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Dear Consumer:

Prior to applying for a reverse mortgage, you should familiarize yourself with all aspects of the transaction to ensure you make an informed decision about whether a reverse mortgage is right for you and your needs. We encourage you to consult the agencies and organizations listed below, review the Federal Trade Commission's website, review the attached brochure from the Consumer Financial Protection Bureau, and/or seek loan counseling.

There are many counseling agencies that will discuss your options with you. A counselor can explain the loan costs, financial implications and potential alternatives to a reverse mortgage such as government and nonprofit programs. The counselor can also help you compare different types of reverse mortgages. The agencies and organizations listed below can provide you with more information pertaining to reverse mortgages and may help you locate a counseling agency.

- The South Carolina Department on Aging (SCDOA)
Toll-free Number: 1-800-868-9095
<https://aging.sc.gov/>
- The Federal Trade Commission (FTC)
<https://www.consumer.ftc.gov/articles/0192-reverse-mortgages>
- United States Department of Housing and Urban Development (HUD)
Toll-free Number: 1-800-CALL-FHA (1-800-225-5342)
https://www.hud.gov/program_offices/housing/sfh/hecm/hecmhome
- Consumer Financial Protection Bureau
Toll-free Number: 1-855-411-CFPB (1-855-411-2372)
<https://www.consumerfinance.gov/consumer-tools/reverse-mortgages/>

- AARP Reverse Mortgage Education Project
Toll-free Number: 1-888-OUR-AARP (1-888-687-2277)
<http://www.aarp.org/revmort/>
- AgingCare
<https://www.agingcare.com/articles/can-a-reverse-mortgage-help-your-elderly-parent-expenses-95604.htm>

Attachment: CFPB Brochure “Considering A Reverse Mortgage?”

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CONSIDERING A REVERSE MORTGAGE?

PROCEED WITH CAUTION

- 1 Don't sign the loan documents unless you **understand** how a reverse mortgage works.
- 2 **Know your options** – you may have a better choice.
- 3 Have a serious **talk with a counselor** before you make any decisions.

WHAT IS A REVERSE MORTGAGE?

IT IS A LOAN

A reverse mortgage is a special type of home equity loan sold to homeowners aged 62 and older. [The loan allows homeowners to access a portion of their home equity as cash.](#) In a reverse mortgage, interest is added to the loan balance each month, and the balance grows.

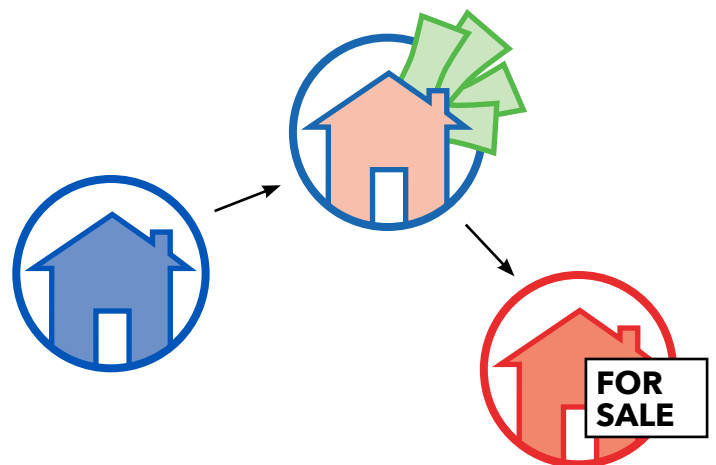
The loan must be repaid when the borrower sells the home, moves out of the home, or dies. Most reverse mortgages today are called Home Equity Conversion Mortgages (HECMs). HECMs are federally insured. If you are interested in a reverse mortgage, you must first see a HECM counselor.

HOW DOES A REVERSE MORTGAGE WORK?

After years of paying off your mortgage, you have built up value in your home in the form of equity. With a reverse mortgage, you borrow against your equity.

The loan balance grows over time. You don't have to pay the loan while you live in the home.

When you move out, sell your home, or die, your loan must be paid off. Usually the loan is paid off when the home is sold.



IMPORTANT QUESTIONS

Are the borrowers the only people who live in the home?

- Yes + You can remain in the home until you move out or die.
- No - If your partner is at least 62, consider whether she or he should be a co-borrower. Children and other dependents should be prepared to move when you die or move out of the home.

Can I afford my living expenses, property taxes, and insurance?

- Yes + A reverse mortgage can help, but it is important to have other retirement resources too.
- No - You could face foreclosure if you run out of money to pay property taxes, insurance, or other expenses in the future.

Do I plan to remain in my home for a long time?

- Yes + A reverse mortgage usually makes more sense the longer you live in your home.
- No - If a health issue or other event may cause you to move out soon, a reverse mortgage is an expensive way to cover short term cash needs.

Can I wait until I am older?

- Yes + It is usually best to wait, especially if you are in your 60s.
- No - Borrowing too soon can leave you without resources later in life. Remember to look at all your options first.

CONSIDER ALTERNATIVES

Wait

If you take out a reverse mortgage when you are too young, you may run out of money when you're older and need it more. The older a borrower is, the more money he or she can borrow.

Other Home Equity Options

A home equity loan or a home equity line of credit might be a cheaper way to borrow cash against your equity. However, these loans carry their own risks and usually have monthly payments. These also depend on your income and credit.

Lower Your Expenses

There are state and local programs that may help you defer property taxes, lower your heating costs, or save on other bills. Consider selling your current home and moving to a more affordable home.

By refinancing your current mortgage, you may be able to lower your monthly expenses.

IF YOU DECIDE ON A REVERSE MORTGAGE

Know your payout options

Line of Credit

With a line of credit, you only pay interest on money you use. The amount of money available to you grows over time.

Monthly Payout

This can be a good choice if you need additional monthly income to cover daily living expenses. The amount of money available to you grows over time.

Lump Sum

Borrowing a lot of money at once has risks. If you borrow more than you need, you will pay interest on all of it even if you don't need it.

Know your product options

Standard

This allows you to borrow more, but you pay higher fees and costs.

Saver

This reverse mortgage allows you to borrow less, and pay lower fees and costs.

HECM for Purchase

This reverse mortgage allows you to borrow for the purpose of buying a new home.

BEFORE YOU MAKE ANY DECISIONS ABOUT A LOAN USING YOUR HOME

Considering a lump-sum payout reverse mortgage?

If you take out a line of credit instead, the amount of money you can borrow will grow over time.

If you take all the money upfront, you won't be able to get money from your house later in life.

Be sure you need all of the money now.

If you are considering a lump-sum to pay off your current mortgage, make sure you look into refinancing or downsizing first.

You are required to go to housing counseling before you decide on a federally insured reverse mortgage.

Tell your counselor everything about your situation. Only a serious discussion with a counselor will give you the information you need to make a good decision about your home.

Counseling before any decision involving your home is a good idea.

Visit HUD's website (<http://go.usa.gov/v2H>) or call HUD's housing counselor referral line (1-800-569-4287) to find a qualified reverse mortgage counselor near you.