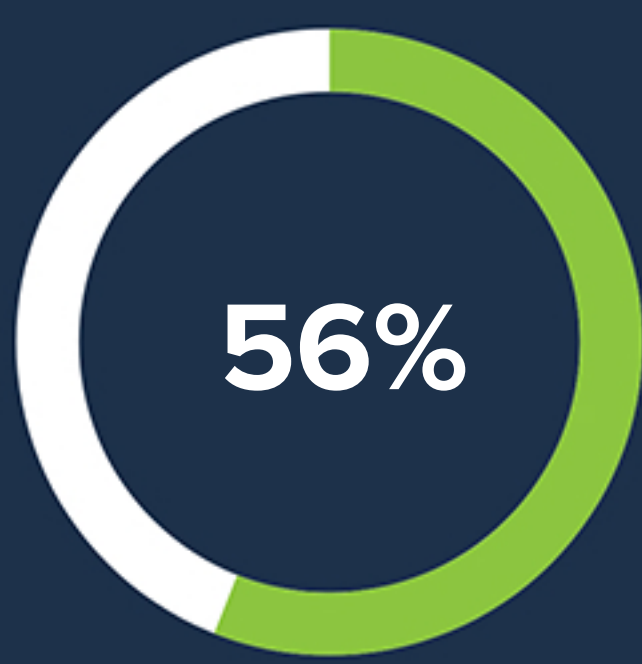
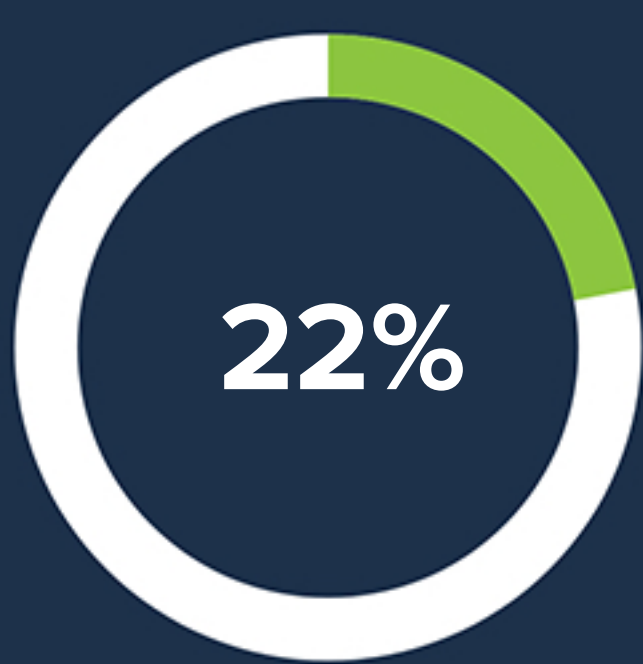


Reverse Mortgages: the facts and figures to know

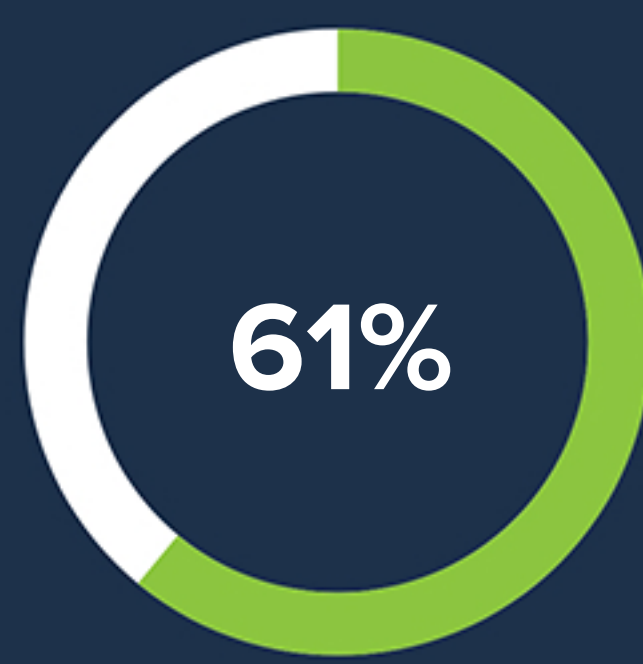
Retirement by the Numbers



More than half of Americans **don't know how much** they'll need to retire comfortably¹.



Over one-fifth of Americans enter retirement with **less than \$5,000** in savings¹.



Nearly two-thirds of households headed by people age 65 or older are **carrying debt**².

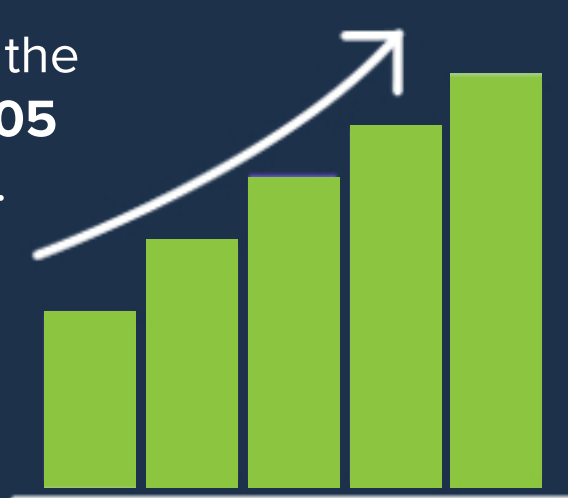


If you fall into any of these statistics, **don't panic.**

There is a financial tool available to homeowners ages 62 and older that can help improve your income and monthly cash flow – a **Home Equity Conversion Mortgage (HECM)** – also simply known as, a **reverse mortgage**.

Why Reverse?

Senior homeowners in the US own more than **\$8.05 trillion** in home equity⁴.



Over **1.2 million** Americans have already made a reverse mortgage part of their retirement plan⁹.



Reverse mortgages could help you eliminate your monthly mortgage payment⁷ — an average of \$1,500 per month⁸.

\$1,500

Want to 'age in place'? **90%** of homeowners over 65 wish to stay in their homes for as long as possible⁶. **Will you be able to do so, financially?**

90%

Home equity represents more than two-thirds of total wealth for the average 65-year-old American couple⁵. How much money is in **your** home?

Reverse Mortgage Uses



PAY THE BILLS.

With no monthly mortgage payments required⁷, a reverse mortgage allows you to redirect the money you would use to pay the mortgage toward other things – everyday expenses, bills, credit card balances, or other debts.



FUND HEALTHCARE EXPENSES.

Take charge of your health with medical specialist visits, prescriptions, and even in-home care services. Reverse mortgage proceeds can fund gaps in your Medicare coverage.



PLAN FOR THE FUTURE.

Establish a financial "safety net" to give you peace of mind today, and financial protection for unexpected expenses or long-term care in the future.



MAKE HOME MODIFICATIONS.

Fund repairs or home improvement projects to fit your needs as you age. These modifications can help you live more comfortably and remain in your home for a longer period of time.



LOWER YOUR TAXABLE INCOME.

Avoid making taxable withdrawals from 401(k) or other retirement plans by replacing the money with reverse mortgage proceeds that are income tax-free¹⁰.



HELP THE ONES YOU LOVE.

Use your reverse mortgage funds to help a child or grandchild with a major expense like college tuition or a down payment on a home.

For more information on tapping into home equity with a reverse mortgage, or to see how much you may qualify for in proceeds, **contact me** today.

1. <https://news.northwesternmutual.com/planning-and-progress-2019>
 2. <https://www.forbes.com/advisor/retirement/seniors-debt-statistics/#:~:text=A%202019%20Congressional%20Research%20Service,1989%20to%2061%25%20in%202016.>
 3. <https://www.fidelity.com/viewpoints/personal-finance/plan-for-rising-health-care-costs>
 4. <https://www.nrmlaonline.org/about/press-releases/senior-housing-wealth-exceeds-record-8-05-trillion>
 5. <https://www.mortgagerewind.com/education/reverse-mortgage/statistics/#:~:text=This%20year%20the%20loan%20limit>
 6. <https://assets.aarp.org/rgcenter/ppi/liv-com/lb190.pdf>
 7. Real estate taxes, homeowners insurance, and property maintenance required.
 8. <https://data.census.gov/cedsci/table?q=median%20monthly%20mortgage%20payment&tid=ACSS1Y2019.S2506>
 9. <https://www.nrmlaonline.org/annual-hecm-endorsement-chart>
 10. Consult a financial advisor and appropriate government agencies for any effect on taxes or government benefits