

The

Resource

NEWSLETTER FOR OUR RAVING FAN CUSTOMERS

Your Mortgage Team

Football season went by rather 'swiftly' and now we're on to March and basketball craziness. May the luck of the Irish be with you as you select your bracket! And remember, our team is always here to provide mortgage advice to anyone you know.

Slam Dunk First Time Purchase Story

We helped Susan purchase a second home vacation property in 2021. Her daughter Kristy graduated from college and relocated back home from Wisconsin last year and was ready to purchase her first home.

First Time Home Buyer!

Kristy went to her bank first and after a long, stressful process on two different condos, the bank denied the loans due to property eligibility. They didn't communicate with her at all during the process and both times they notified her a few days before her scheduled closing that she couldn't get a loan for the condo. 😬

We have a Condo Team that checks each property's eligibility even **before** a purchase contract is signed, to make sure disappointments like that don't happen right before closing.

Susan told Kristy to reach out to us and we had her clear to close on her condo 20 business days* after we took her application!



THE BEST TEAM, period.

"I don't think I could even write in words how amazing this team is. From beginning to end they were helpful, professional and so easy to work with. I'm so thankful to have had such an easy first time home buying experience! Thank you all for your superior guidance through this entire process." - Nicole

*Turn time varies by transaction, we cannot guarantee loan process time on every loan.



March 31st

Easter Fact from Almanac.com

Over a 500-year period (1600 to 2099 AD), Easter will most often be celebrated on either March 31st or April 16th.



Your Home Equity is a Pot of Gold

Cole and Anne purchased their home with us in May 2022. We recently reached out to offer a savings analysis to see if we could relieve financial stress. Their budget had become tight so they wanted to see if they could consolidate credit card debt that had accumulated. We took a look at their situation and decided a Fixed Rate 2nd Mortgage would be a perfect fit.



Lucky for them, they had built \$98,000 in equity since they bought the home—not even 2 years ago!

We consolidated around \$54,000 of debt for this family AND lowered their monthly expenses by over \$1,300. The APR on their new 2nd Mortgage was 11.586% LOWER than the average credit card APR.

22.75%

The average annual percentage rate (APR) for credit cards where the user has a balance.
Source: The Federal Reserve

Who do you know that is overwhelmed with credit card debt? Have them call us!



"Reduced the stress of purchasing a new home. Handled the little details, and worked hard to make the pieces come together."

- Alieta

Please pass this newsletter on to anyone we can help with a purchase or refinance.

*God Bless the troops
serving to preserve
our freedom.*

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National Day CORNER

MARCH
06

National OREO Cookie Day

Whether you prefer to twist or dunk, celebrate with an amazing recipe using OREOs from delish.com.



Check them out at <https://rebrand.ly/OREORecipes>.

Did you know you can create your own OREO design at oreo.com? Select the creme, coating, sprinkle color, plus add text or even upload your own design!

Your Referrals

Are the Greatest Compliment.

Tell all of your friends!



First Time Home Buyer!

Another Referral Closed!

We helped Mark and Lisa buy a home in 2013 and refinance to a lower rate in 2021. Then last year we helped them with a Home Equity Loan. They referred their **20-year-old son**, Corey to us and we guided him to purchase his first home last month!

We are honored to help several generations of families become homeowners. Thank you for trusting us to guide your kids, parents, aunts, uncles, cousins, sisters, and brothers through the home loan process!

Take a Walk in the Park Day is March 30th. Do just that and see how many of these things you can spot.

- | | |
|--------------------|----------------------|
| o Pine Cone | o Someone Reading |
| o Daffodil | o Someone Jogging |
| o Flag | o Sidewalk Chalk |
| o Pond | o Duck |
| o Squirrel | o Lawnmower |
| o Acorn | o Rainbow |
| o Feather | o Butterfly |
| o Frog | o Kite |
| o Puddle | o Four Leaf Clover |
| o Umbrella | o Birdhouse |
| o Swings | o Rabbit |
| o Blanket | o Ball |
| o Basket | o Rubber Boots |
| o Worm | o Hatched Egg |
| o Bird Nest | o Dandelion |
| o Plastic Egg | o Sunglasses |
| o Rock with Fossil | o Cloud Shaped Funny |



MARCH
14

National Learn About

Butterflies Day We've got you covered with Amazing Butterfly Facts.

- There are 165,000 known butterfly species found on every continent except Antarctica.
- Butterfly wings move in a figure "8" motion.
- Butterfly wings are clear, the colors/patterns we see are made by the reflection of tiny scales covering them.
- The largest species may reach 12 inches across, and the smallest may only be half an inch.
- Some species lay their eggs on one specific plant only.
- Males drink from mud puddles to get minerals that aren't available in flowers. This is known as "puddling."
- Metamorphosis is completed in 10-15 days, depending on the species.



Source: The San Diego Zoo Wildlife Alliance

Who can we help Spring Into a New Home?

Have them call me at
800-270-7082
to get started!



Word Jumble



National Crunchy Taco Day is March 21st. Unscramble the letters to find taco toppings. Email or text a pic of your answers by 4/1/24 and we'll enter you in a drawing for a **\$50 gift card of your choice!**

1. PAAEJLSON _____
2. UELCTET _____
3. NBASE _____
4. LGECMAUOA _____
5. EQSUO _____
6. DOOACAV _____
7. ROSU AREMC _____
8. AIRTONLC _____
9. AOTTOMSE _____
10. EOSIVL _____

Entry From: _____

Win \$50!

Great Work!

Congrats to our February Winner.

Answers:

Furniture, Mattresses, Humidifiers, Perfume, Chocolate, Clothes, Linens, Appliances, Televisions, Cruises



Thank you for your referrals and your trust!



"This team definitely goes above and beyond. We just refinanced with them and saved over \$500 a month, we purchased in 9/2023 and used them for that also." - Rex

Know Someone Who Bought a Home in 2023?
It may already be time to refinance and save money!
Who Needs a FREE Savings Analysis?!



Who Can We Help?

Pass on my info!



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Can My Mortgage Payment Change?

While your Principal and Interest payment will not change if you have a fixed rate mortgage, your Taxes and Insurance can adjust. Each year we

do an escrow analysis on the customers we service. This often causes the borrower's monthly mortgage payment to change based on increases in homeowners' insurance (HOI) and property taxes. Each state is assigned a certain month for an escrow analysis:

January – Alabama, Kentucky, North Carolina, Georgia

February – South Carolina, Texas

March – Michigan, West Virginia

April – Washington DC

May – Indiana, Massachusetts

August – Connecticut, Ohio

October – Delaware, Maryland, Pennsylvania, Rhode Island

December – Florida, Virginia, New Hampshire

The escrow analysis causes a higher level of anxiety recently because property taxes and HOI increases have been larger than normal. HOI in many areas has gone through the roof. In Florida for example, there has been a 68% increase in premiums! If HOI was \$1,000 per year, that means it is now \$1,680. That \$83 per month HOI added to a mortgage payment has now become \$140, causing the borrower's payment to increase by \$57.

Check the website of your state's treasury or revenue department for details about your tax increase and see if you are eligible for a property tax relief program. If your HOI is the source of your escrow account adjustment, contact your insurance provider and explore options for lowering your premium.

Check it out! **We Have a New App**



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Fannie Mae's HomeReady Product Enhancement is also available for those who qualify, and offers \$2,500 in Down Payment Assistance.

Grow a Wellness Garden

From thespruce.com

The next big thing in gardening are wellness gardens, or healing or therapeutic gardens that provide a sensory experience while promoting relaxation.

It's a garden created to provide joy and feelings of harmony and rejuvenation. Here are a few of the key parts to create your own.

Add **fragrant plants** to create a relaxing space. Lavender is great for its calming fragrance and low maintenance. Also try roses, jasmine, lilac, and honeysuckle. Scented geraniums come in various scents, from rose to lemon to mint. For plants that smell great and are also a snack, plant mint, basil, and citrus trees, as well as chamomile.



Incorporate **leafy greens** like ferns, hostas, and boxwoods plus ornamental grasses to add movement or coleus for unique patterns. Add moss for ground cover and explore creative design elements like color-coordinated flower beds, meandering pathways, and strategically-placed focal points to create an immersive retreat.

Finally, add **elements for comfort** such as chairs, benches, and hammocks with padding and cushions plus throws with your favorite colors and patterns. Add a fountain, birdbath, or pond to attract birds and create soothing sounds of water; wind chimes for ambient sound; sculptures you love; lights or lanterns that make it feel magical; mosaic tiles; soft, weather-resistant outdoor rugs; insect houses or beehives that support local biodiversity; even a fire pit or fireplace, depending on the size of your space. Relax and enjoy!



Make vacuuming

easier. Buy a 50-foot extension cord for your vacuum.

Plug it in at a central location of the floor and you can vacuum more space without having to unplug and re-plug. Plus, there's less chance of pulling the cord out or bending the prongs when you pull too far.



It's time to check the batteries in your smoke and carbon monoxide detectors. Also, if you don't own a fire extinguisher, buy one. Learn how to use it, and keep it in the kitchen. You may also want one for your garage.



Ready for Spring Planting Season?! For a *Better Homes & Gardens* Spring Gardening Checklist, go to <https://rebrand.ly/SpringGardenToDoList>

"You must expect great things of yourself before you can do them." - Michael Jordan

"Professionalism and deep knowledge of the market. Always available, answered my questions and were very transparent regarding my situation... provided multiple options for me to ponder and carefully discussed them to ensure I was aware of all the factors I needed to consider. Worked very diligently in getting me the best rate. There were no surprises." - Ahmed

"Worked some loan magic and helped us buy our dream house - a major fixer-upper that other lenders likely would not have figured out how to do a conventional loan for. And, surely no one else would have been able to help us close in less than a month on such a complicated project." - Liz



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