



Homes & Neighbors®

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Homeowners Come Out Ahead

Owni**ng** a house remains a smart long-term lifestyle choice. One economist notes that *“from 1981 to 2011, despite the housing bust years, home values more than tripled.”*

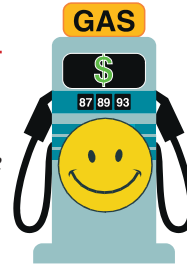


Homeownership tends to increase the financial well-being of American families. Renters typically have a net worth of \$4,000, while owners on average are worth about \$160,000.

Purchasing a house at today's bargain prices could be a key to gaining greater financial security.

Here are other signs of a real estate revival:

- *Consumer confidence recently reached its highest point since October 2007*, reports USA Today. Lower gasoline prices are making us feel better.



- *Manufacturing is heating up in many areas of the country.* “Factories have continued an expansion that has stretched on for over 33 months,” says *Forbes* magazine.



- *Spending is rising due to higher average incomes.* “More Americans are finding jobs and putting in longer hours in the office and on the factory floor,” states *Bloomberg News*.

I'm prepared to help you gain attractive payments on a wonderful home. Talk with me soon to learn how it's possible to get a great deal on a house you'll love for years. ■

Time to Move Up



Today the number of properties available for purchase is at its lowest point in six years, says the National Association of Realtors (NAR). *Increased buyer demand is causing prices to go up in many areas of the country.*

Persons who have hesitated to purchase real estate in recent years because they weren't sure they'd receive a good price on their current home now can feel better about moving ahead.

In some neighborhoods buyers must make an offer that's higher than the asking price in order to be the winning bidder. A recent survey found that *“more than seven in ten buyers said they had faced a competing offer when making an offer for a home,”* says *The Wall Street Journal*. Obtaining loan pre-approval from me makes your offer stronger, since sellers then know financing won't be an issue.



Pre-approved!

Today's market provides benefits to existing homeowners. *You can obtain a competitive price on your residence — and then take advantage of low rates when purchasing a move-up property.*

Let me show you what payments you'd have on a terrific new house. And then I'll work hard on your behalf throughout the home purchase process. ■

BEARS NOTING



Taking time to assist others actually makes us more productive, reports *The New York Times*. Researchers from

Harvard and Yale have discovered that *helping someone else gives us the capacity to take on additional projects.*



When workers were assigned mundane tasks to complete, they typically felt pressed for time. Even offering longer breaks just intensified a belief that finishing their work was difficult.



Yet asking busy people to write a note to a sick child helps them feel they have more control over their time. **Being willing to do something for someone else assures us that we have the ability to complete everything that's essential.** ■

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Referrals are Greatly Appreciated!



Ready for Retirement

Two distinct strategies are available to homeowners as they start to think about retiring. Both approaches work in different situations, and need to be selected carefully.

The one which is right for you depends on your personal financial circumstances and goals. After consulting with me, you'll be ready to make a choice which provides the benefits you're looking for.

Many owners now are refinancing into a 15-year mortgage in order to pay off their home loan faster. Today's record-low rates make their monthly payments surprisingly affordable. Building equity quickly can let consumers reach retirement without having any housing debt.



CUT YOUR COSTS

Other homeowners are relying on a different option to boost their retirement income. *Refinancing into a new*


30-year mortgage at current rates may cut your payments significantly.

You'll then have more money to spend as you wish in retirement. When your home is eventually sold, the remaining balance on your loan will be paid off.


I can show you how each of these concepts would affect your finances. You'll then be able to make an important decision about your future based on solid facts.

Talk with me right away if you'd like to prepare for a more-secure retirement. I'll show you attractive loan options which will suit your specific needs. ■





Thought for the Month



"Happiness is not something you postpone for the future; it is something you design for the present."

— Jim Rohn

Profit from Low Rates



Mortgage rates continued to drop as we entered the summer months, steadily reaching new all-time low points. *Americans are benefiting from a historic opportunity to buy a home on excellent terms.*

Concerns about Europe's finances have encouraged worldwide investors to buy U.S. Treasury bonds. Increased demand for Treasury securities has caused their yields to drop — and that translates into lower mortgage costs.

Purchasing with a fixed-rate loan now provides assurance that your monthly payments will remain affordable. *No matter how high interest rates rise in coming years, your mortgage payment won't change.*

I'll make certain you'll be comfortable with your financing for years. **Call me soon to discuss your housing goals.** ■