

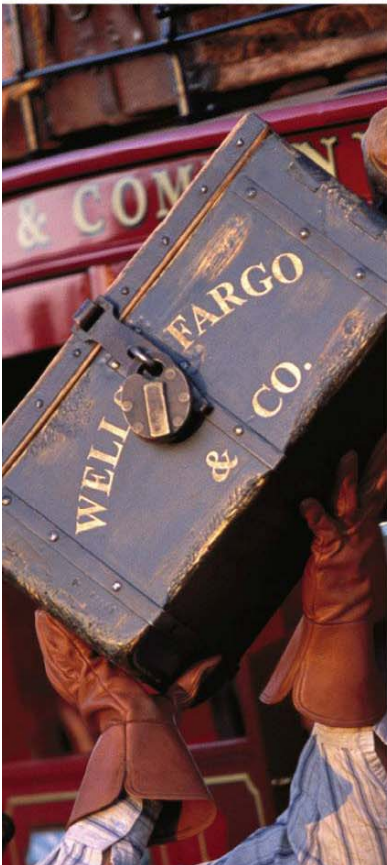
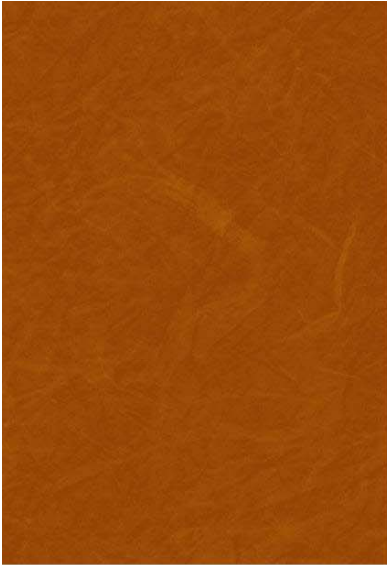
**WELLS
FARGO**

**HOME
MORTGAGE**

Reverse Mortgage Financing Solutions

Enjoy a More *Comfortable* Retirement in Your *Own* Home





Count on Our Capabilities

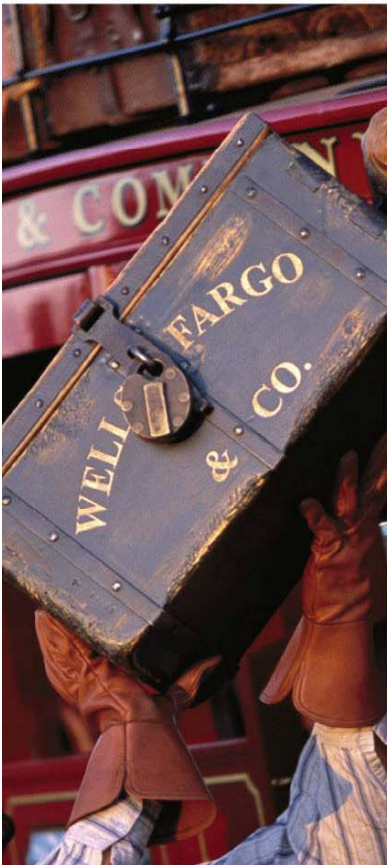
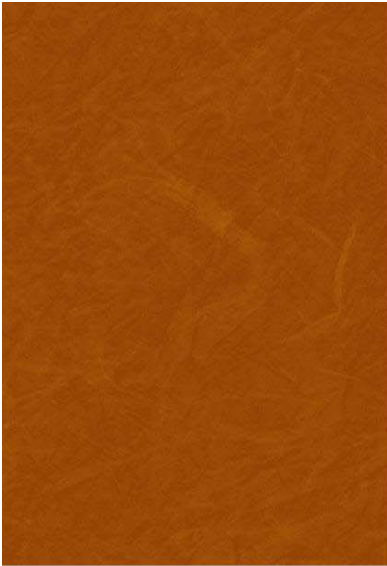
- Wells Fargo Home Mortgage is the nation's leading retail originator of reverse mortgages, helping homeowners age 62 and older capitalize on the equity they've built in their homes to secure financial independence and peace of mind
- Last year alone, Wells Fargo Home Mortgage helped senior Americans secure over one-fifth of all the reverse mortgages originated in the country.
- Wells Fargo Home Mortgage is among the few lenders to provide a network of reverse mortgage lending specialists across the country.
- Wells Fargo Home Mortgage has a local presence in more than 2,500 mortgage stores and bank branches, plus the capabilities to serve the home financing needs of customers in all 50 states.

What Is a Reverse Mortgage?

- It's a home loan that enables you to convert a portion of your home equity into tax-free¹ funds without having to sell your home, give up title, or take on a new monthly payment.
- All co-owners must be at least 62 years old.
- There are no income, employment, medical or credit score qualifying restrictions.²
- Receive monthly payments instead of making them.
- You do not need to repay the loan as long as you or one of the borrowers continues to live in the house, keep the taxes and insurance current, and maintain the property to FHA standards.

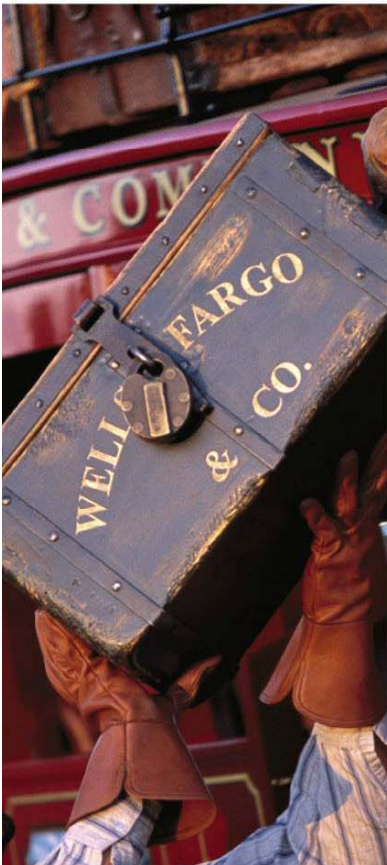
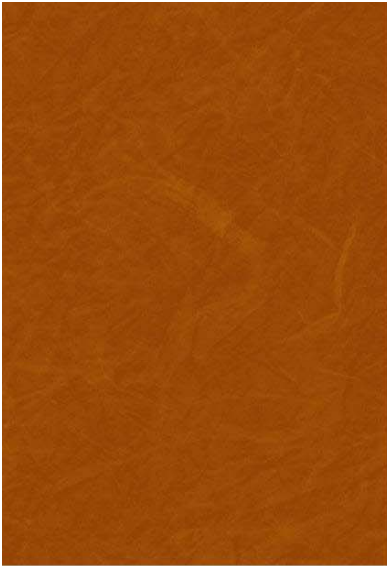
¹ Consult a tax advisor

² Reverse Mortgage borrowers are required to obtain an eligibility certificate by receiving counseling sessions with a HUD-approved agency. Family members are also strongly encouraged to participate in these informative sessions.



Why Would I Choose a Reverse Mortgage?

- **Security** – You retain title and ownership of your home.
- **Flexibility** – Obtain your loan proceeds in a lump sum, in monthly installments, as a line of credit, or any combination of the three.
- **Choice** – You can change payment plans as many times as you wish.
- **Peace of Mind** – Enjoy a more comfortable retirement in your own home. Mortgage insurance ensures that you will never owe more than the value of your home.





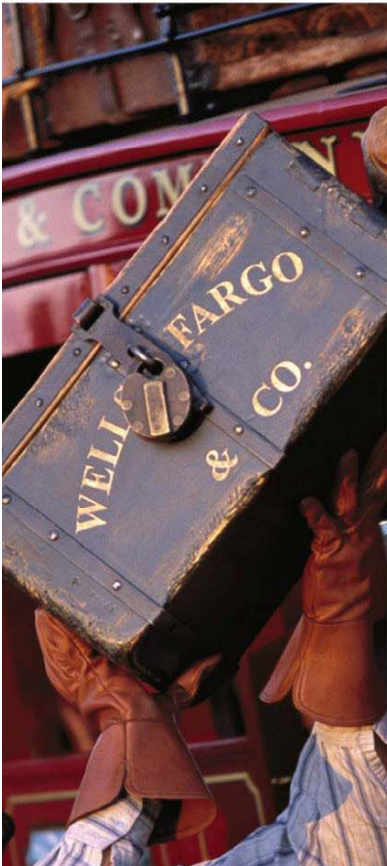
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Wells Fargo Home Mortgage offers the
Home Equity Conversion Mortgage (HECM)
an FHA-insured Reverse Mortgage program.

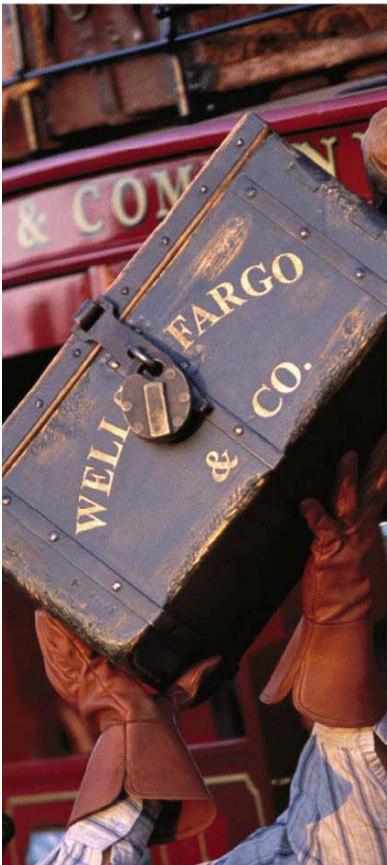
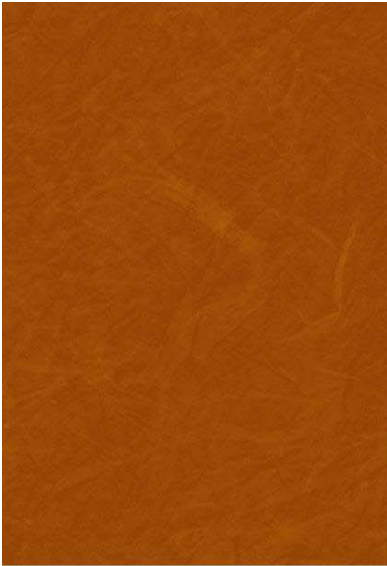


Age and Eligibility Requirements

- You and any co-owners must be at least 62 years old.
 - Your home must be your primary residence.
 - You must own your home free and clear, or
 - Your home debt must be paid off with Reverse Mortgage proceeds.
 - Educational counseling with a HUD-approved counselor is required.
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Flexible Payment Options

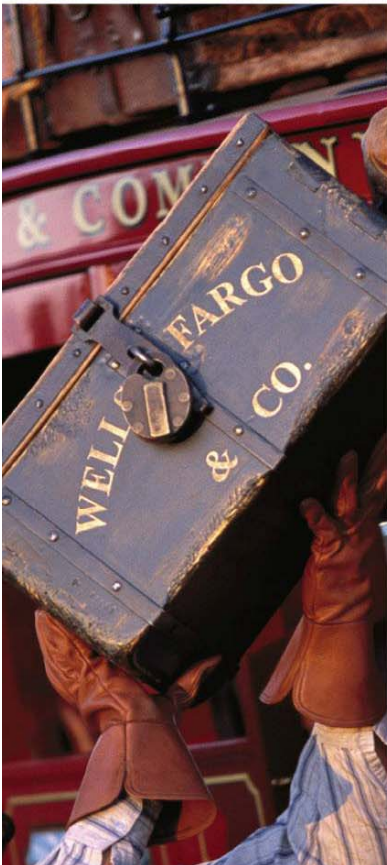
- You can obtain your Reverse Mortgage proceeds:
 - In a lump sum payment to cover large expenses
 - In fixed monthly payments to supplement your income
 - As a line of credit to draw on as you need it
 - Or any combination of cash, monthly income and credit line you select
- You can receive an immediate cash advance in addition to monthly payments.
- You can change payment plans as many times as you wish until your funds are exhausted.





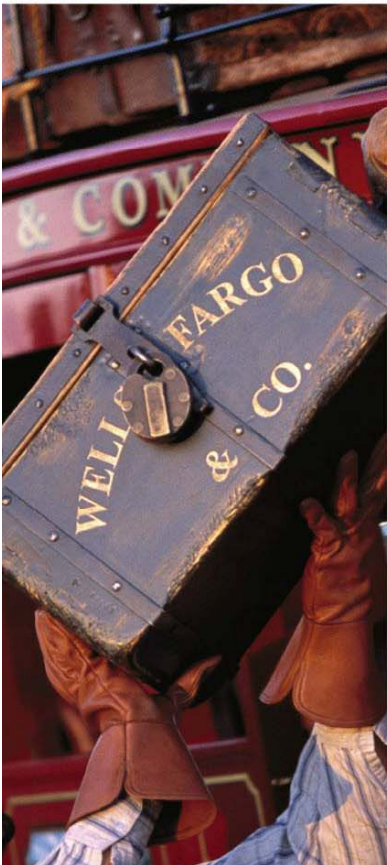
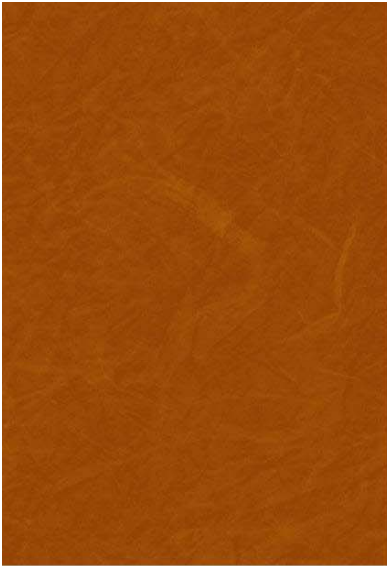
Reverse Mortgage Repayment

- You do not need to repay the loan as long as you or one of the borrowers continues to live in the house, keep the taxes and insurance current, and maintain the property to FHA standards.
- The balance due can come from home sale proceeds, or from other resources such as, savings, insurance or possibly applying for a new mortgage. There is no requirement that the home be sold, only that the loan be repaid.



The Reverse Mortgage Loan Process

1. Discuss your post-retirement home financing goals with an expert.
2. Receive consumer counseling from a HUD-approved counselor.
3. Meet with a Wells Fargo Reverse Mortgage Consultant to apply for your loan.
 - Fill out an application
 - Select a payment plan
 - Present required documentation
4. Underwriting and loan decisioning process.
5. Upon approval, a closing is scheduled. Initial interest rate will be set the week of closing.
6. After any existing debt on your home is paid in full, your loan funds are disbursed.





Frequently Asked Questions

Can I be forced to sell my home if the money I owe on the loan exceeds the value of my home?

No, as long you continue to occupy the home as your primary residence, pay the appropriate taxes and insurance, and maintain upkeep of your home.¹

1. As long as all program requirements are met.

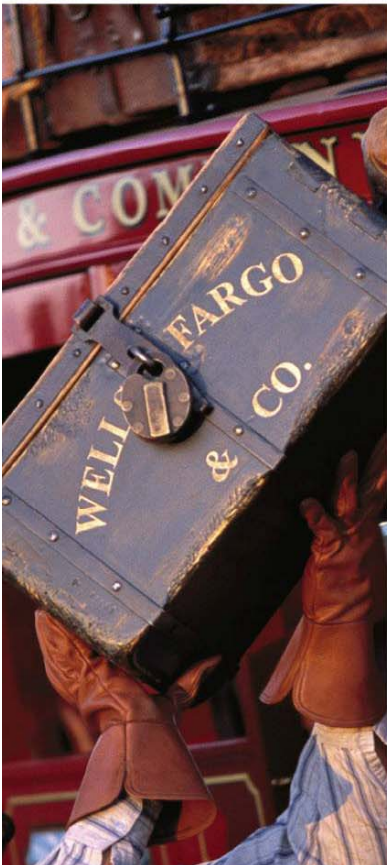


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Frequently Asked Questions

Are there restrictions on how I can use my Reverse Mortgage proceeds?

Absolutely not! It's your money to use as you see fit.

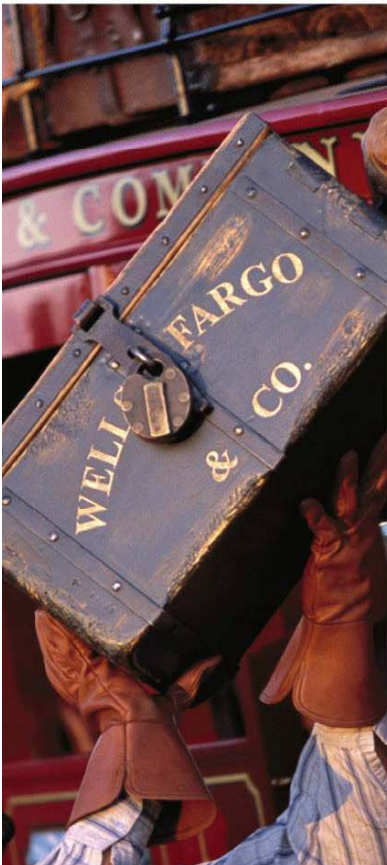




Frequently Asked Questions

What if the value of my home increases during the mortgage term?

No matter if, or how much, your property has appreciated in value, you or your estate are only required to pay back the outstanding balance due on your Reverse Mortgage at the time the home is sold. Any excess proceeds from the sale of your home belong to you or your estate.

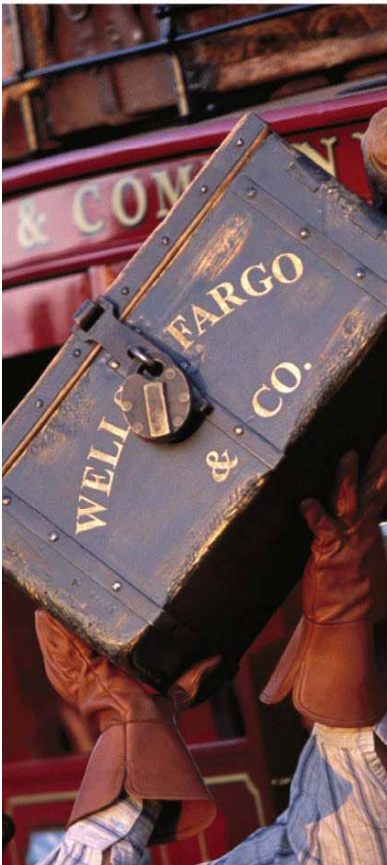




Frequently Asked Questions

Will receiving my Reverse Mortgage proceeds in monthly payments affect my Social Security, Medicare supplemental security income, or Medicaid benefits?

If you opt to receive monthly payments, they will not affect your Social Security or Medicare benefits. However, your eligibility for need-based programs such as Medicaid or state assistance programs may be impacted. We recommend that you consult a tax or legal advisor and your local Area Agency on Aging for advice.

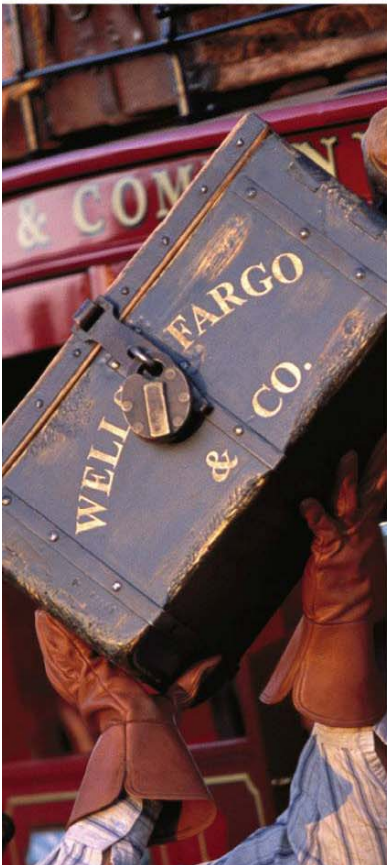


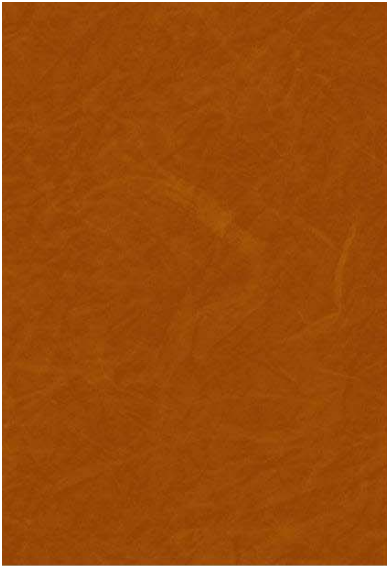
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Frequently Asked Questions

What if I decide to sell my home?

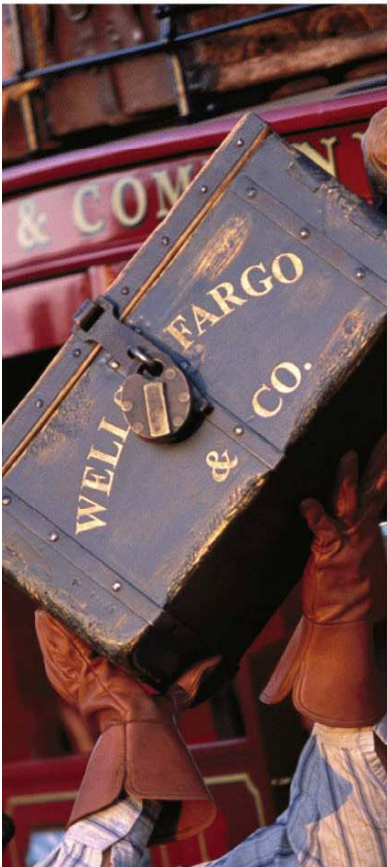
You always retain title to your home during the period of your Reverse Mortgage loan. You can sell your home at anytime.





Secure Financial Independence and Peace of Mind

Your Reverse Mortgage Consultant can help you choose the Reverse Mortgage financing solution that best fits your individual needs and requirements.



All program requirements must be met. The information in this presentation is accurate as of the date of printing and is subject to change without notice. Wells Fargo Home Mortgage a division of Wells Fargo Bank, N.A. © 2007 Wells Fargo Bank, N.A. All Rights Reserved. #102107 5/07