

MORTGAGE RATES

FIXED RATE							ADJUSTABLE								
Type	Interest Rate	Down Payment	Points (%)	Lock in (days)	A.P.R.	Phone	Type	Interest Rate	Points (%)	Margin (%)	Max. Amount	A.P.R.	Phone		
All Valley Mortgage	R	8.250%	5%	0.875	15	8.38	(800)936-9333	All Valley Mortgage	R	3.950%	0.500	2.700	252,700	7.76	(800)936-9333
Bank of America Mtg.	B	8.125%	20%	2.125	30	8.39	(800)556-7811	Bank of America Mtg.	B	5.250%	0.000	2.000	252,700	7.60	(800)556-7811
Cal Fed Lending	S	8.125%	20%	2.118	30	8.39	(800)225-3337	Cal Fed Lending	S	4.950%	0.018	2.125	252,700	7.72	(800)225-3337
Chase Manhattan Mtg.	K	8.125%	20%	2.250	30	8.41	(800)900-6062	Chase Manhattan Mtg.	K	8.125%	1.625	3.000	252,700	9.37	(800)900-6062
Chelsea Mortgage-CDM	R	8.000%	20%	1.875	15	8.24	(800)945-1582	Chelsea Mortgage-CDM	R	3.950%	0.125	2.850	2,000,000	7.87	(800)945-1582
Countrywide Home Loans	K	8.250%	20%	2.125	45	8.52	(800)877-5626	Countrywide Home Loans	K	3.375%	0.000	2.875	252,700	7.87	(800)877-5626
Detrick Mtg. Group	R	8.000%	5%	1.875	15	8.24	(949)759-9692	Detrick Mtg. Group	R	3.950%	1.000	2.150	650,000	7.84	(949)759-9692
Downey Savings	S	7.875%	20%	2.500	30	8.18	(800)348-5931	Downey Savings	S	3.850%	1.500	2.400	600,000	8.14	(800)348-5931
Emery Financial	R	8.000%	5%	2.250	12	8.28	(949)729-9200	Emery Financial	R	6.500%	0.724	2.125	252,700	7.81	(949)729-9200
First Federal Bank	S	8.125%	20%	2.250	30	8.41	(800)672-4332	First Federal Bank	S	3.950%	1.000	2.600	252,700	7.71	(800)672-4332
Newport Coast Financial	R	8.000%	5%	1.875	15	8.24	(800)808-5626	Newport Coast Financial	R	3.750%	1.000	2.750	600,000	7.86	(800)808-5626
People's Bank of CA	S	8.250%	20%	1.250	38	8.42	(877)700-7268	People's Bank of CA	S	7.250%	2.000	2.750	252,700	9.09	(877)700-7268
PFF Bank & Trust	S	9.000%	5%	1.000	45	9.15	(888)733-5465	PFF Bank & Trust	S	4.000%	1.000	2.250	650,000	7.94	(888)733-5465
PNC Mortgage	K	8.250%	20%	1.875	30	8.49	(800)743-3646	PNC Mortgage Corp.	K	7.000%	2.000	2.750	252,700	9.07	(800)743-3646
Prism Financial Corp.	R	8.125%	5%	2.000	10	8.38	(800)691-5626	Prism Financial Corp.	R	3.950%	1.500	2.150	650,000	7.89	(800)691-5626
Sanwa Bank of CA	B	8.250%	20%	2.500	30	8.56	(800)237-2692	Sanwa Bank of CA	B	7.000%	1.125	2.750	252,700	8.97	(800)237-2692
TLC Financial Svcs.	R	8.250%	10%	1.250	13	8.42	(800)801-7300	TLC Financial Svcs.	R	7.125%	1.500	2.750	252,700	9.02	(800)801-7300
Union Bank	B	8.750%	20%	1.500	60	8.96	(800)453-1288	Union Bank	B	6.500%	1.000	2.875	252,700	9.01	(800)453-1288
West Coast Mtg. Group	R	8.000%	5%	2.125	15	8.27	(800)400-1611	West Coast Mtg. Group	R	3.850%	1.500	2.400	600,000	8.14	(800)400-1611
World Savings Bank	S	8.900%	20%	1.000	30	9.05	(714)832-8113	World Savings Bank	S	4.500%	1.000	2.650	600,000	7.76	(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 5/30/2000

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BRIEFLY IN BUSINESS

Sunwest Bank income

Net income was up for the quarter ended March 31 at Sunwest Bank.

The Tustin bank said its net income for the period was \$773,000 compared to \$642,000 during the same period in 1999.

The 2000 net income was reduced by tax expense of \$543,000 versus \$50,000 in 1999.

Pretax earnings in the future periods will be reduced at a rate of about 11 percent as Sunwest used all of its net operating loss carryforwards in the third quarter of 1999, according to a statement from the company.

Pretax income grew by 90 percent in 2000.

Sunwest attributed the increased earnings to strong growth in its core business, expense reduction and continuing improvements in assets.

Sunwest is a business-oriented bank with branches in Tustin, Orange and Newport Beach.

Vision Quest seminar

Effective flow of information will be the focus of a seminar in Tustin on June 15.

Vision Quest, 1131 East Main St., will host the seminar, "Organizational Process Flow - Creating an Effective and Efficient Organization" - from 7:30 a.m. to noon.

It will be held in the firm's confer-

ence center in Suite 209.

The cost of \$36 includes a continental breakfast. Reservations are requested due to limited seating.

Call Sue at (714) 573-4932 or register online at www.VQITINC.com

Business networking

The Tustin Business Network International business referral organization meets weekly in Tustin.

The group meets every Friday from 7 to 8:30 a.m. at Coco's restaurant at Holt and Newport Avenue in Tustin.

Members exchange business leads. Visitors are welcome.

More information is available from Steve Schwer at (714) 573-0391.

Creating Web sites

The Design and Digital Arts Program of UCI Extension will present a symposium on "Creating Web Sites Using Macromedia's Flash" Saturday, June 3, from 12:30 to 3 p.m. in room 100, Humanities Instructional Building on the UC Irvine campus.

Presenters will be Amy Lieurance, a computer graphics, multimedia and Web designer and author of corporate CD-ROMs, and Shoko Takada, a freelance designer and teaching assistant in UCI Extension's Daytime Intensive Web Site Design Specialized Studies Program.

Cost: Free. Parking: \$4.

Information: (949) 824-5592.

Orange County Forum

Congressman Tom Campbell, Republican candidate for the Senate, will speak Wednesday, June 7, at the Orange County Forum meeting.

A reception begins at 11:30 a.m. followed by luncheon and program at noon at the Irvine Marriott Hotel, 18000 Von Karman Ave.

Cost: \$35 members, \$45 guests, in advance; \$45 at the door.

Information: (949) 588-9884.

Shopping centers

The International Council of Shopping Centers will present a mid-year economic update Thursday, June 8, from 11:30 a.m. to 1:30 p.m. at the Crazy Horse Steakhouse in the Irvine Spectrum Center, off of Alton and Irvine Center Drive.

The guest speaker will be Jack Kyser, director of economic research and chief economist for Los Angeles Economic Development Corp.

The moderator will be Tim McMahon, senior vice president, Grubb & Ellis Co., Newport Beach.

Cost: \$40 in advance; \$50 at the door.

Register for the meeting at www.icsc.org.

See Entertainment, Page B15

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