM  |
| Sat | 1/13/2007  | Tennessee             | Columbus, OH                  | CBS            | 1:00 PM  |
| Wed | 1/17/2007  | Northwestern          | Columbus, OH                  | ESPN+          | 8:00 PM  |
| Sat | 1/20/2007  | Iowa                  | Columbus, OH                  | ESPN+          | 8:00 PM  |
| Wed | 1/24/2007  | Northwestern          | Evanston, IL                  | ESPN+          | 8:00 PM  |
| Sat | 1/27/2007  | Michigan State        | Columbus, OH                  | ESPN2          | 9:00 PM  |
| Wed | 1/31/2007  | Purdue                | West Lafayette, IN            | ESPN2          | 7:00 PM  |
| Sat | 2/3/2007   | Michigan State        | East Lansing, MI              | CBS            | 4:00 PM  |
| Tue | 2/6/2007   | Michigan              | Columbus, OH                  | ESPN           | 7:00 PM  |
| Sat | 2/10/2007  | Purdue                | Columbus, OH                  | ESPN Reg.      | 12:15 PM |
| Wed | 2/14/2007  | Penn State            | State College, PA             | ESPN           | 7:00 PM  |
| Sun | 2/18/2007  | Minnesota             | Minneapolis, MN               | CBS            | 1:00 PM  |
| Wed | 2/21/2007  | Penn State            | Columbus, OH                  | ESPN+          | 8:00 PM  |
| Sun | 2/25/2007  | Wisconsin             | Columbus, OH                  | CBS            | 4:00 PM  |
| Sat | 3/3/2007   | Michigan              | Ann Arbor, MI                 | CBS/ESPN/ESPN+ | TBA      |
| Thu | 3/8/2007   | Big Ten Tournament    | Chicago, IL                   | TBA            | TBA      |
| Fri | 3/9/2007   | Big Ten Tournament    | Chicago, IL                   | TBA            | TBA      |
| Sat | 3/10/2007  | Big Ten Tournament    | Chicago, IL                   | TBA            | TBA      |
| Sun | 3/11/2007  | Big Ten Tournament    | Chicago, IL                   | TBA            | TBA      |

**Special thanks go out to John Kistler and Steve Lattimer. We appreciate what you have done for us in the past few months.**

| <b>Amount Financed</b> | <b>6.00%</b> | <b>6.25%</b> | <b>6.50%</b> | <b>6.75%</b> | <b>7.00%</b> | <b>7.50%</b> |
|------------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| \$50,000.00            | \$299.78     | \$307.86     | \$316.06     | \$324.30     | \$332.65     | \$349.61     |
| \$60,000.00            | \$359.73     | \$369.43     | \$379.24     | \$389.16     | \$399.18     | \$419.53     |
| \$80,000.00            | \$479.64     | \$492.57     | \$505.65     | \$518.88     | \$532.24     | \$559.37     |
| \$90,000.00            | \$539.60     | \$554.15     | \$568.86     | \$583.74     | \$598.77     | \$629.29     |
| \$100,000.00           | \$599.55     | \$615.72     | \$632.07     | \$648.60     | \$665.30     | \$699.21     |
| \$120,000.00           | \$719.46     | \$738.86     | \$758.48     | \$778.32     | \$798.36     | \$839.06     |
| \$130,000.00           | \$799.42     | \$800.43     | \$821.69     | \$843.18     | \$864.89     | \$908.98     |
| \$150,000.00           | \$899.33     | \$923.58     | \$948.10     | \$972.90     | \$997.95     | \$1,048.82   |
| \$160,000.00           | \$959.28     | \$985.15     | \$1,011.31   | \$1,037.76   | \$1,064.48   | \$1,118.74   |
| \$180,000.00           | \$1,079.19   | \$1,108.29   | \$1,137.72   | \$1,167.48   | \$1,197.54   | \$1,258.59   |
| \$190,000.00           | \$1,139.15   | \$1,169.86   | \$1,200.93   | \$1,232.34   | \$1,264.07   | \$1,328.51   |
| \$200,000.00           | \$1,199.10   | \$1,231.43   | \$1,264.14   | \$1,297.20   | \$1,330.60   | \$1,398.43   |
| \$220,000.00           | \$1,319.01   | \$1,354.58   | \$1,390.54   | \$1,426.92   | \$1,463.66   | \$1,538.27   |
| \$240,000.00           | \$1,438.92   | \$1,477.72   | \$1,516.96   | \$1,556.64   | \$1,596.72   | \$1,678.11   |
| \$260,000.00           | \$1,558.83   | \$1,600.86   | \$1,643.37   | \$1,686.36   | \$1,729.78   | \$1,817.95   |
| \$280,000.00           | \$1,678.74   | \$1,724.01   | \$1,769.79   | \$1,816.07   | \$1,862.84   | \$1,957.80   |
| \$300,000.00           | \$1,798.65   | \$1,847.15   | \$1,896.20   | \$1,945.79   | \$1,995.90   | \$2,097.64   |
| \$350,000.00           | \$2,098.42   | \$2,155.01   | \$2,212.23   | \$2,270.09   | \$2,328.55   | \$2,447.25   |
| \$400,000.00           | \$2,398.20   | \$2,462.87   | \$2,528.27   | \$2,594.39   | \$2,661.20   | \$2,796.85   |
| \$450,000.00           | \$2,697.97   | \$2,770.73   | \$2,844.30   | \$2,918.69   | \$2,993.86   | \$3,146.46   |
| \$500,000.00           | \$2,997.75   | \$3,078.59   | \$3,160.34   | \$3,242.99   | \$3,326.51   | \$3,496.07   |

Monthly payments based on 30years - Principle and interest only does not include taxes and insurance