

«f80»

«f81»

«f82», «f83»

## MICRO-CASSETTE TAPED ORAL DISCLOSURE

1. My name is «f75» of «f80». Our firm has been selected to lend money secured by your real property.
2. Do you have an agent who represents you in discussing the material loan terms and facts of this loan? If so, who is that agent? ?? Has your agent discussed and explained the loan terms and facts of this loan transaction with you?
3. OPTION I: You have been advised that «f80» is the Lender, and/or the agent of the Lender, but is not your agent in this loan transaction.  
  
OPTION II: You have been advised that «f80» is the Lender, and/or agent of the Lender, AND is also your agent in this loan transaction. You have been advised, and understand, that your agency relationship with «f80» will terminate upon the funding of this loan, and that «f80» will continue its agency relationship with the Lender for purposes of servicing the loan.  
  
OPTION III: You have been advised that «f80» IS NOT the Lender, and/or the agent of the Lender, but IS your agent in this loan transaction.
4. I want you to be aware that I am taping this oral disclosure in order to memorialize the understanding between «f80» as the Lender, and/or as the agent of the Lender, and you as the borrower. Is that O.K.?
5. I would like to go over a number of questions regarding this transaction with you to make sure you understand the material loan terms and facts of this loan before the loan escrow is closed and before loan funds are disbursed.
6. Is there any reason that you may not be able to speak openly or truthfully?
7. Have you taken any medication, alcohol or any other substance which may impair your understanding of this conversation and/or your ability to think clearly?
8. Today's date is «f3».
9. I have before me a copy of the Promissory Note, the Deed of Trust, the Mortgage Loan Disclosure Form and the Arbitration Agreement, all of which you have either signed, or intend to sign, as part of this loan transaction. (IF CONDUCTING A TELEPHONE INTERVIEW) Copies of each of these forms were forwarded to you by mail/Federal Express. Please place before you the copies of each of these forms as we proceed through them.
  - A) The Note provides for an original loan amount of \$«f20» with a note interest rate of «f22»%. Is this information correct?
  - B) The Note is secured by a Deed of Trust in the original amount of \$?? against your property located at «f18», «f19». Is that correct?
  - C) Do you know what a Deed of Trust is? Do you know what a Promissory Note is? Do you know what foreclosure is? Do you know how to avoid foreclosure?
  - D) Do you know what will happen if you do not make your payments in a timely manner? Do you know what will happen if you discontinue making your payments?
  - E) The Mortgage Loan Disclosure Statement outlines the principal amount of your loan; the estimated deductions, including costs and expenses; Broker Commission and/or Loan Origination Fees; additional compensation received from lender; other amounts authorized to be paid by you, the borrower; and your estimated proceeds (cash payable to borrower), as well as general information about your loan.
  - F) Do you know what an arbitration agreement is? Do you know that this means any dispute regarding this loan transaction will be resolved before an appointed arbitrator, not by a court in a trial before a jury of your peers? Are you aware that you have signed a binding Arbitration Agreement with «f80», its Assignees/Lenders, and its affiliates?
10. (FOR 1 - 4 RESIDENTIAL ONLY). Your loan transaction is subject to the Federal Truth in Lending Act. In addition to the documents described above in Item #9, I also have before me a copy of the Truth In Lending (Regulation "Z"), Right To Cancel, and RESPA, if applicable, all of which you have either signed, or intend to sign, as part of this loan transaction. (IF CONDUCTING A TELEPHONE INTERVIEW) Copies of each of these forms were forwarded to you by mail/Federal Express. Please place before you the copies of each of these forms as we proceed through them.
  - A) Your Regulation "Z" Loan Disclosure indicates an Annual Percentage Rate of «f132» with a finance charge of \$«f372». The amount financed is \$«f134» and the total amount of payments is \$«f24» which is to be repaid in «f263» consecutive months of \$«f24» per month beginning on «f31». Is that information correct?

- B) Do you know that you have a three-day right to cancel this loan from the time you have signed your loan documents?
- C) Did you receive a Good Faith Estimate? If so, are the figures on the Good Faith Estimate substantially consistent with the Mortgage Loan Disclosure Statement and other loan documents?
11. OPTION I: Do you understand what a Balloon Payment is? Your loan includes a balloon payment of «f25».
- OPTION II: Do you understand what a fully amortized loan is? Your loan does not have a balloon payment.
12. The loan will be due in «f23» months. Do you understand that «f80» has made no representations about the ability to refinance your loan at that time?
13. Do you know what the "Due on Sale" clause in the Promissory Note means?
14. Did you receive copies of your loan documents at the time you signed them?
15. Were you informed of the terms of your loan through written disclosures and through this verbal disclosure?
16. Are the above terms that we have discussed acceptable to you?
17. Did you have anyone other than yourself and/or your agent who helped you make the decision regarding this loan? If so, are they a co-borrower on this loan?
18. It is important that the information you have provided us regarding your income and expenses is correct, as we rely upon this information in considering your ability to repay this loan. You reported your monthly income is \$«f289». Is this correct? We have calculated your monthly expenses to be \$«f290», leaving you with \$?? remaining per month, from which you'll be making your monthly payments. Is this correct? Can you afford the monthly payment of \$«f24» beginning on «f31»? If your loan has a balloon payment at the end of the loan, how do you intend to pay the balloon payment?
19. Do you have any questions regarding the material loan terms and facts and/or documents of this loan?
20. Did anyone force you to take this loan?
21. Are you satisfied with this loan transaction?
22. Is there anything about our conversation that you do not understand? Since you have indicated that everything is in order, we are prepared to fund this loan. Thank you for your patience and the opportunity to make the loan you have requested.

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Tape and Disclosure completed by: «f75»/Date                      Time