



# TOP GUN

## Mortgage, Inc.

### - NEWS -

AN INFORMATIONAL E-MAIL TO HELP YOU MAKE MORE INFORMED  
FINANCIAL DECISIONS, BECAUSE KNOWLEDGE IS POWER!!

## THE WAY TO SAVE REAL MONEY ON YOUR MORTGAGE

Top Gun Mortgage Inc. is proud to be a certified mortgage brokerage. Telling you the truth, the whole truth and nothing but the truth separates us from our competitors. If the loan you want is not good for you, we will tell you why it's not. We will tell you what loan you need and why.

The American public has been trained to ask only a few questions. The number one question is "What is your rate?" The second question is "What are your fees?" While rate can affect your payment, it is not and never has been, the question you should be asking. While fees may vary a few hundred dollars between lenders, far too often people choose the company with the lowest fees. Remember, you get what you pay for. Shopping for a mortgage is fine, but learn to ask the right questions.

The most important question is "How can I save money on my mortgage?" The way to save money on every mortgage is by shortening the term. Remember, it's not rate it's term. The big if's are "What can I afford?" and "Do I have sufficient equity in my home?" When we refinance a mortgage we determine the shortest term the borrower can

afford. We accomplish this by combining all of their outstanding debts with their mortgage. These debts may include car payments, credit cards, department stores and other installment loans. Many times we are able to dramatically reduce the term of your loan and keep your monthly outgo less than what you were paying before.

If at all possible, we try to qualify the borrower on Top Gun Mortgage's "**Ten to Own**" program. This means you will own your home free and clear in 10 years, no hitches or catches! If you cannot afford that short of a term, we will look at a 15 or 20 year loan before we look at a 30, 40, or 50 year loan to save you money. Again the real question is, what can you afford? A great percentage of the existing mortgages today would qualify for a much shorter term. Call Top Gun Mortgage and we will help you determine how short of a term you would qualify for.

The following graph will show you the amazing difference between a 10 year loan and a 30 year loan. Remember, these loans should include all of your debt. In addition, these loans may have a significant tax advantage. You should consult your tax advisor.

# Loan Amount \$ 300,000

## 10 YEAR LOAN

120 Payments

Rate: 6.75%

Principle and Interest Payment: \$3,444.72

Total Payments Made: \$413,366

## 30 YEAR LOAN

360 Payments

Rate: 6.99%

Principle and Interest Payment: \$1,993.89

Total Payments Made: \$717,434!

| Year | Principal Pd | Interest Pd | Balance    | Year | Principal Pd | Interest Pd | Balance    |
|------|--------------|-------------|------------|------|--------------|-------------|------------|
| # 1  | 21,751.39    | 19,585.25   | 278,248.61 | # 1  | 3,053.27     | 20,873.41   | 296,946.73 |
| # 2  | 23,265.90    | 18,070.74   | 254,982.71 | # 2  | 3,273.65     | 20,653.03   | 293,673.08 |
| # 3  | 24,885.86    | 16,450.78   | 230,096.85 | # 3  | 3,509.95     | 20,416.73   | 290,163.13 |
| # 4  | 26,618.61    | 14,718.03   | 203,478.24 | # 4  | 3,763.34     | 20,163.34   | 286,399.79 |
| # 5  | 28,471.99    | 12,864.65   | 175,006.25 | # 5  | 4,034.97     | 19,891.71   | 282,634.82 |
| # 6  | 30,454.46    | 10,882.18   | 144,551.79 | # 6  | 4,326.23     | 19,600.45   | 278,038.59 |
| # 7  | 32,574.96    | 8,761.68    | 111,976.83 | # 7  | 4,638.52     | 19,288.15   | 273,400.07 |
| # 8  | 34,843.05    | 6,493.59    | 77,133.78  | # 8  | 4,973.33     | 18,953.35   | 268,426.74 |
| # 9  | 37,269.11    | 4,067.53    | 39,864.67  | # 9  | 5,332.33     | 18,594.35   | 263,094.41 |
| # 10 | 39,864.67    | 1,472.56    | 0          | # 10 | 5,717.25     | 18,209.43   | 257,377.16 |

**Total Savings = \$304,434!**

## HIGHLIGHTS

Please note the fact, that while you are paying the 10 year loan in a third of the time – your payment is not three times higher. It is not even double. Also note that in year #1, while your payment is \$1,450.00 more you actually paid less interest than the 30 year loan with the smaller payment. That means more than the difference in payment was applied to your principal each month. In Year #10 – the 10 year loan is paid off – the 30 year borrower still owes \$257,377.16!! A 10 year loan will normally have a lower interest rate than a 30 year loan. The total interest paid on the 10 year loan is \$113,366.99 while the total interest paid on a 30 year loan will be \$417,804.33.

What do we want you to do after you have paid off your 10 year loan? We want you to begin to build your retirement. A 30 year borrower will still be making payments for the next 20 years. We want you to spend those 20 years investing in your retirement! Given a respectable rate of return you will have well in excess of a million dollars set aside when the 30 year borrower finally pays off their loan.

**TOP GUN MORTGAGE**

**CALL US TOLL FREE:**

**888-808-7140**