

## SecureEquity® ARM vs. HECM LOC

Although annual increases in HECM Lending Limits are helpful for higher valued homes, it also comes with higher potential amounts of Upfront MIP. In 2025 a borrower might pay up to \$24,195 and that doesn't include ongoing MIP of 0.5% annually; SecureEquity<sup>sm</sup> has neither!

Let's compare a 74-year-old borrower in California with a \$1,500,000 home. The green highlights show where SecureEquity<sup>sm</sup> has the advantage.

Less MIP - Since SE is not a government insured loan, there is no MIP, but it's still non-recourse! Ongoing MIP on the HECM means an additional \$3000+ after 10 years, without LOC draws.

**Higher Values -** Borrowers with homes under \$10,000,000 get to "use" all their property's value instead of just \$1,209,750.

**Higher Loan Amounts -** The borrower gets almost \$230,000 more in Principal Limit with the SE ARM.

Lower Closing Costs - No upfront MIP saves the borrower over \$24,000 in Closing Costs. Although the Origination fee is higher on SE, this is an ARM and can be reduced by you. From \$30,000 all the way to \$0.

More Proceeds - SE provides more than twice as much as the HECM to fund the LOC with no first-year disbursement limit.

No Disbursement Limits -Borrowers who need more funds in year 1 can almost \$350,000 more with SE.

|                            | SecureEquity ARM | HECM CMT Monthly 5%       |
|----------------------------|------------------|---------------------------|
| Index                      | 1y cmt           | 1y cmt                    |
| Margin/Rate                | Margin: 5.749%   | Margin: 2.250%            |
| Expected/Initial Rate      | 9.409%           | 6.375% / 5.875%           |
| Interest Rate Cap          | 14.409%          | 10.875%                   |
| MIP Rate                   | 0.000%           | 0.500%                    |
| Monthly Servicing Fee      | \$20.00          |                           |
| Initial LOC Growth Rate    | 1.500%           | 6.375%                    |
| Estimated Property Value   | \$1,500,000.00   | \$1,500,000.00            |
| Max Claim Amount           | \$1,500,000.00   | \$1,209,750.00            |
| Principal Limit            | \$730,500.00     | \$503,256.00              |
| - Mortgage Insurance       | \$0.00           | \$24,195.00               |
| - Origination Fee          | \$30,000.00      | \$6,000.00                |
| - Other Fees               | \$2,675.55       | \$2,675.55                |
| - Liens Payoff             | \$300,000.00     | \$300,000.00              |
| Available Funds            | \$397,824.45     | \$170,385.45              |
|                            |                  | For 1st Year: \$50,325.60 |
| Available Tenure           |                  | \$1,166.92                |
| Disbursement               | Cash \$0.00      | Cash \$0.00               |
|                            | LOC \$397,824.45 | Monthly \$0.00            |
| '                          |                  | LOC \$170,385.45          |
|                            |                  | \$50,325.60 for 1st year  |
| Additional Information     |                  |                           |
| Mandatory Obligations      | \$332,675.55     | \$332,870.55              |
| Initial Disbursement Limit | \$730,500.00     | \$383,196.15              |
| Additional 10% Usage       |                  | \$50,325.60               |
| UPB                        | \$332,675.55     | \$332,870.55              |

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