

**From:** "Cindy Caballero" <cindy@bamloans.com> on 04/01/2008 02:50:04 PM

**Subject:** Regulation Z

I am a Loan Originator and I work for a Licensed Mortgage Broker and owner of a Correspondent Lending office in Tampa, Florida. I have worked at my Mortgage Broker's office for five plus years. The owner of our company has always expressed and insist that we are ethical and professional in every aspect of our business. I take pride in doing what is right and that is why I feel I am still able to do loans in a market that has declined and has few people left in our industry.

I do support consumer protection goals of the Federal Reserve Board's proposed amendments to Regulation Z, but feel that it would be impossible to disclose a specific dollar amount before an application is made. With the many changes in our programs rates and fees are based off many factors; such as loan to value, credit scores, borrower's financial status, transaction details (to name a few) all of which may change as the loan progresses. We already disclose the yield spread on our Good Faith Estimate's and HUD Settlement Statements.

It seems very unfair to ask only mortgage brokers to perform this step but not ask mortgage lenders or banks to adhere to the same proposed rule. Why are the mortgage brokers taking all the heat? I cannot tell you how many times I have heard customer's tell me their bad experiences with large institutions such as Wells Fargo, Countrywide and Bank of America. A lot of times the brokers can negotiate better rates and excellent customer service to their clients. All originators should have the consumer's best interest at hand for this is how you receive referrals, repeat business and it is the right thing to do.

I would please ask you to consider alternatives to the proposed regulation. Everyone in the mortgage and banking industry should have the same rules that would protect consumers and encourage competition on price and service.

Thank you for considering my comments.

Cindy Caballero  
Builder's Affiliated Mortgage Services, Inc.  
4102 W. Linebaugh Avenue, Suite 100  
Tampa, Florida 33624  
813-961-2343 (office)  
813-817-7184 (cell)  
800-811-0105 (fax)