



The MORE Team



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3hree Steps to First-Time Home Ownership

*BASE ALL OF YOUR IMPORTANT DECISIONS ON **FACTS**, NOT FEARS*

STEP 1: Use facts to overcome fears about buying a home

Fear # 1: I can't afford to buy a home right now.

Fact # 1: Actually, you can't afford NOT to buy a home right now.

Fear # 2: I should wait until the real estate market gets better.

Fact # 2: There is never a wrong time to buy the right home.

Fear # 3: I don't have the money for the down payment.

Fact # 3: There are a variety of down payment options available to you.

Fear # 4: I can't buy a home because my credit isn't very good.

Fact # 4: A less-than-perfect credit score won't necessarily prevent you from buying a home.

Fear # 5: I can't afford to buy my dream home.

Fact# 5: The best way to get closer to buying your dream home is to buy your first home

Fear # 6: I should wait to buy a home until I get married.

Fact # 6: There is no reason to wait.

Fear # 7: Buying a home seems way too complicated.

Fact # 7: Buying a home is way too complicated, but that's why you have help.

YOU'VE OVERCOME YOUR FEARS. YOU'RE READY TO BUY YOUR FIRST HOME ...

STEP 2: Decide to Buy

— Financial net worth comparison, according to the U.S. Federal Reserve Board of Consumer

* Average net worth of renters = \$4,000

* Average net worth of home owners = \$184,400

—A home is the largest financial asset most people have due to equity and appreciation over time.

* Why pay rent when you can own?

* If you took out a 30-year fixed-rate mortgage for \$150,000 and made monthly mortgage payments of \$900, you'd pay \$324,000 in mortgage and interest payments over the life of the loan. And after 30 years you'd own a home with an appreciated value potential of \$364,000 (at 3% annual appreciation).

* Keep in mind: Appreciation rates vary greatly based on local conditions.

* Average annual appreciation rate nationally is 4 to 6 percent since 1977.

* At 3% annual appreciation, a home purchased for \$150,000 would grow to \$364,000 in 30 years.

* Even at 1.5% annual appreciation, this same home would still grow from \$150,000 to \$234,462 in 30 years.

* Compare that to paying \$800 per month in rent over 30 years. Even if your landlord improbably never raised rent, you would still spend \$288,000 and own nothing.

—Home is where the heart is.

* A home represents your personal tastes and provides a haven of stability and security for both you and your loved ones.

* Buying your first home is an emotional decision.

* Provides a pride of home ownership, because it is yours.

STOP PAYING RENT!

PURCHASE A HOME TO INCREASE YOUR PERSONAL NET WORTH.

STEP 3: Hire Your Agent

Real estate agents perform 7 main roles:

1. Educate you about the market
2. Analyze your wants and needs
3. Steer you to homes that fit your criteria
4. Coordinate the work of other needed professionals
5. Negotiate on your behalf
6. Review paperwork and deadlines
7. Solve any problems that may arise

CONSIDER USING THE PURCHASE OF A HOME TO HELP **BUILD YOUR PERSONAL NET WORTH.**

HIRE ME TO GET STARTED ...

STEP 4: "Secure Financing" ... CALL NOW! Make an appointment for a **"FREE BUYER CONSULTATION,"** and I will help you through the remaining steps to homeownership. For more information or a **FREE Buyer Consultation**, contact Cary Muhammad, CarySellsHomes.com – (213) 444-6168 – CarySellsHomes@gmail.com Serving home sellers and buyers in Pacific Palisades, Malibu & select Los Angeles, CA areas.

"3hree Steps to First-Time Home Ownership" used excerpts from the book "Your First Home" by Gary Keller with Dave Jenks and Jay Papason.

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