



PIONEER NEWS

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PIONEER MORTGAGE SERVICES, LLC

VOLUME 11

Helping People & Changing Lives

Toll Free 866-604-REFI (7334)

The Last Year

A lot of time has passed since the last newsletter and a lot of changes have taken place in the mortgage industry. Since January of 2007, there have been over 260 mortgage lenders that have gone out of business. Bank of America bought Countrywide, PNC bought National City and that's just a couple of the large mergers. In Ohio in 2006, there were 17,000 loan officers. Now there are less than 2,500 licensed brokers in the state. Changes in lending have really made it tough for people to get loans. Everything now is based on credit scores. If your credit score is below 580, the news is bad. You will not be getting a loan. I will give you a list of the changes that have transpired in the mortgage industry in more detail later in the newsletter. We did fewer loans in 2008 than in the 3 previous years but we survived and things are looking very good for the future. Though we did fewer loans, I was fortunate to meet some of the nicest people in the past year from Ashland to Hebron, Louisville to Sandusky, Ironton to Troy, Elida to Monroe, Gahanna to Mount Vernon, Marietta to Zanesville and everywhere in between. Thank you for letting me help you with your financial needs. The goal I have for 2009 is to do 350 loans. If we hit this goal, we will give \$500 to 10 families to make their holidays a little better. We did this for 2 families in 2005 and it was great! The 10 families will be chosen from the loans closed since 2005.

Interest Rates

The interest rates have never been better in my 13 years (not even close). With a credit score of 720 I can get fixed rates between 4.625% and 4.875% for a 30 year mortgage. If you have an interest rate over 6.25% you should refinance or if your loan is over 200,000 and you're over 5.75% it's worth the call. I truly feel that for 13 years I have tried to give sound advice to people and have tried to help everyone. If you have known me since 1975, you know that I don't sugar coat anything and I'm very upfront with you. When I tell you I can get 4.5 or 4.625 fixed rate (one year ago they were 7%) please don't come back and say "do you think the rates are going to go lower?" I don't know. That is like asking me if Ohio State will go undefeated next year. Rates have never been this good. We shouldn't be greedy. The difference between a quarter of a percent on an interest rate for a loan of \$120,000 is around

\$18.00. The interest rates change two times a day. When I call you on Tuesday and say "hey I can get you 4.625 fixed on a 30 year mortgage and save you \$150 a month", I honestly don't understand why people take a week "to think about it". If Kroger's called you and said "We're going to give you \$150.00 of free groceries for 30 years" would it take a week to think it over? No one knows how long the interest rates are going to stay low so don't miss out on the opportunity.

Better Business

In January of 2009, Pioneer Mortgage Services LLC was approved by the Better Business Bureau. Mortgage brokers are the 7th highest profession looked up at the BBB. Since we opened in 2005 we have had over 100 inquiries and not 1 complaint in 4 years. We must be doing a number of things right.

Changes in mortgage lending

In 2008 and 2009 there have been many changes in the lending world. If you're self employed and you don't show that you make much on your taxes, NO LOAN. Those days are over. Any loan that is cash out (paying off anything besides a 1st mortgage or a 2nd mortgage that was used to purchase the home) your credit score needs to be over 680 or you have to have a lot of equity in your house. If this is not the case, you will have to go FHA or the interest rates will be higher. Cash-out loans over 85% LTV now need two appraisals and one of them you have to pay for at the door. Lenders are really cracking down on cash-out refinances. FHA loans are good but you have PMI (private mortgage insurance) on the loan and you also have an upfront fee called MIP (mortgage insurance premium) of 1.75% of the loan amount that is rolled into the loan. That is the downside to FHA mortgages. The upside to FHA is that they will go down to a 580 credit score and will give a loan to those who have been discharged from a bankruptcy for 2 years. If you are presently in an FHA loan, your loan can be "streamlined" to a lower rate. You will need to have made 4 payments on your present loan. If you have been in the loan longer you cannot have been 30 days late in the last 12 months more than one time. FHA rates are now in the 5's.

Changing My Thought Process

In this poor economy and with the uncertainty of people's jobs, I have begun to think a little differently. I have helped people refinance loans from a 30 year to a lower term such as a 15 or 20 year. Now I see a lot of people going from a 15 or 20 year back to a 30 year mortgage. Borrowers want to improve cash flow in case of an emergency or sudden layoff. The difference between 15 and 30 year fixed rate mortgages used to be substantial. That has changed and the rates are similar. I have had lots of people taking out 30 year mortgages and paying extra to pay it off in 20 or 15 years. This way you aren't required to make a higher payment and you can pay it down when you have extra money. With these interest rates you should note that you have options. With a simple phone call I can tell you your options and then you can decide.

Homestead

Don't forget that if you're 65 or older or you are permanently disabled to take advantage of the Homestead program. The county will lower your property taxes. You have until the first Monday in June to sign up. Call your county auditor or call me and I can help you get started.

Board of Revisions

If you bought a house lately and paid a lot less for it than what the county has it assessed at, you may want to call the County Treasurer and file a complaint with the Board of Revisions so you can get your taxes lowered. They might want an appraisal and I have an appraiser that can help you.

Jumbo and Investment Loans

The loans that lenders do not want right now are loans over \$417,000 or investment properties. Jumbo loans (loans over \$417,000) offer terrible interest rates from lenders. Investment property loans are still out there but you will need a 20% down payment of your own funds. Also something that changed in August is that if you have more than 3 loans for rental properties you will have to get a commercial loan. Commercial loans are always variable rates. The only way around this is to find a local bank that will keep their own loans and don't use Fannie Mae or Freddie Mac.

Time of Need

I had someone call and tell me my interest rates were 1% lower than everyone else. I have been doing this for 13 years and I find you the best rates. On February 13 The Columbus Dispatch reported Fannie Mae's best interest rate for a 30 year was 5.16%. Funny, I closed 3 loans the same day as low as 4.5%. I will get you a great rate. Are the closing costs higher? Yeah, maybe \$2000 higher but when your payment is \$60 lower, you do the math. Are you going to be in your house 33 months? If the answer is yes, I'm your answer. I won't give you a higher rate like other companies and get paid by the lenders which is called yield spread. I'm here for you 7 days a week. I don't care if you call me on my cell phone. Glenn Wheeler 614-282-2978. I'm here for you and your family and friends during this tough economy.

****Even though football season is over I wanted to leave you with a story that may bring a smile to your face.****

Kurtis the Stock boy and Brenda the checkout girl

In a supermarket, Kurtis the stock boy, was busily working

when a new voice came over the loud speaker asking for a carry out at register 4. Kurtis was almost finished, and wanted to get some fresh air, and decided to answer the call. As he approached the check-out stand a distant smile caught his eye, the new checkout girl was beautiful. She was an older woman (maybe 26, and he was only 22) and he fell in love.

Later that day, after his shift was over, he waited by the punch clock to find out her name. She came into the break room, smiled softly at him, took her card and punched out, then left. He looked at her card, BRENDA. He walked out only to see her start walking up the road. Next day, he waited outside as she left the supermarket and offered her a ride home. He looked harmless enough, and she accepted. When he dropped her off, he asked if maybe he could see her again, outside of work. She simply said it wasn't possible. He pressed and she explained she had two children and she couldn't afford a babysitter, so he offered to pay for the babysitter. Reluctantly she accepted his offer for a date for the following Saturday. That Saturday night he arrived at her door only to have her tell him that she was unable to go with him. The babysitter had called and cancelled. To which Kurtis simply said. "Well, let's take the kids with us." She tried to explain that taking the children was not an option, but again not taking no for an answer, he pressed. Finally, Brenda brought him inside to meet her children. She had an older daughter who was just as cute as a bug Kurtis thought. Then Brenda brought out her son, in a wheelchair. He was born a paraplegic with Down Syndrome. Kurtis asked Brenda, "I still don't understand why the kids can't come with us?" Brenda was amazed. Most men would run away from a woman with two kids, especially if one had disabilities—just like her first husband and father of her children had done. Kurtis was not ordinary—he had a different mindset.

That evening Kurtis and Brenda loaded up the kids, went to dinner and the movies. When her son needed anything Kurtis would take care of him. When he needed to use the restroom, he picked him up out of his wheelchair, took him and brought him back. The kids loved Kurtis. At the end of the evening, Brenda knew this was the man she was going to marry and spend the rest of her life with.

A year later, they were married and Kurtis adopted both of her children. Since then they have added two more kids.

So what happened to Kurtis the stock boy and Brenda the check-out girl? Mr. and Mrs. Kurt Warner now live in Arizona, where he is currently employed as the quarterback of the National Football League Arizona Cardinals. Is this a surprise ending or could you have guessed that he was not an ordinary person? **AND THE REST OF THE STORY:**

When Kurt, his wife and seven children go out to eat he has one of his children pick out a family eating at the restaurant. Kurt then tells the wait staff he is picking up the tab for that family's dinner anonymously. He remembers the days he was working nights in the grocery store and feeding his family on food stamps.

OTHER SERVICES

Credit Repair:

Ed Garrett 800-267-9902 (Ohio)

Security Systems:

Keith Davis 614-325-8686 (Columbus)

Attorney:

Mark Kaido 740-452-7555 (Zanesville)

Bob McClelland 740-454-8585 (Zanesville)

Men's Fashion & Corporate Merchandising:

Kathy Buckey 740-452-9394

Real Estate:

Eric Brunney 614-975-5826 (Central Ohio)

Ryan Phillips 614-419-2418

Insurance:

Rob Strom 513-477-9522 (Ohio)

Jeff Veith 937-642-5586 (Ohio)

Rod Smith 740-454-7732 (Zanesville)

Auto Body Repair:

Jerry Williams 614-878-4547 (Central Ohio)

Auto Mechanic:

Scott Rowland 614-870-7900 (Central Ohio)

Tires:

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

5% off with this newsletter

Log Buyer:

Rob Gleason 740-342-3051 (Ohio)

Party Rentals:

Goss Party Rentals Diane Goss 740-450-4677

AAA Services:

Lacie James 740-454-1234

Interior Decorating:

Laura Casella 614-395-2921 (Columbus)

Real Estate & Family Law:

Carl Meyer 614-444-2144

Motorcycle Lighting:

Light R Up Tim Minor 614-419-1751 (Ohio)

Lawncare:

Rudy Agee 419-271-4864 (Sandusky)

Photographer:

Larry Marshall 740-452-6843 (SE Ohio)

Trophies & Awards:

Scott Hann 513-777-8456 (Ohio)

Cosmetology:

Carol Noe "Hair After" 740-967-6766 (Johnstown)

Home Repair/Remodeling:

Bill Crockett 614-657-3594 (Central Ohio)

Ron Soldwish 614-209-3406 (Central Ohio)

Luther Johnson 614-267-6943

Physician:

Dr. John Adams 614-873-3434 (Central Ohio)

Used Car Sales:

Ricky Ward 614-443-2277

Brian Daniels 614-922-1333

Buying old Baseball cards before 1976:

Glenn Wheeler 614-282-2978

Golden Retriever Pups:

Suzie Hindel 740-404-2617 (Central Ohio)

Commercial Cleaning:

Marvin Mix 614-774-9337 (Ohio)

First Time Home Buyers:

Clayton Ross 614-561-0927 (Columbus)



Glenn Wheeler 1-866-604-7334

OSU FOOTBALL SCHEDULE

2009 OSU Football Schedule

Date	Opponent	Location
Sat, Sep 05	Navy	Columbus, Ohio
Sat, Sep 12	USC	Columbus, Ohio
Sat, Sep 19	Toledo	Cleveland, Ohio
Sat, Sep 26	Illinois	Columbus, Ohio
Sat, Oct 3	Indiana	Bloomington, IN
Sat, Oct 10	Wisconsin	Columbus, Ohio
Sat, Oct 17	Purdue	West Lafayette, IN
Sat, Oct 24	Minnesota	Columbus, Ohio
Sat, Oct 31	New Mexico State	Columbus, Ohio
Sat, Nov 7	Penn State	State College, PA
Sat, Nov 14	Iowa	Columbus, Ohio
Sat, Nov 21	Michigan	Ann Arbor, MI

2010 OSU Football Schedule

Date	Opponent	Location
Sat, Sep 04	Marshall	Columbus, Ohio
Sat, Sep 11	Miami (FL)	Columbus, Ohio
Sat, Sep 18	Ohio	Columbus, Ohio
Sat, Sep 25	Eastern Michigan	Columbus, Ohio
Sat, Oct 02	Illinois	Champaign, Illinois
Sat, Oct 9	Indiana	Columbus, Ohio
Sat, Oct 16	Wisconsin	Madison, Wisconsin
Sat, Oct 23	Purdue	Columbus, Ohio
Sat, Oct 30	Minnesota	Minneapolis, Minn
Sat, Nov 13	Penn State	Columbus, Ohio.
Sat, Nov 20	Iowa	Iowa City, Iowa
Sat, Nov 27	Michigan	Columbus, Ohio

A Tip of the Hat

A huge thank you to BJ&RJ&LN&BN. I am thankful that you are in my life.

THANK YOU.

Yutzy's Farm Market

Plain City, Ohio

\$2.00 off of a \$20.00 purchase

Good thru 3/31/2009

Joe Buckey Tire

Zanesville, Ohio

5% off entire purchase

You Better Refi Now, Look What's Coming...

Home buyers, sellers and refiners don't want to hear it, but they need to know: Fannie Mae and Freddie Mac are ratcheting up their mandatory fees and toughening credit-score and down-payment rules as of April 1.

Most major lenders are already pricing in the higher fees, effectively raising costs to consumers and reducing the impact of housing-stimulus efforts from Congress and the Obama administration.

Under Fannie and Freddie's new guidelines, even applicants who assumed that their credit score would get them favorable rates will be charged more unless they can come up with a down payment of 30 percent or higher.

Applicants who seek to buy a condominium and can't come up with a 25 percent down payment will be hit with a three-quarter-point add-on penalty, no matter how high their credit score -- simply because they're not purchasing a traditional stand-alone home.

Buyers of duplexes, where one unit is owner-occupied and the other is rented, will be charged a 1 percent add-on from Fannie, even if they have credit scores above 800 and make 50 percent down payments. Refinancers who take cash out at settlement will be forced to pay as much as three points if they have low credit scores.

Fannie Mae and Freddie Mac say they're tacking on the extra fees to counter higher risks and losses associated with certain loan products, buyer-equity stakes and credit scores. Declining home values in many parts of the country are intensifying losses for companies when loans go to foreclosure.

Real-estate agents, mortgage bankers and brokers are incensed at the fee increases, calling them counterproductive in an environment in which housing needs help, not new impediments. They have begun lobbying Congress and the two companies' federal overseers to scrap the add-ons.

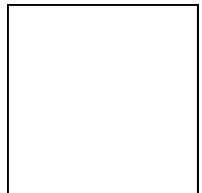
Where's all this headed? Absent congressional intervention, the add-on fees are here to stay.

But an alternative is readily available for just about anyone who wants to avoid the fees: FHA mortgages, where down payments go as low as 3.5 percent and credit scores aren't an issue for most applicants.

Harney, K. (2009, February 22). Fannie, Freddie to raise fees. The Columbus Dispatch, pp. H4.

Amount Fin-nced	4.25%	4.50%	4.75%	5%	5.25%	5.5%
\$50,000.00	245.96	253.34	260.82	268.41	276.10	283.89
\$60,000.00	295.16	304.01	312.99	322.09	331.32	340.67
\$80,000.00	393.55	405.34	417.32	429.46	441.76	454.23
\$90,000.00	442.74	456.01	469.48	483.14	496.98	511.01
\$100,000.00	491.93	506.69	521.65	536.82	552.20	567.79
\$120,000.00	590.32	608.02	625.98	644.19	662.64	681.35
\$130,000.00	639.52	658.69	678.14	697.87	717.86	738.13
\$150,000.00	737.90	760.03	782.47	805.23	828.31	851.68
\$160,000.00	787.10	810.70	834.64	858.91	883.53	908.46
\$180,000.00	885.49	912.03	938.97	966.28	993.97	1022.02
\$190,000.00	934.68	962.70	991.13	1019.96	1049.19	1078.80
\$200,000.00	983.87	1013.37	1043.29	1073.64	1104.41	1135.58
\$220,000.00	1082.26	1114.71	1147.62	1181.01	1214.85	1249.14
\$240,000.00	1180.65	1216.04	1251.95	1288.37	1325.29	1362.69
\$260,000.00	1279.04	1317.38	1356.20	1395.74	1435.73	1476.25
\$280,000.00	1377.43	1418.72	1460.61	1503.10	1546.17	1589.81
\$300,000.00	1475.81	1520.06	1564.94	1610.46	1656.61	1703.37
\$350,000.00	1721.78	1773.40	1825.77	1878.88	1932.71	1987.26
\$400,000.00	1967.75	2026.74	2086.59	2147.29	2208.81	2271.16

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



131 East Main Street
Plain City, Ohio 43064

NEW HOMES

Erik Minshall and Tara Bishop
Mark Clark
Doug and Stephanie Smith
Terry Kirkbride
Robert and Kyla McBride

WISHING A SPEEDY RECOVERY

Randy Craycraft	Kenny James
Ray and Frances Alloway	Denise Rogers
Mary Lou West	Tod Kelly's mother
William Albright	Bill Arbaugh, Sr
Teresa Vanover	Linda Brumage
Bruce Gosney	Casey Canter

CONGRATULATIONS

Sandy and June Smith on their 50th wedding anniversary
Eric and Lisa Canter on their 30th wedding anniversary
Amy Hindel on her marriage
Rob Soldwish on his marriage
Joby and Trish Morrow on the upcoming birth of their baby
Eric and Lisa Brunney on the upcoming birth of their baby
Bob McClelland's on the birth of his daughter
Brent Brannon on the birth of his first child
Dawn McNamee's on the upcoming birth of her baby
Brittney McNamee on her upcoming wedding
Doug and Stephanie Smith for being 1st time grandparents
Mike Dyer on his marriage

SYMPATHY TO THE FAMILIES OF:

Darla Harlan
CR Shirer
Terri Cooper's father
Robert Hays
Don Nickey
Patty Hanby and Janet Shook's father
Ron Winland's mother
Janet Shook's mother in law
Ric Eberly's brother

I would like to thank the following for referrals:

Pat Craycraft	Danny & Nancy Crager	Erma Duran
April Ward	Sally Mulkey	Sheena Wyler
Cory Russ	Eric Brunney	Steve & Rachel Laughton
Nicole Boysel	Kevin Moore	Jackie Roberts
Ryan Phillips	Joe Borghese	Barb Phillips
Cary Kellum	John Rose	Steve Baldwin
Katie Jenkins	Susie Hindel	Wendy Bowen
Lynn Shoop	Mark Cox	Tom Farney
Tom Chalfant	Trish Morrow	Terri Cooper
Brenda Long		