

REVERSE MORTGAGE  
EDUCATORS

TRI-COUNTIES

# HIDDEN LISTINGS: Have you looked in REVERSE?

**"Increase your L.B.I. (Listings  
Brought In)!"**

**- STEVE GARVEY**  
*The Realtor Legend*



## WHY ARE REALTORS® LEARNING ABOUT REVERSE MORTGAGES?

### MANY OLDER HOMEOWNERS FIND IT HARDER TO GET A REVERSE MORTGAGE

That's right - depending on their age, clients may find qualifying for a reverse mortgage more difficult than years before. When this happens, even if they didn't initially plan on it, older homeowners may need to sell their home. **According to the National Association of REALTORS®, 99% of the homes sold last year were from homeowners 57+ years old.**

### MANY REVERSE MORTGAGE HEIRS WILL NEED A REAL ESTATE AGENT

There are currently over 84,000 active homes with reverse mortgages in CA. When the heirs inherit these homes, some of them will have a hard time getting control of the property. They will need a real estate agent to help them with the sale. How can you make sure to get to these clients before someone else does?

### OLDER HOMEOWNERS MAY NOT QUALIFY TO BUY WITH REGULAR LOANS

Many older homeowners are finding their fixed income will not qualify for traditional financing. So why would they sell their current home? This is when a reverse mortgage for purchase (R4P) can help. This loan can be approved where traditional loans fail, and with R4P, your clients can increase their purchasing power AND have the option to skip monthly mortgage payments.

## FREE TRICO CLASS!

13  
NOV

10:30 AM - 12 PM  
19725 East Walnut Dr South  
#100 Walnut, CA 91783  
OR 6PM-7PM  
Online livestream via Zoom

NO cost for TRICO members. FREE lunch provided in person

[CLICK HERE TO REGISTER](#)

## MEET THE SPEAKER



**RYAN KLEIS**  
Reverse Mortgage Educator  
Ryan has been helping clients  
and providing reverse mortgage  
education for over 18 years.

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