

HOME EQUITY CREDIT LINES

Lender Comparison

Use this form to compare rates and product terms among lenders. Ask the lender to provide the following information. If a particular lender you would like to work with does not offer the better deal, use this form to negotiate a better offer.

<u>Interest Rate Features:</u>	LENDER 1	LENDER 2	LENDER 3	LENDER 4
Initial Interest Rate	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
• Points	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
• Other Bank Fees	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Variable Annual Percentage Rate	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Fixed Annual Percentage Rate	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Index Used / Current Value	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Amount of Margin	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Current Rate	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Frequency of Rate adjustments	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Interest Rate Caps	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<u>Length of Plan:</u>				
Draw Period	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Repayment Period	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<u>Initial Fees:</u>				
Appraisal Fee	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Closing Costs	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Application Fee	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<u>Repayment Terms:</u>				
During the Draw Period	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Interest and Principal Payments	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Interest-Only Payments	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Fully Amortizing Payments	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<u>When Draw Period Ends:</u>				
Balloon Payment	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Renewal Available	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Refinancing of Balance by Lender	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

HOME EQUITY LOANS

Lender Comparison

Use this form to compare rates and product terms among lenders. Ask the lender to provide the following information. If a particular lender you would like to work with does not offer the better deal, use this form to negotiate a better offer.

<u>Interest Rate Features:</u>	LENDER 1	LENDER 2	LENDER 3	LENDER 4
Initial Interest Rate	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
• Points	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
• Other Bank Fees	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Variable Annual Percentage Rate	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Fixed Annual Percentage Rate	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Index Used / Current Value	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Amount of Margin	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Current Rate	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Frequency of Rate adjustments	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Interest Rate Caps	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<u>Repayment Terms:</u>				
Repayment Period	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Interest and Principal Payments	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Interest-Only Payments	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Fully Amortizing Payments	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<u>When Repayment Period Ends:</u>				
Balloon Payment	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Renewal Term	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Refinancing of Balance by Lender	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

PLACES OF INTEREST

Home Remodeling Center:	www.LetsRenovate.com
Home Construction Center:	www.SayBuild.com
Home Buying / Selling:	www.SayHomeBuy.com
College Search and Planning:	www.OfftoCollege.com
Business Management:	www.NovarsGroup.com
Other Life Events:	www.nBuy.com

Mortgage Shopping Worksheet—continued

Lender 1

Lender 2

Name of Lender:

mortgage 1

mortgage 2

mortgage 1

mortgage 2

Other Questions and Considerations about the Loan

Are any of the fees or costs waivable?

Prepayment penalties

Is there a prepayment penalty?

If so, how much is it?

How long does the penalty period last? (for example, 3 years? 5 years?)

Are extra principal payments allowed?

Lock-ins

Is the lock-in agreement in writing?

Is there a fee to lock-in?

When does the lock-in occur—at application, approval, or another time?

How long will the lock-in last?

If the rate drops before closing, can you lock-in at a lower rate?

If the loan is an adjustable rate mortgage:

What is the initial rate?

What is the maximum the rate could be next year?

What are the rate and payment caps each year and over the life of the loan?

What is the frequency of rate change and of any changes to the monthly payment?

What is the index that the lender will use?

What margin will the lender add to the index?

Credit life insurance

Does the monthly amount quoted to you include a charge for credit life insurance?

If so, does the lender require credit life insurance as a condition of the loan?

How much does the credit life insurance cost?

How much lower would your monthly payment be without the credit life insurance?

If the lender does not require credit life insurance, and you still want to buy it, what rates can you get from other insurance providers?

NEW AUTO LOAN TERM AND RATES

Lender Comparison

Use this form to compare new auto loan rates and product terms. Ask the lender to provide the following information. If a lender you would like to work with doesn't offer a better deal, use this form to negotiate best offer.

<u>Interest Rate Features for NEW Auto:</u>	LENDER 1	LENDER 2	LENDER 3	LENDER 4
Repayment Term 1 (36 months)	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Annual Percentage Rate	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Monthly Payment	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Repayment Term 2 (48 months)	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Annual Percentage Rate	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Monthly Payment	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Repayment Term 3 (60 months)	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Annual Percentage Rate	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Monthly Payment	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Repayment Term 4 (72 months)	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Annual Percentage Rate	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Monthly Payment	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Repayment Term 4 (120 months)	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Annual Percentage Rate	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Monthly Payment	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Repayment Term 4 (other term months)	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Annual Percentage Rate	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Monthly Payment	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Initial Fees:				
Application Fee	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Closing Fee	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Pre-Payment Penalty	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Discount Terms:				
Discount for Automated Payments	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Discount for % Down Payment	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Any Other Discounts	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

USED / REFI AUTO LOAN TERM AND RATES

Lender Comparison

Use this form to compare used and refi auto loan rates and product terms. Ask the lender to provide the following information. If a lender you would like to work with doesn't offer a better deal, use this form to negotiate best offer.

<u>Interest Rate Features for USED/REFI Auto:</u>	LENDER 1	LENDER 2	LENDER 3	LENDER 4
Repayment Term 1 (36 months)	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Annual Percentage Rate	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Monthly Payment	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Repayment Term 2 (48 months)	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Annual Percentage Rate	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Monthly Payment	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Repayment Term 3 (60 months)	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Annual Percentage Rate	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Monthly Payment	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Repayment Term 4 (72 months)	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Annual Percentage Rate	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Monthly Payment	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Repayment Term 4 (120 months)	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Annual Percentage Rate	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Monthly Payment	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Repayment Term 4 (other term months)	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Annual Percentage Rate	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Monthly Payment	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<u>Initial Fees:</u>				
Application Fee	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Closing Fee	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Pre-Payment Penalty	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<u>Discount Terms:</u>				
Discount for Automated Payments	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Discount for % Down Payment	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Any Other Discounts	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>