



Homes & Neighbors®

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Get Ready to Buy

Most of us don't wake up one morning and decide we're ready to move. Generally it's better to go through a mental and emotional process before we're prepared to purchase a home.

Start by considering what you like about your current residence and neighborhood. Also go over the features you don't particularly care for. You'll be building a picture of your ideal home in your mind.

You then can review how close different plans of action could bring you to this goal. For instance, *you can save money by purchasing a fixer-upper.* Or you can look for a house that

fulfills most of your current wishes, knowing you can renovate it over time to suit your evolving needs.



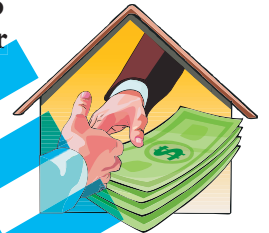
MAKE YOUR CHOICE

Some buyers won't be pleased unless they purchase a property that's right for them, and also in great condition. Knowing which features are "must-haves" is critical for these households, since no residence

will exactly fit all your buying criteria. Yet *you still can be very happy in a home that's close to being perfect.*



Once you've identified the key features you're looking for in a house and know what you can afford, there's no reason to hesitate once you've found a place that works for you. *I'm here to answer all your questions and work on your behalf during the purchasing process.* ■



BEARS NOTING

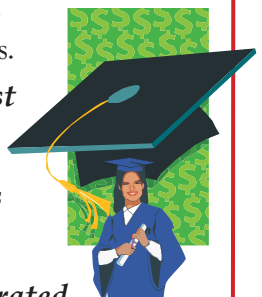


Student loan levels have risen sharply over the last decade. Yet this doesn't mean recent graduates won't be able to buy a home, notes Harvard University's Joint Center for Housing Studies.

"The largest share of the growth" in student loans has gone to those who've already celebrated their 40th birthday,

adds the Joint Center. Working adults going back to obtain graduate degrees and parents borrowing to help their children gain a diploma are thought to be supporting overall loan growth.

Median student loan debt for borrowers under age 30 is just above \$10,000, states the Joint Center. In other words, *a typical student loan is comparable to a car loan.* ■



Historic Opportunities to Save



Mortgage rates have stabilized near their record low points, providing Americans with the ability to borrow on exceptional terms. *Someone taking out a fixed-rate home loan today won't see their payments increase as long as they live there.*

A big reason the Federal Reserve has focused on keeping interest rates low is to help revive the housing market. A healthy real estate sector provides jobs, and often underpins economic recovery.

Rising home prices also increase the confidence of most consumers, since *about two-thirds of U.S. households own their residence.* Some economists estimate that higher real estate values in 2013 will encourage households to up their spending by \$80 billion this year.

Recent rates were lower than what was available for borrowers a year ago. *I can calculate how much money you'll save by refinancing your current mortgage, or show you how affordable moving into a great new residence can be.* ■

