

THERE'S NEVER BEEN A BETTER TIME TO BUY!

While this may sound like “just so much real estate hype” there are some compelling reasons that strongly suggest that this is an **excellent time to buy a home**. If you take five minutes and read this notice and I think you will agree. Here's why:

LOW INTEREST RATES: Interest rates have continued to adjust slightly (both up and down) but are currently fluctuating in the mid 4% range. While rates have remained low for a long time no one knows for sure what will happen with rates. While we expect rate stability over the next several months, be cautioned that the **longer one waits to take advantage of the still historically low rates, the greater risk that they could increase**. Some are predicting an increase in rates by mid 2015 as the threat of possible future inflation grows.

PLENTY OF INVENTORY: As interest rates adjust up and down, home inventory varies also, sometimes with more homes available than other times. This means if inventory is high, you have more homes from which to select and in low inventory times, you might be wise to buy before home prices accelerate. While home prices are appreciating slightly good purchasing values are still available. Buyers can now **purchase at a reasonable price** and profit from the expected continued appreciation. Real estate is almost always a good long term investment. But, be careful. You want to buy at market value but by trying to bargain too much, one could lose out in the long run.

TAKE ADVANTAGE OF POTENTIAL FUTURE APPRECIATION: The economy typically moves in cycles. When home prices begin to appreciate again (albeit, at lower than past double digit amounts), this seems like it is still a good time to buy in order to **profit from home ownership**. By remaining out of the market, or renting, you may give away potential appreciation. If you have considered selling your present home and “buying up”, don't hesitate. Don't try to hold out for the maximum price on your sale. Remember that acting quickly is likely to result in your being able to **purchase at a lower price**.

TAX ADVANTAGES AND INVESTMENT: Our personal homes still represent the best tax shelter and investment that most of us can afford. The tax laws have retained all of the benefits for home ownership. After considering the “tax shelter” benefit, many are surprised to learn that **owning a home can cost little more per month than renting**.

INDEPENDENCE: Ownership frees you of dependence upon a landlord, eliminates the worry caused by rent increases, and allows you to “create” your own living environment to meet your family needs. Most homeowners will say that there is nothing like the **emotional well being provided by owning your own home**.

So, this is a great time to purchase your home. Waiting for prices or interest rates to decline could be a big mistake. The **best place to start is by getting pre-approved** for a loan. With all the recent media attention to the housing crises you may understandably be worried that you are not “qualified” to purchase a home. While loan qualification has

stiffened, you may be surprised at the continued **array of loan products now available to meet motivated buyer's purchase needs**. Options for those with past credit difficulties have improved and if you need to strengthen your credit profile, this is the time to do in preparation for purchasing prior to mid 2015. Not everyone is capable of buying a home, but you could be surprised.

A FREE counseling session, a credit report and a few pieces of documentation can allow you to be pre-approved for a specific loan amount. Then, you can purchase a home, knowing in advance that you have the loan funds available. At the very least, such a meeting may provide a **“road map” to what must be done to be able to purchase a home in the future**. You are urged to do this before you **search for the “right” home to buy**. Thus, do not be surprised that the first question your Realtor asks is “have you been pre-approved for a loan?”

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