

NEIGHBORHOOD *Newsletter*

THE GIVING IT BACK AND PAYING IT FORWARD REAL ESTATE NEWSLETTER | MARCH 2021



Your Home Sold Guaranteed or We'll Buy It!*

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INVESTMENT OPPORTUNITY

What Are the Benefits of a 20% Down Payment?

If you're thinking of buying a home this year, you may be wondering how much money you need to come up with for your down payment. Many people may think it's 20% of the loan to secure a mortgage. While there are plenty of lower down payment options available for qualified buyers who don't want to put 20% down, it's important to understand how a larger down payment can have great benefits too.

The truth is, there are many programs available that allow you to put down as little as 3.5%, which can be a huge benefit to those who want to purchase a home sooner rather than later. Those who have served our country may also qualify for a Veterans Affairs Home Loan (VA) and may not need a down payment. These programs have really cut down the savings time for many potential buyers, enabling them to start building family wealth sooner.

Here are four reasons why putting 20% down is a good plan if you can afford it.

1. Your interest rate may be lower.

A 20% down payment vs. a 3-5% down payment shows your lender you're more financially stable and not a large credit risk. The more confident your lender is in your credit score and your ability to pay your loan, the lower the mortgage interest rate they'll likely be willing to give you.

2. You'll end up paying less for your home.

The larger your down payment, the smaller your loan amount will be for your mortgage. If you're able to pay 20% of the cost of your new home at the start of the transaction, you'll only pay interest on the remaining 80%. If you put down 5%, the additional 15% will be added to your loan and will accrue interest over time. This will end up costing you more over the lifetime of your home loan.

3. Your offer will stand out in a competitive market.

In a market where many buyers are competing for the same home, sellers like to see offers come in with 20% or larger down payments. The seller gains the same confidence as the lender in this scenario. You are seen as a stronger buyer with financing that's more likely to be approved. Therefore, the deal will be more likely to go through.

4. You won't have to pay Private Mortgage Insurance (PMI)

What is PMI? According to [Freddie Mac](#):

"PMI is an insurance policy that protects the lender if you are unable to pay your mortgage. It's a monthly fee, rolled into your mortgage payment, that is required for all conforming, conventional loans that have down payments less than 20%. Once you've built equity of 20% in your home, you can cancel your PMI and remove that expense from your mortgage payment."

As mentioned earlier, when you put down less than 20% when buying a home, your lender will see your loan as having more risk. PMI helps them recover their investment in you if you're unable to pay your loan. This insurance isn't required if you're able to put down 20% or more.

Many times, home sellers looking to move up to a larger or more expensive home are able to take the equity they earn from the sale of their house to put down 20% on their next home. With the equity homeowners have today, it creates a great opportunity to put those savings toward a 20% or greater down payment on a new home.

If you're looking to buy your first home, you'll want to consider the benefits of 20% down versus a smaller down payment option.

Bottom Line

If you're thinking of buying a home and are already saving for your down payment, reach out to a trusted professional who can help you decide what fits best with your long-term plans.



Selling Your Home and Getting Top Dollar!

Call us TODAY for a FREE consultation.

(805) 433-4983
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Your Referrals
Save Lives!

Benefiting:



MARKET WATCH

Each segment below represents approximately 25% of the market ordered by price.

THOUSAND OAKS - Single Family Homes

Median Price	Sq. Ft.	Lot Size
\$1,499,500	3,684	0.25 - 0.5 acre
\$997,450	2,277	0.25 - 0.5 acre
\$839,450	1,853	0.25 - 0.5 acre
\$600,000	1,440	8,000 - 10,000 sqft

REAL-TIME MARKET PROFILE

Never miss important changes in the Thousand Oaks market.

Median List Price		\$899,900
Per Square Foot		\$418
Days on Market		21
Price Decreased		21%
Price Increased		6%
Relisted		3%
Inventory		33
Median Rent		\$3,800
Most Expensive		\$1,895,000
Least Expensive		\$93,000
Market Action		69

Strong Seller's Market

SIMI VALLEY - Single Family Homes

Median Price	Sq. Ft.	Lot Size
\$1,325,000	4,162	0.5 - 1 acre
\$849,900	2,465	8,000 - 10,000 sqft
\$719,900	1,719	8,000 - 10,000 sqft
\$607,450	1,347	6,500 - 8,000 sqft

REAL-TIME MARKET PROFILE

Never miss important changes in the Simi Valley market.

Median List Price		\$749,950
Per Square Foot		\$386
Days on Market		7
Price Decreased		13%
Price Increased		10%
Relisted		13%
Inventory		61
Median Rent		\$3,223
Most Expensive		\$4,475,000
Least Expensive		\$129,950
Market Action		86

Strong Seller's Market

CHATSWORTH - Single Family Homes

Median Price	Sq. Ft.	Lot Size
\$4,245,000	9,622	2.5 - 5 acres
\$1,749,450	4,459	0.5 - 1 acre
\$1,239,000	3,556	0.25 - 0.5 acre
\$740,000	1,968	8,000 - 10,000 sqft

REAL-TIME MARKET PROFILE

Never miss important changes in the Chatsworth market.

Median List Price		\$1,492,354
Per Square Foot		\$404
Days on Market		53
Price Decreased		18%
Price Increased		3%
Relisted		15%
Inventory		34
Median Rent		\$3,475
Most Expensive		\$15,000,000
Least Expensive		\$420,000
Market Action		61

Strong Seller's Market

MOORPARK - Single Family Homes

Median Price	Sq. Ft.	Lot Size
\$1,999,500	4,574	5 - 10 acres
\$844,495	2,480	6,500 - 8,000 sqft
\$765,000	1,850	4,500 - 6,500 sqft
\$215,000	1,590	4,500 - 6,500 sqft

REAL-TIME MARKET PROFILE

Never miss important changes in the Moorpark market.

Median List Price		\$799,900
Per Square Foot		\$343
Days on Market		25
Price Decreased		22%
Price Increased		11%
Relisted		0%
Inventory		18
Median Rent		\$2,975
Most Expensive		\$3,325,000
Least Expensive		\$155,000
Market Action		73

Strong Seller's Market

“ We really appreciated your thoroughness and your professionalism. The way you were able to walk us through the whole process was really helpful, and really put us at ease. We certainly appreciated the marketing aspect of what you had presented to us. We felt that was far and above what we have seen out there in the industry, we were very happy with that- it was Fantastic.” ~ **Katie and Carsen Siri**



BECOME A RAVING FAN

We are looking for Raving Fans! In 2021, if you introduce us to someone who is considering buying or selling real estate, you receive a 3 month membership to our Raving Fans Club! We send out a fun and interesting gift to members of the Raving Fan Club each month. Each introduction will add another 3 months to your Raving Fan membership. Make 4 introductions and be in the Raving Fan Club for 1 year!

To make an introduction, email or call us with their contact information and let them know to expect a call from us. Or have them call direct and mention that you had recommended me to help them buy or sell their home.



RECENT TEAM ACTIVITY



2267 Marter Ct, Simi Valley
4 Beds. 3 Baths. 2037 sqft.
New upgrades throughout.



11817 Barletta Pl. Moorpark
2 Beds. 2 Baths. 1042 sqft.
Quiet area with all the accommodations.



30438 Barcelona, Castaic
4 Beds. 3 Baths. 2243 sqft.
Pool, Upgrades and Views of the city.



4496 Lubbock Dr, #D Simi Valley
2 beds. 2 Baths. 1193 sq ft.
Single Story Condo, Highly desirable area.

HEALTH TIPS

9 Ways to Burn an Extra 54 Calories at Work or Home

- 1. Warm up and cool down.** Rethink skipping (or cutting short) the warm-up and/or cooldown part of your exercise routine. Adding a mere three-minute warm-up and a three-minute cooldown to your morning or evening jog burns 54 calories.
- 2. Jump up to jump rope.** Need a computer break? Get up from your desk and jump rope. Even if you're a slow jumper (50 skips per minute), you'll burn 54 calories in five minutes.
- 3. Walk with weights.** If you carry five- or 10-pound hand weights and walk at a moderate pace of 3.5 mph, you'll burn 54 calories in just 10 minutes. (Without the weights, it will take you 13 minutes.)
- 4. Run in place.** This is a quick and easy way to burn off those 54 calories—anywhere and anytime—for just five minutes.
- 5. Take to the stairs between loads of laundry.** Try this calorie-burning pattern on laundry day. Throw in a load, and walk up and down the stairs for five minutes. When it's time to transfer the clothes to the dryer, do the stairs for another five minutes. These 10 minutes of stair-climbing translate to 54 calories.
- 6. Crack open those windows—and start cleaning.** Wash the windows around your home for 14 minutes.
- 7. Forget takeout.** You'll get a nutritional boost and calorie-burn boost by cooking your own meal. Just 13 minutes of chopping, stirring and other cooking prep are the perfect recipe for burning 54 calories.
- 8. Get into the game.** Instead of watching your kids or grandkids play hopscotch, dodgeball or hula hoop, join in—these playtime activities burn 54 calories in a mere eight minutes. Play vigorously with your dog. Don't just throw that Frisbee—run along with Fido for 11 minutes.
- 9. Give a massage.** It's better to give than to receive when it comes to the calorie-burning effects of massage—54 calories in 11 minutes. Bonus: You'll double the calorie burn if your massage is followed by a sexual encounter of 25 minutes of moderate-intensity activity.

MAINTENANCE TIP

12 Super Easy Home Maintenance Tips That Will Save You BIG Money

If you've rented in the past — or owned a home with an HOA — you probably didn't realize how much maintenance you weren't doing on your home. At our apartment complex, the maintenance crew took care of the yard work, regularly cleaned the gutters, pressure-washed the buildings, turned our outdoor faucets on and off with the season, replaced A/C filters, tuned up our HVAC system, and more.

Now, we're stuck with all these jobs because we're homeowners. If you're like us, you can't afford (or don't want to mess with) outsourcing every home maintenance task you need to get done. Luckily, basic home maintenance tasks don't cost much money or time. And you can save money by staying on top of tasks like these. - *Abby Hayes for Doughroller.net*

1. Install a Programmable Thermostat
2. Install Ceiling Fans
3. Apply Weather Stripping
4. Caulk Windows and Doors
5. Use Expanding Foam Filler
6. Regularly Change HVAC Filters
7. Clean Fridge Coils
8. Clean Your Dryer Vent
9. Check Your Toilet for Leaks
10. Check and Repair Washing Machine Lines
11. Clean Gutters and Downspouts
12. Make Sure Your A/C Drains Well

3 BIG REASONS

TO REFER STEVE AND TRICIA TO YOUR FRIENDS AND FAMILY FOR THEIR REAL ESTATE NEEDS

YOUR FRIENDS AND FAMILY WILL RECEIVE THE BEST CUSTOMER EXPERIENCE IN THE INDUSTRY

Steve and Tricia have been rated as one of Pinnacle Estate Properties top real estate teams based on past client satisfaction as Five Star Professionals.

YOU WILL BECOME A RAVING FAN

If you introduce us to someone who is considering buying or selling real estate, you receive 3 months membership to our Raving Fans Club!

YOU ARE HELPING CHILDREN IN NEED

We donate a portion of every closing to St. Jude Children's Hospital. Like last year, we are on a mission to raise \$25,000 for St. Jude Children's Hospital. Your referrals help support St. Jude Children's Hospital in helping kids fight through and survive life-threatening diseases like cancer.

INFORMATION CORNER

Valuable **FREE** reports for Buyers and Sellers e-mailed or mailed to you at no cost or obligation.

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of the information that you would like to receive..

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- **HOW TO BUY A HOME WITH AS LITTLE AS NO MONEY DOWN** - **ID#1020**
- **10 BEST BUYS HOT LIST** - Receive FREE list of the most current Best Buys in your desired location & price Range— **ID#1040**
- **9 BUYER TRAPS** - How to avoid these common traps that could cost you the home of your Dreams—..... **ID#1018**

SELLER

- **HOME INSPECTION PITFALLS** - Learn about these common and costly traps before you list - **ID#1003**
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- **HOW TO SELL YOUR HOME WITHOUT an AGENT**—..... **ID#1017**
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Become the kind of leader that people would follow voluntarily; even if you had no title or position.

— Brian Tracy

A Real Estate Company that Gives Back



AND remember, your REFERRALS help the Kids!

Just like last year, we are on a mission to raise \$25,000 for St. Jude Children's Hospital. We do this by donating to them a portion of our income from homes we sell. As you know Jude Children's Hospital does great work in helping kids fight through and survive nasty life-threatening diseases like cancer, Non-Hodgkin's lymphoma, leukemia and others.

Donor contributions have saved the lives of thousands of children, and they won't stop until no child dies from cancer. So, YOUR REFERRALS REALLY DO HELP THE KIDS...

Who do you know considering buying or selling a home you could refer to my real estate sales team? Not only will they benefit from our award-winning service, you can rest assured we are also donating to a very worthy cause.

I want to make it easy to refer your friends, neighbors, associates or family members considering making a move, so here are your options:

1. You can go to

<http://www.homesbysteveandtricia.com/ReferralRewards>



and enter their contact info online or forward the link to who you know considering a move.

2. Of course you can always call us direct as well at **805-424-6226**

Thank you and have an awesome day!