

ISSUE TEN | JANUARY 2025

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Our News

Happy New YEAR. It is hard to believe it is 2025.

We had a very laid back Christmas and New Years. I am officially too far along in pregnancy to travel so we stayed local. We celebrated New Years at a local Irish restaurant, we rang in the New Year with Ireland a 7pm and it may be our favorite tradition moving forward.

We would love feedback on what you would like to see in the Newsletter moving forward. We try and educate on Mortgage products, trends and relevant articles. Is there anything in that space you are interested to learn more about? Our readers are a mix of past clients & real estate professionals.

We hope that 2025 brings you prosperity, good health, and blessings.

Rebecca & Joey





Loan Product Spotlight Fix & Flip

What is a Fix & Flip Loan?

A Fix & Flip loan is a short-term financing solution tailored for real estate investors who purchase properties in need of repairs, renovate them, and then sell them for a profit. These loans are ideal for investors seeking quick access to capital for acquiring and rehabbing properties.

- Short Term Duration
- Asset-Based Lending
- Fast Funding
- Flexible Loan Amounts

Typical Borrowers:

- House Flippers
- Real Estate Developers focusing on distressed or undervalued properties

These loans typically have higher interest rates due to short term nature and risk profile.

Investors should carefully evaluate repair budgets to avoid overspending and over improving.

A solid plan to sell the property within the loan term is essential for avoiding penalties and losses.

Curious to know more? Thinking of flipping a home? Reach out and we can go over your options.

Top Articles

December Market Outlook: Freddie Mac

- Strong economic growth in Q3. Lower new home and construction mortgages.

Hidden Gem Cities

- Parrish, FL
- New Braunfels, TX
- Greenville, SC
- Harrah, OK
- to name a few in this article

December was the slowest seasonal in two years

- An analysis of the significant slowdown in the residential real estate market during December 2024, attributed to higher mortgage rates and seasonal factors.

market of the month



JOSHUA TREE, CA

Why Should YOU Invest ?

- 3 Million+ visitors annually.
- Year around appeal, the park is accessible and enjoyable in ALL seasons.
- Desert landscapes, vibrant sunsets and one of the darkest night skies in the U.S. for stargazing.
- Remodeled cabins, mid-century homes and eco-friendly appeal to renters. Glamping is also popular with airstream trailers, yurts and safari tents.
- 2-3 Hour drive from Los Angeles, San Diego or Las Vegas
- Considered less expensive than other California STR markets with median price around \$400k

NMLS: 1978552, 2527292
PH: 404-593-4721

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Financing Options for STR

Thinking of a Short Term Rental investment?

Investing in short-term rental properties can be a lucrative venture, especially with the continued growth of platforms like Airbnb and VRBO. However, financing these properties requires a tailored approach due to their unique income and risk profiles. Here are key financing strategies for securing and optimizing funding for short-term rental properties in 2025

- Conventional Mortgages with STR Rental Approval
- DSCR Loans
- Home Equity Loans (HEL, HELOC)
- STR Specific Lenders

In order to succeed in STR investing, it is important to know the following:

- Local Regulations around STR
- Accurate Income Projections
- Area trends and drivers for visitors.

- Conventional Mortgage with STR Rental Approval
 - Be clear with your mortgage broker that you intend to purchase the home for STR, there are restrictions with some lenders based on use.
- DSCR Loans
 - These evaluate the property potential rental income rather than borrowers personal income
 - Great for experienced investors with multiple properties, high demand areas and buyers wanting to gain approval without personal income documentation
- HELOC/HEL
 - Existing homeowners can tap into their equity to finance a STR.
 - Leverage equity without selling

Want to learn more about options with Short Term Investments? Reach out to us, we specialize in this market and have our own STRs.

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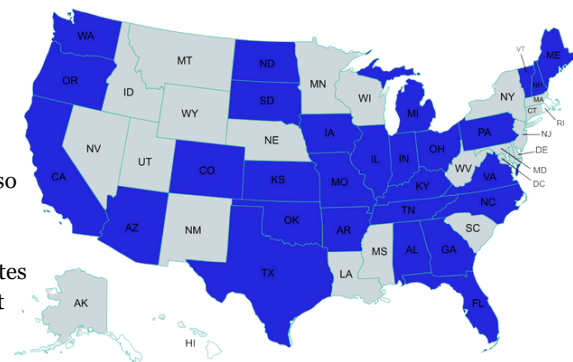
We are Rebecca and Joey Morea, mortgage brokers licensed in 28 States

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!



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