

MORTGAGE RATES

FIXED RATE

Type	Interest Rate	Down Payment	Points (%)	Lock in (days)	A.P.R.	Phone
All Valley Mortgage	R 8.000%	5%	1.250	15	8.17	(800)936-9333
Bank of America Mtg.	B 7.875%	20%	2.125	30	8.14	(800)556-7811
Cal Fed Lending	S 7.875%	20%	2.390	30	8.17	(800)225-3337
Chase Manhattan Mtg.	K 7.875%	20%	2.375	30	8.17	(800)900-6062
Chelsea Mortgage-CDM	R 7.875%	20%	1.500	15	8.07	(800)945-1582
Countrywide Home Loans	K 8.000%	20%	2.125	45	8.27	(800)877-5626
Detrick Mtg. Group	R 7.750%	5%	2.125	15	8.01	(949)759-9692
Downey Savings	S 7.750%	20%	2.375	30	8.04	(800)348-5931
Emery Financial	R 7.750%	5%	2.250	15	8.02	(949)729-9200
First Federal Bank	S 8.000%	20%	2.250	30	8.28	(800)672-4332
First Federal S&L of SGV	S 8.000%	20%	1.625	45	8.21	(800)826-4390
Newport Coast Financial	R 7.875%	5%	1.500	15	8.07	(800)808-5626
People's Bank of CA	S 8.250%	20%	2.000	45	8.51	(877)700-7268
PFF Bank & Trust	S 8.625%	5%	1.000	45	8.77	(888)733-5465
PNC Mortgage	K 8.000%	20%	2.125	30	8.27	(800)743-3646
Prism Financial Corp.	R 7.875%	5%	2.000	10	8.12	(800)691-5626
TLC Financial Svcs.	R 8.125%	10%	1.000	13	8.27	(800)801-7300
Union Bank	B 8.375%	20%	1.500	60	8.58	(800)453-1288
West Coast Mtg. Group	R 7.875%	5%	1.875	15	8.11	(800)400-1611
World Savings Bank	S 8.500%	20%	1.000	30	8.65	(714)832-8113

ADJUSTABLE

Type	Interest Rate	Points (%)	Margin (%)	Max. Amount	A.P.R.	Phone
All Valley Mortgage	R 3.950%	0.500	2.700	252,700	7.66	(800)936-9333
Bank of America Mtg.	B 5.250%	0.000	2.000	252,700	7.23	(800)556-7811
Cal Fed Lending	S 4.750%	0.000	1.875	252,700	7.10	(800)225-3337
Chase Manhattan Mtg.	K 6.750%	2.500	3.000	252,700	9.23	(800)900-6062
Chelsea Mortgage-CDM	R 3.950%	0.250	2.800	2,000,000	7.73	(800)945-1582
Countrywide Home Loans	K 4.000%	0.000	2.875	252,700	7.78	(800)877-5626
Detrick Mtg. Group	R 3.950%	1.000	2.150	650,000	7.47	(949)759-9692
Downey Savings	S 3.950%	1.000	2.750	700,000	7.76	(800)348-5931
Emery Financial	R 6.500%	0.000	2.000	650,000	7.24	(949)729-9200
First Federal Bank	S 3.950%	1.000	2.600	252,700	7.61	(800)672-4332
First Federal S&L of SGV	S 3.950%	0.750	2.500	252,700	7.48	(800)826-4390
Newport Coast Financial	R 3.750%	1.000	2.750	600,000	7.76	(800)808-5626
People's Bank of CA	S 6.375%	2.000	2.750	252,700	8.91	(877)700-7262
PFF Bank & Trust	S 4.000%	1.000	2.250	650,000	7.26	(888)733-5465
PNC Mortgage Corp.	K 6.000%	2.000	2.750	252,700	8.87	(800)743-3646
Prism Financial Corp.	R 3.950%	1.000	2.450	650,000	7.77	(800)691-5626
TLC Financial Svcs.	R 6.750%	1.125	2.750	252,700	8.85	(800)801-7300
Union Bank	B 6.250%	1.000	2.875	252,700	8.89	(800)453-1288
West Coast Mtg. Group	R 6.500%	0.000	2.375	400,000	7.61	(800)400-1611
World Savings Bank	S 4.250%	1.000	2.650	600,000	7.66	(714)832-8113

Type of lender is: B=bank; D=direct lender; K=mortgage banker; R=mortgage broker; S=savings & loan. All programs listed are conventional mortgages amortized for 30 years and do not have balloon payments. All fixed-rate programs have a maximum loan amount of \$252,700. Interest rate for adjustable-rate mortgages is a low introductory rate for the first adjustment period. Down Payment is amount of cash (% of sales price) paid to lender prior to signing mortgage contract. Points are % of loan balance paid to lender at time of loan closing. Margin is lender's profit; margin + index = actual rate after first adjustment. Lock in is the period of time the lender guarantees the rate and other loan features prior to loan closing. Maximum Amount is the largest loan available for the program listed. All lenders provide loans with different rates and terms for different loan amounts. A.P.R. is the annual percentage rate which is an estimated annual cost of the loan to the borrower. All A.P.R.s are calculated by Mortgage News Co. based on a \$252,700 loan amount, the points shown and \$700 total fees. A.P.R.s are included in this chart for comparison only. All rates subject to change. Quotes are not a loan offer; verify rates and terms before applying for a loan. Mortgage bankers and brokers are licensed by the California Department of Real Estate as either a broker or corporation. For information call Calif. D.R.E. at (916) 739-3758. For a guide on how to shop for a mortgage, send \$4.50 check payable to Mortgage News Co., 365 Quintana Road, Suite E, Morro Bay, CA 93442.

Rates as of 3/14/2000

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BRIEFLY IN BUSINESS

Vision Quest hosts seminar

Vision Quest in Tustin is planning a seminar for Tuesday, April 4, at the firm's Conference Center, 1131 East Main St., Suite 209, Tustin.

The seminar will deal with ways to effectively manage prospect and customer information using Goldmine, a customer relationship management software program.

The seminar will be held from 7:30 to 9:30 a.m. Because of limited seating, reservations are requested. The seminar is free.

Call Sue at (714) 573-4932.

Schwendimann joins firm

Kathy Schwendimann has joined Catellus Residential Group as vice president of design.



Schwendimann

The announcement was made by Bruce Lehman, executive vice president.

The Tustin resident was previously senior designer with the award-winning Saddleback Interiors of Corona del Mar.

At Catellus, she will be responsible for all aspects of interior and sales office design for the company's new-home neighborhoods as well as pro-

viding input for product theming and design.

She is a graduate of Willamette University in Salem, Ore., and has been an interior design professional since joining Saddleback Interiors in 1972.

Hospital adds physician

Dr. Rifaat Salem and the Pacific Coast Reproduction Center have been added to the Tustin Hospital and Medical Center, 14662 Newport Ave., Tustin.

He is a graduate of the University of Southern California Medical School and earned his doctorate in neuroendocrinology from UCLA. He also holds masters degrees in biochemistry and physiology and is a member of the American College of Obstetrics and Gynecology as well as the American Society of Reproductive Medicine. He is also certified by the Accreditation Council for gynecologic endoscopy.

He has worked at the University of British Columbia, Stanford and the Pacific Fertility Center in Torrance.

DMK names vice president

Diana Arnold has joined DMK of Tustin as vice president for corporate development.

She will be primarily responsible for leading the building firm's business

Corporate directors will hold two seminars Monday

The National Association of Corporate Directors offers two seminars next week at the Hilton Irvine/Orange County Airport Hotel, 18800 MacArthur Blvd.

"The Roles of the Board in the Entrepreneurial Company" meets Monday, March 20, from 8:30 a.m. to 4 p.m.

"Audit Committees: Improving Quality Independence and Performance" meets March 21, from 8:30 a.m. to 4 p.m.

Cost: \$795-\$945 each seminar for members; \$995-\$1,145 each for non-members (includes course manuals, reference material, instruction fees, continental breakfast and lunch).

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