



TODAY  
end of day

RMR

~~PRELIMINARY DRAFT - NOT READY FOR INTRODUCTION~~  
**ASSEMBLY SUBSTITUTE AMENDMENT ,  
TO 2003 ASSEMBLY BILL 792**

Gen. Cat.

1 AN ACT *to amend* 138.052 (2) (a) 2., 138.052 (9), 138.056 (3) (a), chapter 428  
2 (title), 428.101 (intro.), 428.101 (3), 428.102 (intro.), 428.102 (2), 428.103 (1)  
3 (intro.) and 428.106; and *to create* subchapter I (title) of chapter 428 [precedes  
4 428.101] and subchapter II of chapter 428 [precedes 428.202] of the statutes;  
5 **relating to:** regulating certain consumer mortgage lenders, granting  
6 rule-making authority, and providing a penalty.

*The people of the state of Wisconsin, represented in senate and assembly, do enact as follows:*

7 SECTION 1. 138.052 (2) (a) 2. of the statutes is amended to read:  
8 138.052 (2) (a) 2. The Except as provided in s. 428.207, the parties may agree  
9 that if a prepayment is made within 5 years of the date of the loan, then the lender  
10 shall receive an amount not exceeding 60 days' interest at the contract rate on the

1 amount by which the aggregate principal prepayments for a 12-month period  
2 exceeds 20% of the original amount of the loan.

3 **SECTION 2.** 138.052 (9) of the statutes is amended to read:

4 138.052 (9) Chapters 421 to ~~428~~ 427 and subch. I of ch. 428 do not apply to the  
5 refinancing, modification, extension, renewal or assumption of a loan which had an  
6 original principal balance in excess of \$25,000 if the unpaid principal balance of the  
7 loan has been reduced to \$25,000 or less.

8 **SECTION 3.** 138.056 (3) (a) of the statutes is amended to read:

9 138.056 (3) (a) A variable rate loan involving a mobile home transaction or  
10 using an approved index may be prepaid at any time in whole or in part without  
11 penalty. Other variable rate loans may be prepaid in whole or part without penalty  
12 within 30 days after notice of an increase in the interest rate and, except as provided  
13 in s. 428.207, with the prepayment penalty under s. 138.052 (2) (a) 2. and 3. if  
14 prepayment is made before or after the 30-day period. This paragraph controls if  
15 there is a conflict with s. 138.052 (2) (a).

16 **SECTION 4.** Chapter 428 (title) of the statutes is amended to read:

17 **CHAPTER 428**

18 **FIRST LIEN REAL ESTATE**

19 **AND OTHER MORTGAGE LOANS**

20 **SECTION 5.** Subchapter I (title) of chapter 428 [precedes 428.101] of the statutes  
21 is created to read:

22 **CHAPTER 428**

23 **SUBCHAPTER I**

24 **FIRST LIEN REAL ESTATE LOANS**

25 **SECTION 6.** 428.101 (intro.) of the statutes is amended to read:

1           **428.101 Applicability.** (intro.) This ~~chapter~~ subchapter applies to:

2           **SECTION 7.** 428.101 (3) of the statutes is amended to read:

3           428.101 (3) Loans made on or after November 1, 1981, by a creditor to a  
4 customer and which are secured by a first lien real estate mortgage or equivalent  
5 security interest if the amount financed is \$25,000 or less and if the loan is not subject  
6 to subch. II.

7           **SECTION 8.** 428.102 (intro.) of the statutes is amended to read:

8           **428.102 Definitions.** (intro.) In this ~~chapter~~ subchapter:

9           **SECTION 9.** 428.102 (2) of the statutes is amended to read:

10          428.102 (2) “Creditor” means a person who regularly engages in, arranges for  
11 or procures from 3rd persons, loans within the scope of this ~~chapter~~ subchapter.

12          **SECTION 10.** 428.103 (1) (intro.) of the statutes is amended to read:

13          428.103 (1) (intro.) The following limitations shall apply to all loans subject to  
14 this ~~chapter~~ subchapter:

15          **SECTION 11.** 428.106 of the statutes is amended to read:

16          **428.106 Remedies.** (1) Violations of this ~~chapter~~ subchapter may be enforced  
17 by a customer subject to this section and ss. 425.308 to 425.311.

18          (2) With respect to a loan subject to this ~~chapter~~ subchapter, if the court as a  
19 matter of law finds that any aspect of the transaction, any conduct directed against  
20 the customer, by the creditor, or any result of the transaction is unconscionable, the  
21 court shall, in addition to the remedies and penalties set forth in this ~~chapter~~  
22 subchapter, and a penalty not to exceed that specified in s. 428.103 (2), refuse to  
23 enforce the unconscionable aspect of the transaction or so limit the application of any  
24 unconscionable aspect or conduct to avoid any unconscionable result.



1 (1) "Bridge loan" means a loan with a maturity of less than 18 months which  
2 requires only payments of interest until the time that the unpaid balance is due.

3 (1m) "Business day" has the meaning that is specified under 12 CFR 226.2 (a)  
4 (6) for purposes of 12 CFR 226.31.

5 (2) "Covered loan" means a consumer credit mortgage loan transaction other  
6 than an open-end credit plan or reverse mortgage in which all of the following apply:

7 (a) The customer is a natural person.

8 (b) The debt is incurred by the customer primarily for personal, family, or  
9 household purposes.

10 (c) The loan is secured by a mortgage on, or an equivalent security interest in,  
11 residential real property, and the residential real property is or will be occupied by  
12 the customer as the customer's principal dwelling.

13 (d) The terms of the loan provide any of the following:

14 1. That the loan transaction, at the time that the loan is consummated, is  
15 considered a mortgage under 15 USC 1602 (aa) and regulations adopted thereunder,  
16 including 12 CFR 226.32.

17 2. That total points and fees payable by the customer at or before the loan  
18 closing exceed 6 percent of the total loan amount. ~~For purposes of this subdivision,~~  
19 ~~"total points and fees" does not include reasonable fees paid to affiliates of the lender~~  
20 ~~for bona fide services listed in 12 CFR 226.4 (e) (7).~~

21 (3) "Customer" means an individual to whom a covered loan is offered or made.  
22 "Customer" does not include a surety, guarantor, cosigner, or endorser.

23 (4) "Department" means the department of financial institutions.

24 (5) "Lender" means any person who originates a covered loan and to whom the  
25 covered loan is initially payable, except that "lender" does not include an assignee

1 of a covered loan or any person who, for at least 12 consecutive months, has failed  
2 to originate any covered loans.

3 (5m) "Licensed lender" means a person licensed under s. 138.09.

4 (6) "Loan originator" has the meaning given in s. 224.71 (1r).

5 (6m) "Local governmental unit" has the meaning given in s. 16.97 (7).

6 (7) "Mortgage banker" has the meaning given in s. 224.71 (3).

7 (8) "Mortgage broker" has the meaning given in s. 224.71 (4).

8 (10) "Servicer" has the meaning given in 12 USC 2605 (i) (2).

9 **428.203 Prohibitions on and requirements of lenders and assignees.**

10 (1) BALLOON PAYMENTS. Except as otherwise provided in this subsection, no lender  
11 may make a covered loan to a customer that requires, or that permits the lender to  
12 require, a payment that is more than twice as large as the average of all earlier  
13 scheduled payments, ~~unless the payment becomes due at least 60 months after the~~

14 ~~date on which the loan is made.~~ This subsection does not apply to a loan under which  
15 the payment schedule is adjusted to account for seasonal or irregular income of the  
16 customer or to a bridge loan <sup>with a maturity of less than one year</sup> that the customer obtains for the purpose of facilitating  
17 the acquisition or construction of a dwelling as the customer's principal dwelling.

18 (2) CALL PROVISION. No lender may make a covered loan to a customer that  
19 permits the lender or an assignee of the loan to demand payment of the outstanding  
20 balance before the original maturity date, except that a covered loan may permit a  
21 lender or assignee to so demand as a result of any of the following:

22 (a) The customer's failure to make payments required under the loan.

23 (b) A provision in the loan agreement permitting the lender or assignee to make  
24 such a demand after the sale of real property that is pledged as security for the loan.

1 (c) Fraud or material misrepresentation by the customer in connection with the  
2 loan.

3 (d) Any act or omission by the customer that adversely affects the lender's or  
4 assignee's security for the loan or any right of the lender or assignee in such security.

5 (3) NEGATIVE AMORTIZATION. No lender may make a covered loan to a customer  
6 with a payment schedule that causes the principal balance to increase, except that  
7 this subsection does not prohibit such a payment schedule as a result of a temporary  
8 forbearance or loan restructuring consented to by the customer.

9 (4) INCREASED INTEREST RATE. No lender may make a covered loan to a customer  
10 that imposes or permits the lender or an assignee of the loan to impose an increase  
11 in the interest rate as a result of the customer's default.

12 (5) ADVANCE PAYMENTS. No lender may make a covered loan to a customer that  
13 includes a payment schedule that consolidates more than 2 scheduled payments and  
14 pays them in advance out of the proceeds of the loan.

15 (6) REPAYMENT ABILITY. No lender may engage in a pattern or practice of making  
16 covered loans to customers ~~who have collateral but who, considering their current~~  
17 ~~and expected income, current obligations, and employment status, would be unable~~  
18 ~~at the time of application to make the scheduled payments under the loans. A lender~~  
19 ~~who originates a covered loan may not extend credit to a customer~~ based on the  
20 customer's collateral without regard to the customer's ability to repay, including the  
21 customer's current or expected income, current obligations, and employment. A  
22 lender is presumed to have violated this subsection if the lender <sup>engages in a pattern or practice of making</sup> ~~makes~~ covered loans  
23 without verifying <sup>and</sup> documenting the customer's repayment ability. ~~Any expected~~  
24 ~~income from any source other than the customer's equity in the property securing the~~  
25 ~~covered loan, including regular salary or wages, gifts, expected retirement~~

1 ~~payments, or income from self-employment, may be considered when evaluating the~~  
2 ~~customer's ability to repay. A lender may verify and document a customer's income~~  
3 ~~and current obligations through any reliable source that provides the lender with a~~  
4 ~~reasonable basis for believing there are sufficient funds to support the covered loan,~~  
5 ~~which reliable sources may include credit reports, tax returns, pension statements,~~  
6 ~~payment records for employment income and, in the case of a loan based on the~~  
7 ~~customer's statement of the customer's income, the income stated by the customer~~  
8 ~~along with information in the possession of the person originating the loan that is~~  
9 ~~customarily solicited in connection with loans of that type. A lender may not, with~~  
10 ~~the intent to evade this subsection, knowingly originate a covered loan based on a~~  
11 ~~customer's statement of income that is inconsistent with those reliable sources used~~  
12 ~~by the lender to verify and document the customer's income.~~

13 (7) REFINANCING OF EXISTING COVERED LOAN. No lender may make a covered loan  
14 that refinances an existing covered loan that the lender made to the same customer,  
15 unless the refinancing takes place at least one year after the date on which the loan  
16 being refinanced was made or the refinancing is in the interest of the customer. No  
17 assignee or servicer of a covered loan may make a covered loan that refinances the  
18 covered loan, unless the refinancing takes place at least one year after the date on  
19 which the loan being refinanced was made or the refinancing is in the interest of the  
20 customer. No lender, assignee of a covered loan, or servicer may engage in a pattern  
21 or practice of arranging for the refinancing of covered loans by affiliates or  
22 unaffiliated creditors, modifying covered loans, or any other acts for the purpose of  
23 evading this subsection. This subsection does not apply to bridge loans.

24 (8) PAYMENTS TO HOME IMPROVEMENT CONTRACTORS. No lender under a covered  
25 loan made to a customer may pay proceeds of the loan to a person who is under

insert  
8-23



1 contract to make improvements to an existing dwelling, unless the payment is made  
2 by an instrument that is payable to the customer or jointly to the customer and the  
3 person who is under contract or, with the consent of the customer, the payment is  
4 made through a 3rd party in accordance with a written agreement signed by the  
5 customer, the lender, and the person under contract.

6 (8g) SINGLE PREMIUM CREDIT INSURANCE PRODUCTS. A lender may not finance,  
7 directly or indirectly, through a covered loan, or finance to the same customer within  
8 30 days of making a covered loan, any individual or group credit life, credit accident  
9 and health, credit disability, or credit unemployment insurance product on a prepaid  
10 single premium basis sold in conjunction with a covered loan. This prohibition does  
11 not include contracts issued by a government agency or private mortgage insurance  
12 company to insure the lender against loss caused by a customer's default and does  
13 not apply to individual or group credit life, credit accident and health, credit  
14 disability, or credit unemployment insurance premium calculated and paid on a  
15 monthly or other periodic basis.

16 (8m) REFINANCING OF SUBSIDIZED LOW-RATE LOANS. (a) In this subsection,  
17 "subsidized low-rate loan" means a loan that carries a current interest rate at least  
18 2 percentage points below the <sup>then</sup> current yield on treasury securities with a comparable  
19 maturity. If the loan's current interest rate is either a discounted introductory rate  
20 or a rate that automatically steps up over time, the fully indexed rate or the fully  
21 stepped-up rate, as applicable, shall be used instead of the current rate to determine  
22 whether a loan is a subsidized low-rate loan.

23 (b) A lender may not knowingly replace or consolidate a zero-interest rate or  
24 other subsidized low-rate loan made by a governmental or nonprofit lender with a  
25 covered loan within the first 10 years of the zero-interest rate or other subsidized

1 low-rate loan unless the current holder of the loan consents in writing to the  
2 refinancing.

3 (9) UNREGISTERED MORTGAGE BANKERS AND BROKERS. No lender may knowingly  
4 contract with any person for the performance of duties in violation of s. 224.72 (1m).

5 **428.204 False statements.** No lender, licensed lender, loan originator,  
6 mortgage banker, or mortgage broker may knowingly make, propose, or solicit  
7 fraudulent, false, or misleading statements on any document relating to a covered  
8 loan.

9 **428.206 Recommending default.** No lender, licensed lender, loan originator,  
10 mortgage banker, or mortgage broker may recommend or encourage an individual  
11 to default on an existing loan or other obligation before and in connection with the  
12 making of a covered loan that refinances all or any portion of that existing loan or  
13 obligation.

14 **428.207 Prepayment.** (1) A customer may prepay a covered loan at any time  
15 without penalty if the payment is made in the context of a refinancing of the covered  
16 loan and if the covered loan is held by the refinancing lender. This subsection does  
17 not prohibit the servicer of a covered loan from imposing a prepayment penalty,  
18 unless the servicer is also the lender and holds the loan at the time of the refinancing.

19 (2) Any prepayment penalty under this section is subject to all of the following  
20 limitations:

21 (a) A prepayment penalty is permitted only during the 36 months immediately  
22 following the date of consummation of a covered loan.

23 (b) A lender may not include a prepayment penalty in a covered loan unless the  
24 lender offers the customer the option of choosing a loan product without a  
25 prepayment penalty. The terms of the offer shall be in writing and initialed by the

1 customer. The offer shall be in a clear and conspicuous format and include the  
2 following disclosure:

3 **LOAN PRODUCT CHOICE DISCLOSURE**

4 I was provided with an offer to accept a product both with and without a  
5 prepayment penalty provision. I have chosen to accept the product with a  
6 prepayment penalty.

7 (c) A prepayment penalty may not exceed 60 days' interest at the contract rate  
8 on the amount prepaid on fixed-rate covered loans over \$25,000 if the borrower  
9 prepays more than 20 percent of the original loan amount within 36 months  
10 immediately following the date of consummation of the covered loan.

11 (d) A prepayment penalty may not be collected on fixed-rate covered loans of  
12 \$25,000 or less, on adjustable rate loans, or on those fixed-rate covered loans over  
13 \$25,000 not specified in par. (c).

14 **428.208 Disclosure to customers.** At least 3 business days before making  
15 a covered loan to a customer, a lender shall ensure that the customer has been given  
16 the following notice, in writing and in a clear and conspicuous format:

17 **DISCLOSURE TO BORROWER**

18 A. If you obtain this loan, the lender will have a mortgage on your home. You  
19 could lose your home and any money that you have put into it if you do not meet your  
20 obligations under this loan. Mortgage loan rates and closing costs and fees vary  
21 based on many factors, including your particular credit and financial circumstances,  
22 your earnings history, your employment status, the loan-to-value ratio of the  
23 requested loan, and the type of property that will secure your loan. The loan rate and  
24 fees could also vary based on which lender you select.

1           B. As a consumer you should shop around and compare loan rates and fees.  
2           You should also consider consulting a qualified independent credit counselor or other  
3           experienced financial adviser regarding the rate, fees, and provisions of this  
4           mortgage loan before you proceed.

5           C. You are not required to complete this loan agreement merely because you  
6           have received these disclosures or have signed a loan application. If you proceed with  
7           this mortgage loan, you should also remember that you may face serious financial  
8           risks if you use this loan to pay off credit card debts or other debts in connection with  
9           this transaction and then subsequently incur significant new debt. If you continue  
10          to accumulate debt after this loan is made and then experience financial difficulties,  
11          you could lose your home and any equity that you have in it if you do not meet your  
12          mortgage loan obligations.

13          D. Property taxes and homeowner's insurance are your responsibility. Some  
14          lenders may require you to escrow money for these payments. However, not all  
15          lenders provide escrow services for these payments. You should ask your lender  
16          about these services.

17          E. Your payments on existing debts contribute to your credit ratings. You  
18          should not accept any advice to ignore your regular payments to your existing  
19          creditors.

20          **428.209 Exclusive state regulation authority.** ~~///~~ The state shall have sole  
21          authority, except as provided under federal law, to regulate any matter governed by  
22          this subchapter or by a rule promulgated under this subchapter. No local  
23          governmental unit may attempt to regulate, directly or indirectly, any matter  
24          governed by this subchapter or by a rule promulgated under this subchapter,

*include- 13 -*  
*The rules shall (guidelines for determining a customer's ability to repay a covered loan based upon the customer's debt-to-income ratio.*

*Insert 13-2*

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including enacting an ordinance or adopting a resolution or imposing reporting requirements.

**428.210 Administration and penalties. (1) RULES.** The department may promulgate rules for the administration of this subchapter.

**(2) INVESTIGATIONS.** (a) At any time that the department has reason to believe that a person has engaged in or is about to engage in an act that violates this subchapter, the department may investigate. In performing an investigation under this paragraph, the department may administer oaths or affirmations, subpoena witnesses, compel their attendance, adduce evidence, and require the production of any matter, including the existence, description, nature, custody, condition, and location of any books, documents, or other tangible things, and the identity and location of persons having knowledge of relevant facts, or any other matter reasonably calculated to lead to the discovery of admissible evidence. The department may access and examine such books, documents, or other tangible things. In any civil action brought on behalf of the department based on evidence obtained in such an investigation, the department may recover the costs of performing the investigation if the department prevails in the action.

(b) If 5 or more persons file a verified complaint with the department alleging that a person has violated this subchapter, the department shall immediately commence an investigation pursuant to par. (a).

(c) If the records of a person who is subject to an investigation pursuant to par. (a) are located outside of this state, the person at the person's option shall either make them available to the department at a convenient location within this state or pay the reasonable and necessary expenses for the department to examine them at the place where they are located. The department may designate representatives,

1 including comparable officials of the state in which the records are located, to inspect  
2 them on the department's behalf.

3 (d) At the request of the department of financial institutions and upon  
4 reasonable notice to all affected persons, the department of justice may apply to any  
5 court of record for an order compelling compliance if a person fails to obey a subpoena  
6 or to give testimony pursuant to par. (a).

7 (3) ENFORCEMENT AND PENALTIES. (a) The department may serve a notice of a  
8 hearing that complies with s. 227.44 (1) and (2) on a person if the department  
9 reasonably suspects that the person has violated this subchapter. The department  
10 may receive complaints alleging violations of this subchapter. A hearing conducted  
11 pursuant to a notice under this paragraph shall be conducted in the manner specified  
12 for a contested case, as defined in s. 227.01 (3), under ss. 227.44 to 227.50. Except as  
13 provided in sub. (4), if the person fails to appear at the hearing or if upon the record  
14 made at the hearing the department finds that a violation has been established, the  
15 department may issue and serve on the person an order specifying any of the  
16 following:

17 1. That the person must cease and desist from the violation or practice and  
18 make restitution for any actual damages suffered by a customer.

19 2. That the person must forfeit not more than \$1,000 per violation or, if the  
20 person willfully or knowingly violated this subchapter, not less than \$1,000 nor more  
21 than \$10,000 per violation.

22 3. That the person must pay to the department the costs of its investigation.

23 4. That a license, registration, or certification issued by the department to the  
24 person is suspended or revoked or will not be renewed.

1           5. That any individual who is responsible for the violation must be removed  
2 from working in any capacity related to the violation or related to activities regulated  
3 by the department.

4           6. Any additional conditions that the department considers reasonable.

5           (b) An order under par. (a) is effective upon service on the person and may be  
6 appealed under s. 220.035.

7           (c) The department of justice, at the request of the department of financial  
8 institutions, may bring an action to enforce an order issued under par. (a).

9           (4) **SAFE HARBOR.** It is a defense to any alleged violation of this subchapter if  
10 the person alleged to have committed the violation establishes all of the following:

11           (a) That the person acted in good faith while committing the violation.

12           (b) That, no later than 60 days after the discovery of the violation and before  
13 any investigation or other enforcement action by the department under this section,  
14 the person notified the affected customer of the violation and either made  
15 appropriate adjustments to the loan to bring the loan into compliance with this  
16 subchapter or changed the terms of the loan in a manner beneficial to the customer  
17 so that the loan is no longer a covered loan.

18           **428.211 Parity for federally insured depository institutions.** This  
19 subchapter does not apply to any state chartered bank, trust company, savings and  
20 loan association, savings bank, or credit union, or to any subsidiary of a state  
21 chartered bank, trust company, savings and loan association, savings bank, or credit  
22 union, to the extent that federal law preempts or prohibits the application of the  
23 provisions of this subchapter to a federally chartered bank, trust company, savings  
24 and loan association, savings bank, or credit union of the same type.

25           **SECTION 13. Initial applicability.**





PRELIMINARY DRAFT - NOT READY FOR INTRODUCTION  
ASSEMBLY AMENDMENT,  
TO 2003 ASSEMBLY BILL 792

At the locations indicated, amend the bill as follows:

~~1. Page 10, line 2: after that line insert:~~

<sup>(B) 7</sup>  
~~1~~ (~~\$m~~) SECURITY INTEREST IN HOUSEHOLD GOODS AND FURNISHINGS. No lender may take a security interest in any personal property of the customer that is a household good or furnishing. <sup>M4</sup>

~~2. Page 11, line 2: after that line insert.~~

<sup>95-B</sup>  
~~428.205~~ **Property exempt from debt collection.** Except to the extent that the lender has a valid security interest permitted under this subchapter or has a lien under ch. 779 in the property, all of the following personal property of the customer is exempt from levy, execution, sale, and other similar process in satisfaction of a judgment for an obligation arising from a covered loan:

(a) Clothing of the customer or his or her dependents.

(B) → (1)

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Insert 8-23

428.2095

Insert 13-2

13-2  
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~~B~~ (2)

Dining table and chairs, refrigerator, heating stove, cooking stove, radio, beds and bedding, couch and chairs, cooking utensils, and kitchenware.

~~B~~ (3) (1)

Household goods as defined in 12 CFR 227.13 (d), 12 CFR 535.1 (g), or 16 CFR 444.1 (i) consisting of furniture, appliances, one television, linens, china, crockery, and personal effects including wedding rings, except works of art, electronic entertainment equipment, antiques, and jewelry, to the extent a nonpossessory security interest in these household goods is prohibited under 12 CFR 227.13 (d), 12 CFR 535.2 (a) (4), or 16 CFR 444.2 (a) (4).

that

~~END~~

50358

2/24/04

file from Rose

- one change: p. 8, line 3-5:  
take out

## Gary, Aaron

---

**From:** Smyrski, Rose  
**Sent:** Tuesday, February 24, 2004 2:23 PM  
**To:** Gary, Aaron  
**Subject:** RE: sub to AB-792

I believe that is it! YEA!

-----Original Message-----

**From:** Gary, Aaron  
**Sent:** Tuesday, February 24, 2004 1:52 PM  
**To:** Smyrski, Rose  
**Subject:** sub to AB-792

Rose,

I received your voice mail message and will delete p. 8, lines 3-5. Please let me know when you know whether there will be other changes, as the sooner I can get it into editing the faster it will get back to you. Thanks. Aaron

Aaron R. Gary  
*Legislative Attorney*  
*Legislative Reference Bureau*  
608.261.6926 (voice)  
608.264.6948 (fax)  
[aaron.gary@legis.state.wi.us](mailto:aaron.gary@legis.state.wi.us)



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5           **SECTION 8.** 428.102 (intro.) of the statutes is amended to read:

6           **428.102 Definitions.** (intro.) In this ~~chapter~~ subchapter:

7           **SECTION 9.** 428.102 (2) of the statutes is amended to read:

8           428.102 (2) “Creditor” means a person who regularly engages in, arranges for  
9 or procures from 3rd persons, loans within the scope of this ~~chapter~~ subchapter.

10          **SECTION 10.** 428.103 (1) (intro.) of the statutes is amended to read:

11          428.103 (1) (intro.) The following limitations shall apply to all loans subject to  
12 this ~~chapter~~ subchapter:

13          **SECTION 11.** 428.106 of the statutes is amended to read:

14          **428.106 Remedies.** (1) Violations of this ~~chapter~~ subchapter may be enforced  
15 by a customer subject to this section and ss. 425.308 to 425.311.

16          (2) With respect to a loan subject to this ~~chapter~~ subchapter, if the court as a  
17 matter of law finds that any aspect of the transaction, any conduct directed against  
18 the customer, by the creditor, or any result of the transaction is unconscionable, the  
19 court shall, in addition to the remedies and penalties set forth in this ~~chapter~~  
20 subchapter, and a penalty not to exceed that specified in s. 428.103 (2), refuse to  
21 enforce the unconscionable aspect of the transaction or so limit the application of any  
22 unconscionable aspect or conduct to avoid any unconscionable result.

23          (3) Notwithstanding other provisions of this ~~chapter~~ subchapter, a customer  
24 shall not be entitled to recover the specific penalties provided in ss. 428.103 (2) (a)  
25 and 428.104 (2) (a) if the person violating this ~~chapter~~ subchapter shows by a

1 preponderance of the evidence that the violation was not intentional and resulted  
2 from a bona fide error notwithstanding the maintenance of procedures reasonably  
3 adapted to avoid such error.

4 (4) Any action brought by a customer to enforce rights under sub. (1) shall be  
5 commenced within one year after the date of the last violation of this ~~chapter~~  
6 subchapter, 2 years after consummation of the agreement or one year after the last  
7 payment, whichever is later. But in no event shall an action be commenced more  
8 than 6 years after the date of the last violation.

9 (5) The administrator specified in s. 426.103, solely through the department  
10 of justice, may on behalf of any customer institute an action to enforce this ~~chapter~~  
11 subchapter and to recover the damages and penalties provided for this ~~chapter~~  
12 subchapter. In such action the administrator may obtain an order restraining by  
13 temporary or permanent injunctions any violation of this ~~chapter~~ subchapter. This  
14 subsection shall not be construed to incorporate or grant to the administrator with  
15 respect to the enforcement of this ~~chapter~~ subchapter, any of the provisions of ch. 426.

16 SECTION 12. Subchapter II of chapter 428 [precedes 428.202] of the statutes is  
17 created to read:

18 CHAPTER 428

19 SUBCHAPTER II

20 RESPONSIBLE HIGH COST

21 MORTGAGE LENDING

22 **428.202 Definitions.** In this subchapter:

23 (1) "Bridge loan" means a loan with a maturity of less than 18 months which  
24 requires only payments of interest until the time that the unpaid balance is due.



1           **(1m)** “Business day” has the meaning that is specified under 12 CFR 226.2 (a)  
2 (6) for purposes of 12 CFR 226.31.

3           **(2)** “Covered loan” means a consumer credit mortgage loan transaction other  
4 than an open–end credit plan or reverse mortgage in which all of the following apply:

5           (a) The customer is a natural person.

6           (b) The debt is incurred by the customer primarily for personal, family, or  
7 household purposes.

8           (c) The loan is secured by a mortgage on, or an equivalent security interest in,  
9 residential real property, and the residential real property is or will be occupied by  
10 the customer as the customer’s principal dwelling.

11           (d) The terms of the loan provide any of the following:

12           1. That the loan transaction, at the time that the loan is consummated, is  
13 considered a mortgage under 15 USC 1602 (aa) and regulations adopted thereunder,  
14 including 12 CFR 226.32.

15           2. That total points and fees payable by the customer at or before the loan  
16 closing exceed 6 percent of the total loan amount.

17           **(3)** “Customer” means an individual to whom a covered loan is offered or made.  
18 “Customer” does not include a surety, guarantor, cosigner, or endorser.

19           **(4)** “Department” means the department of financial institutions.

20           **(5)** “Lender” means any person who originates a covered loan and to whom the  
21 covered loan is initially payable, except that “lender” does not include an assignee  
22 of a covered loan or any person who, for at least 12 consecutive months, has failed  
23 to originate any covered loans.

24           **(5m)** “Licensed lender” means a person licensed under s. 138.09.

25           **(6)** “Loan originator” has the meaning given in s. 224.71 (1r).

1           **(6m)** “Local governmental unit” has the meaning given in s. 16.97 (7).

2           **(7)** “Mortgage banker” has the meaning given in s. 224.71 (3).

3           **(8)** “Mortgage broker” has the meaning given in s. 224.71 (4).

4           **(10)** “Servicer” has the meaning given in 12 USC 2605 (i) (2).

5           **428.203 Prohibitions on and requirements of lenders and assignees.**

6           **(1) BALLOON PAYMENTS.** Except as otherwise provided in this subsection, no lender  
7           may make a covered loan to a customer that requires, or that permits the lender to  
8           require, a payment that is more than twice as large as the average of all earlier  
9           scheduled payments. This subsection does not apply to a loan under which the  
10          payment schedule is adjusted to account for seasonal or irregular income of the  
11          customer or to a bridge loan with a maturity of less than one year that the customer  
12          obtains for the purpose of facilitating the acquisition or construction of a dwelling as  
13          the customer’s principal dwelling.

14          **(2) CALL PROVISION.** No lender may make a covered loan to a customer that  
15          permits the lender or an assignee of the loan to demand payment of the outstanding  
16          balance before the original maturity date, except that a covered loan may permit a  
17          lender or assignee to so demand as a result of any of the following:

18                (a) The customer’s failure to make payments required under the loan.

19                (b) A provision in the loan agreement permitting the lender or assignee to make  
20                such a demand after the sale of real property that is pledged as security for the loan.

21                (c) Fraud or material misrepresentation by the customer in connection with the  
22                loan.

23                (d) Any act or omission by the customer that adversely affects the lender’s or  
24                assignee’s security for the loan or any right of the lender or assignee in such security.

1           (3) **NEGATIVE AMORTIZATION.** No lender may make a covered loan to a customer  
2 with a payment schedule that causes the principal balance to increase, except that  
3 this subsection does not prohibit such a payment schedule as a result of a temporary  
4 forbearance or loan restructuring consented to by the customer.

5           (4) **INCREASED INTEREST RATE.** No lender may make a covered loan to a customer  
6 that imposes or permits the lender or an assignee of the loan to impose an increase  
7 in the interest rate as a result of the customer's default.

8           (5) **ADVANCE PAYMENTS.** No lender may make a covered loan to a customer that  
9 includes a payment schedule that consolidates more than 2 scheduled payments and  
10 pays them in advance out of the proceeds of the loan.

11           (6) **REPAYMENT ABILITY.** No lender may engage in a pattern or practice of making  
12 covered loans to customers based on the customer's collateral without regard to the  
13 customer's ability to repay, including the customer's current or expected income,  
14 current obligations, and employment. A lender is presumed to have violated this  
15 subsection if the lender engages in a pattern or practice of making covered loans  
16 without verifying and documenting the customer's repayment ability.

17           (7) **REFINANCING OF EXISTING COVERED LOAN.** No lender may make a covered loan  
18 that refinances an existing covered loan that the lender made to the same customer,  
19 unless the refinancing takes place at least one year after the date on which the loan  
20 being refinanced was made or the refinancing is in the interest of the customer. No  
21 assignee or servicer of a covered loan may make a covered loan that refinances the  
22 covered loan, unless the refinancing takes place at least one year after the date on  
23 which the loan being refinanced was made or the refinancing is in the interest of the  
24 customer. No lender, assignee of a covered loan, or servicer may engage in a pattern  
25 or practice of arranging for the refinancing of covered loans by affiliates or

1 unaffiliated creditors, modifying covered loans, or any other acts for the purpose of  
2 evading this subsection. This subsection does not apply to bridge loans.

3 ~~(7m) SECURITY INTEREST IN HOUSEHOLD GOODS AND FURNISHINGS. No lender may~~  
4 ~~take a security interest in any personal property of the customer that is a household~~  
5 ~~good or furnishing.~~

6 (8) PAYMENTS TO HOME IMPROVEMENT CONTRACTORS. No lender under a covered  
7 loan made to a customer may pay proceeds of the loan to a person who is under  
8 contract to make improvements to an existing dwelling, unless the payment is made  
9 by an instrument that is payable to the customer or jointly to the customer and the  
10 person who is under contract or, with the consent of the customer, the payment is  
11 made through a 3rd party in accordance with a written agreement signed by the  
12 customer, the lender, and the person under contract.

13 (8g) SINGLE PREMIUM CREDIT INSURANCE PRODUCTS. A lender may not finance,  
14 directly or indirectly, through a covered loan, or finance to the same customer within  
15 30 days of making a covered loan, any individual or group credit life, credit accident  
16 and health, credit disability, or credit unemployment insurance product on a prepaid  
17 single premium basis sold in conjunction with a covered loan. This prohibition does  
18 not include contracts issued by a government agency or private mortgage insurance  
19 company to insure the lender against loss caused by a customer's default and does  
20 not apply to individual or group credit life, credit accident and health, credit  
21 disability, or credit unemployment insurance premium calculated and paid on a  
22 monthly or other periodic basis.

23 (8m) REFINANCING OF SUBSIDIZED LOW-RATE LOANS. (a) In this subsection,  
24 "subsidized low-rate loan" means a loan that carries a current interest rate at least  
25 2 percentage points below the then current yield on treasury securities with a

1 comparable maturity. If the loan's current interest rate is either a discounted  
2 introductory rate or a rate that automatically steps up over time, the fully indexed  
3 rate or the fully stepped-up rate, as applicable, shall be used instead of the current  
4 rate to determine whether a loan is a subsidized low-rate loan.

5 (b) A lender may not knowingly replace or consolidate a zero-interest rate or  
6 other subsidized low-rate loan made by a governmental or nonprofit lender with a  
7 covered loan within the first 10 years of the zero-interest rate or other subsidized  
8 low-rate loan unless the current holder of the loan consents in writing to the  
9 refinancing.

10 (9) UNREGISTERED MORTGAGE BANKERS AND BROKERS. No lender may knowingly  
11 contract with any person for the performance of duties in violation of s. 224.72 (1m).

12 **428.204 False statements.** No lender, licensed lender, loan originator,  
13 mortgage banker, or mortgage broker may knowingly make, propose, or solicit  
14 fraudulent, false, or misleading statements on any document relating to a covered  
15 loan.

16 **428.206 Recommending default.** No lender, licensed lender, loan originator,  
17 mortgage banker, or mortgage broker may recommend or encourage an individual  
18 to default on an existing loan or other obligation before and in connection with the  
19 making of a covered loan that refinances all or any portion of that existing loan or  
20 obligation.

21 **428.207 Prepayment.** (1) A customer may prepay a covered loan at any time  
22 without penalty if the payment is made in the context of a refinancing of the covered  
23 loan and if the covered loan is held by the refinancing lender. This subsection does  
24 not prohibit the servicer of a covered loan from imposing a prepayment penalty,  
25 unless the servicer is also the lender and holds the loan at the time of the refinancing.

1           (2) Any prepayment penalty under this section is subject to all of the following  
2 limitations:

3           (a) A prepayment penalty is permitted only during the 36 months immediately  
4 following the date of consummation of a covered loan.

5           (b) A lender may not include a prepayment penalty in a covered loan unless the  
6 lender offers the customer the option of choosing a loan product without a  
7 prepayment penalty. The terms of the offer shall be in writing and initialed by the  
8 customer. The offer shall be in a clear and conspicuous format and include the  
9 following disclosure:

10                                   LOAN PRODUCT CHOICE DISCLOSURE

11           I was provided with an offer to accept a product both with and without a  
12 prepayment penalty provision. I have chosen to accept the product with a  
13 prepayment penalty.

14           (c) A prepayment penalty may not exceed 60 days' interest at the contract rate  
15 on the amount prepaid on fixed-rate covered loans over \$25,000 if the borrower  
16 prepays more than 20 percent of the original loan amount within 36 months  
17 immediately following the date of consummation of the covered loan.

18           (d) A prepayment penalty may not be collected on fixed-rate covered loans of  
19 \$25,000 or less, on adjustable rate loans, or on those fixed-rate covered loans over  
20 \$25,000 not specified in par. (c).

21           **428.208 Disclosure to customers.** At least 3 business days before making  
22 a covered loan to a customer, a lender shall ensure that the customer has been given  
23 the following notice, in writing and in a clear and conspicuous format:

24                                   DISCLOSURE TO BORROWER

1           A. If you obtain this loan, the lender will have a mortgage on your home. You  
2 could lose your home and any money that you have put into it if you do not meet your  
3 obligations under this loan. Mortgage loan rates and closing costs and fees vary  
4 based on many factors, including your particular credit and financial circumstances,  
5 your earnings history, your employment status, the loan-to-value ratio of the  
6 requested loan, and the type of property that will secure your loan. The loan rate and  
7 fees could also vary based on which lender you select.

8           B. As a consumer you should shop around and compare loan rates and fees.  
9 You should also consider consulting a qualified independent credit counselor or other  
10 experienced financial adviser regarding the rate, fees, and provisions of this  
11 mortgage loan before you proceed.

12           C. You are not required to complete this loan agreement merely because you  
13 have received these disclosures or have signed a loan application. If you proceed with  
14 this mortgage loan, you should also remember that you may face serious financial  
15 risks if you use this loan to pay off credit card debts or other debts in connection with  
16 this transaction and then subsequently incur significant new debt. If you continue  
17 to accumulate debt after this loan is made and then experience financial difficulties,  
18 you could lose your home and any equity that you have in it if you do not meet your  
19 mortgage loan obligations.

20           D. Property taxes and homeowner's insurance are your responsibility. Some  
21 lenders may require you to escrow money for these payments. However, not all  
22 lenders provide escrow services for these payments. You should ask your lender  
23 about these services.

1           E. Your payments on existing debts contribute to your credit ratings. You  
2 should not accept any advice to ignore your regular payments to your existing  
3 creditors.

4           **428.209 Exclusive state regulation authority.** The state shall have sole  
5 authority, except as provided under federal law, to regulate any matter governed by  
6 this subchapter or by a rule promulgated under this subchapter. No local  
7 governmental unit may attempt to regulate, directly or indirectly, any matter  
8 governed by this subchapter or by a rule promulgated under this subchapter,  
9 including enacting an ordinance or adopting a resolution or imposing reporting  
10 requirements.

11           **428.2095 Property exempt from debt collection.** Except to the extent that  
12 the lender has a valid security interest permitted under this subchapter or has a lien  
13 under ch. 779 in the property, all of the following personal property of the customer  
14 is exempt from levy, execution, sale, and other similar process in satisfaction of a  
15 judgment for an obligation arising from a covered loan:

16           (1) Clothing of the customer or his or her dependents.

17           (2) Dining table and chairs, refrigerator, heating stove, cooking stove, radio,  
18 beds and bedding, couch and chairs, cooking utensils, and kitchenware.

19           (3) Household goods, as defined in 12 CFR 227.13 (d), 12 CFR 535.1 (g), or 16  
20 CFR 444.1 (i), consisting of furniture, appliances, one television, linens, china,  
21 crockery, and personal effects including wedding rings, except works of art,  
22 electronic entertainment equipment, antiques, and jewelry, to the extent that a  
23 nonpossessory security interest in these household goods is prohibited under 12 CFR  
24 227.13 (d), 12 CFR 535.2 (a) (4), or 16 CFR 444.2 (a) (4).



1           **428.210 Administration and penalties.** (1) RULES. The department may  
2 promulgate rules for the administration of this subchapter. The rules shall include  
3 guidelines for determining a customer's ability to repay a covered loan based upon  
4 the customer's debt-to-income ratio.

5           (2) INVESTIGATIONS. (a) At any time that the department has reason to believe  
6 that a person has engaged in or is about to engage in an act that violates this  
7 subchapter, the department may investigate. In performing an investigation under  
8 this paragraph, the department may administer oaths or affirmations, subpoena  
9 witnesses, compel their attendance, adduce evidence, and require the production of  
10 any matter, including the existence, description, nature, custody, condition, and  
11 location of any books, documents, or other tangible things, and the identity and  
12 location of persons having knowledge of relevant facts, or any other matter  
13 reasonably calculated to lead to the discovery of admissible evidence. The  
14 department may access and examine such books, documents, or other tangible  
15 things. In any civil action brought on behalf of the department based on evidence  
16 obtained in such an investigation, the department may recover the costs of  
17 performing the investigation if the department prevails in the action.

18           (b) If 5 or more persons file a verified complaint with the department alleging  
19 that a person has violated this subchapter, the department shall immediately  
20 commence an investigation pursuant to par. (a).

21           (c) If the records of a person who is subject to an investigation pursuant to par.  
22 (a) are located outside of this state, the person at the person's option shall either  
23 make them available to the department at a convenient location within this state or  
24 pay the reasonable and necessary expenses for the department to examine them at  
25 the place where they are located. The department may designate representatives,

1 including comparable officials of the state in which the records are located, to inspect  
2 them on the department's behalf.

3 (d) At the request of the department of financial institutions and upon  
4 reasonable notice to all affected persons, the department of justice may apply to any  
5 court of record for an order compelling compliance if a person fails to obey a subpoena  
6 or to give testimony pursuant to par. (a).

7 (3) ENFORCEMENT AND PENALTIES. (a) The department may serve a notice of a  
8 hearing that complies with s. 227.44 (1) and (2) on a person if the department  
9 reasonably suspects that the person has violated this subchapter. The department  
10 may receive complaints alleging violations of this subchapter. A hearing conducted  
11 pursuant to a notice under this paragraph shall be conducted in the manner specified  
12 for a contested case, as defined in s. 227.01 (3), under ss. 227.44 to 227.50. Except as  
13 provided in sub. (4), if the person fails to appear at the hearing or if upon the record  
14 made at the hearing the department finds that a violation has been established, the  
15 department may issue and serve on the person an order specifying any of the  
16 following:

17 1. That the person must cease and desist from the violation or practice and  
18 make restitution for any actual damages suffered by a customer.

19 2. That the person must forfeit not more than \$1,000 per violation or, if the  
20 person willfully or knowingly violated this subchapter, not less than \$1,000 nor more  
21 than \$10,000 per violation.

22 3. That the person must pay to the department the costs of its investigation.

23 4. That a license, registration, or certification issued by the department to the  
24 person is suspended or revoked or will not be renewed.

1           5. That any individual who is responsible for the violation must be removed  
2 from working in any capacity related to the violation or related to activities regulated  
3 by the department.

4           6. Any additional conditions that the department considers reasonable.

5           (b) An order under par. (a) is effective upon service on the person and may be  
6 appealed under s. 220.035.

7           (c) The department of justice, at the request of the department of financial  
8 institutions, may bring an action to enforce an order issued under par. (a).

9           (4) **SAFE HARBOR.** It is a defense to any alleged violation of this subchapter if  
10 the person alleged to have committed the violation establishes all of the following:

11           (a) That the person acted in good faith while committing the violation.

12           (b) That, no later than 60 days after the discovery of the violation and before  
13 any investigation or other enforcement action by the department under this section,  
14 the person notified the affected customer of the violation and either made  
15 appropriate adjustments to the loan to bring the loan into compliance with this  
16 subchapter or changed the terms of the loan in a manner beneficial to the customer  
17 so that the loan is no longer a covered loan.

18           **428.211 Parity for federally insured depository institutions.** This  
19 subchapter does not apply to any state chartered bank, trust company, savings and  
20 loan association, savings bank, or credit union, or to any subsidiary of a state  
21 chartered bank, trust company, savings and loan association, savings bank, or credit  
22 union, to the extent that federal law preempts or prohibits the application of the  
23 provisions of this subchapter to a federally chartered bank, trust company, savings  
24 and loan association, savings bank, or credit union of the same type.

25           **SECTION 13. Initial applicability.**

