



Buyers

"I'll wait until prices come down again"

No one knows what the future will bring. Prices may continue to increase, or they may decrease. Experts are now saying they expect an overall continuation of price increases for the foreseeable future. Any decrease will occur due to too much inventory and/or a decrease in the number of buyers available to buy. All indicators are there for a stable and gradual increase of both prices and interest rates. There are no bubble red flags and there is no reason to anticipate another opportunity to buy lower than today's prices for a very long time.... If ever.

The Rental Option

For how many years will you be comfortable renting? What % do you think that rents might be rising, per year? If you rented for ___ more years, at that rate, your current rent will be \$___. If you purchased now, your P&I payment will be fixed at about \$__ for 15 or 30 years. How much would that save you over that time period?

Interest rates remain at historic lows that no one thinks will last forever. Have you done any research or talked to a lender about what may happen with interest rates? Let's calculate what a 1% rise would mean to you a month and over 15/30 years....

Are you also aware there is no tax write-off for interest or property taxes on a rental, but there IS for homeowners. Do you know how much that could end up saving you in taxes paid each year?

The loss of tax write-off for the median price home is more than \$___ over the ___ years you're planning to rent. Does it make sense to gamble that real estate prices go down ... with the certain loss of over \$___ in tax write-offs AND the possibility they will continue to go up?

How will you feel if your landlord decides to sell out their rental.... right out from under you? Or if they stop making payments with your rent and it gets foreclosed on? Are you ready to make several unplanned moves during the time you are planning to rent?

What would the moving costs be for each of those moves? (\$2,000 to \$10,000?)

YOUR COACHING MATTERS



"Success is doing what you said you'd do consistently, with Clarity, Focus, Ease and Grace" -Maria Nemeth

Current Home (Ownership):

For how long will you be comfortable living in a house that no longer fits your wants and needs?

How will you feel if, with rising interest rates and prices... the home that you most want for you (your family) may be simply become unaffordable, just because you waited? Doesn't it make sense to act now, while you have the option to do so?

What will it be like to be in the new place you want to be in.... and know you have a fixed rate on the payment for the next 15/30 years? That you won the "real estate lottery" and have cashed in on the winnings...

Whether you own here or in the new place, the market is either going to go up or down. If market conditions do cause you to be stuck.... Where would you prefer being stuck AT? The home that doesn't fit you any longer... or the new home that will suit your current and future needs the best?

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