



# realtyreport™

## Article Summary - Mortgage Broker Version (US) Volume 4, Issue 6 (June 2008)

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#### Shop Smart, With a Little Help From Us!

When borrowing hundreds of thousands of dollars, a subtle clause in your mortgage contract can cost or save you thousands of dollars. Before you simply accept what a bank is offering you, call me to explore the many other financing options available to you, so you can shop for your dream home with certainty and peace of mind.

### PAGE 2

#### A Garden To Go!

Whether you have the tiniest of terraces or the biggest of backyards, you can exercise your green thumb by creating a container garden – a garden you can easily take with you the next time you move.

### PAGE 3

#### Over And Out?

You've found a property that meets your needs and, ideally, at least a few of your wants. There's just one problem: it's overpriced. Now what?

#### Dollars and Sense

A buyer's opinion of a home is largely influenced by subliminal factors. Increase your odds of fetching top dollar for your property by appealing to buyers' senses: sight, sound, smell, taste.

### PAGE 4

#### A Case Study on Understanding Your Prepayment Options

Having insisted on "the best rate" possible, Carol was happy to find out that her mortgage lender was willing to offer her a rate of 5.50%, since every other bank she went to was only willing to offer 5.60%. Savings are savings, or so she thought. It wasn't until six months later, when a family emergency forced her to look at refinancing, that she came to understand how her decision would affect her in the long term.

**Terminology Tip:** FSBO - FSBO (pronounced "fizzbo") stands for For Sale By Owner. The term refers to a property that is being sold directly by its owner, without the assistance of a real estate sales representative. Some homeowners opt to list their homes as FSBOs in order to avoid paying an agent's commission. However, it should be noted that FSBOs have a high failure rate, for a number of reasons ranging from overpricing to lack of proper marketing and representation.

### HOMEMAKER OPTION

**Featured Recipe:** Replace article on page 4 with this issue's featured recipe.



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