



ISSUE FOUR | JULY 2024

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## Selling Soon?

Follow these tips to make sure your home stands out.

We all know first impressions are everything and selling your home is no different. Properly setting up your home can make a significant difference in attracting buyers.

- Declutter & Depersonalize
  - Minimize stuff, or anything that takes away from the key features of the home. Potential buyers need to see themselves living in the home.
- Clean
  - While obvious, the recommendation is deep clean (baseboards, fan blades, vents) this conveys to potential buyer that the home is well maintained.
- Make Necessary Repairs
  - Do not go overboard here, we have watched buyers overdo repairs/upgrades to sell a home. This is strictly things like tightening loose handles, adjusting doors that stick, repairing sinks etc. Items that stand out.
- Rearrange Furniture
  - Sometimes moving furniture around can open up a space.
- Curb Appeal
  - Pick the weeds, redo the mulch, pressure wash where needed.

There are TONS of tips but these are the most important. If you are unsure how to tackle, consider hiring a professional stager/organizer.

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# Loan Product Spotlight

## FHA Loan

### What is an FHA Loan, and how do you qualify?

FHA stands for Federal Housing Administration. The FHA provides mortgage insurance to approved lenders to protect lenders against losses if a homeowner were to default on a loan. The FHA is not providing the funding for purchasing.

Generally the standards for qualifying are more flexible than conventional loans. FHA is only available if you plan to live in the home (primary home). An FHA loan can offer a reduced down payment (as low as 3.5%) and can usually work with lower credit scores versus a conventional. Every lender has their own qualifications.

FHA loans are a great tool for First Time Home Buyers due to the lower down payment requirement.

- **FHA Loans must be issued by an FHA Approved Lender**
- **PMI (Private Mortgage Insurance) is required on the home since Down Payment is under 20%.**
- **Must be owner-occupied.**
- **Loan limits vary by county the property is located.**
- **Reach out to us to learn more!**

## Top Articles

### June Market Outlook: Freddie Mac

- Mortgage rates receded from prior highs earlier in the year

### Hottest Markets

- Lots of traction in Northeast Cities

### Multigenerational Households Rising

- Report from PEW Research

market of the month



## BLUE RIDGE, GA

### Why Should YOU Invest ?

- 300+ Miles of Hiking Trails
- 90 Miles North of Atlanta
- Wineries, Breweries, Golfing, Restaurants, Scenic Train Rides, Fishing, many things to do while in the mountains.
- Consistently increasing in popularity each year

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# About US

## We are Rebecca and Joey Morea, mortgage brokers licensed in 28 States

If you're reading this, chances are you've crossed paths with Joey or I in some capacity.

Our primary goal? Education.

Mortgages can be a labyrinth of confusion, so we're here to shed some light. Expect product spotlights, trend recommendations, and market insights. Whether you're a seasoned realtor, a savvy investor, or a first-time homebuyer, there's something here for you. We are in 28 states, so feel free to share us with friends too!

Beyond work, we're all about hobbies and sharing laughs. So, expect some entertaining anecdotes along the way. Let's dive into the world of mortgages together and have some fun while we're at it!



## Fun Story Time

Hope everyone enjoyed their 4th of July Holiday. We are currently in Upstate New York and enjoying the cooler temperatures.

We were able to check out Niagara Falls and catch the fireworks over the falls. It just so happened the Italian Air Force demonstration team was flying the same day as well. If you are planning a trip to Niagara, bring your passports and watch the fireworks from the Rainbow Bridge, its a great view and no one else was up there!

Our next stop is Gettysburg, as we make our way back home to Florida. School starts in a few weeks, time flies!



# Social

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- [Rebecca Morea](#)

## Look for US!

### Here are Stops for the RV Trip this year:

- Atlanta (GA)
- Pigeon Forge/Gatlinburg (TN)
- Adventures on the Gorge (WV)
- Cleveland (OH)
- Geneva on the Lake (OH)
- Niagara Falls (NY/Canada)
- Letchworth State Park (NY)
- Watkins Glen (NY)
- Binghamton (NY)
- Gettysburg (PA)
- Luray (VA)
- Charleston (SC)

