



YOUR HOME *Your Way*

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Courtney Way
A Better "Way"
to Real Estate
Since 2001

A SELLER'S MARKET

Home sales are on the rise, and inventory is low! This makes for a seller's market, which many of my buyers realize while out looking for homes. In many areas, especially East and West Sacramento, the inventory is so low that sellers are receiving multiple offers – which ultimately gives them all the control and makes it a trying experience for the home shopper.

My advice for buyers: If you find a house you love, act quickly! And hang in there if your offer doesn't get accepted the first time.

My advice for sellers: If you've been sitting on the fence, jump off! If you have the ability to sell, do it now – inventory is low and there are more buyers out there than you might think. They need more listings to choose from!

One caveat is that the move-up market is a little bit slower, so this is a great time for people who are in the market to sell their starter home and move up to a larger home. You have more negotiating power on the move-up, and can probably find a buyer for your starter home pretty quickly.

Give me a call if I can help you – or someone you know – in any way!

All my best,
Courtney

IT'S A VETERAN AFFAIR!



With no more 100 percent loan programs out there, it's no wonder we're seeing increasingly more home buyers using their Veteran status to purchase homes with U.S. Department of Veterans Affairs (VA) financing.

So whose job is it to let the seller know that there are certain closing fees that the buyer cannot pay – is it the buyer's agent, who is presenting the offer? Or is it the listing agent's job to know that if they are presenting a VA offer to their seller, they must make sure the seller knows about these fees? Or, is it neither of their job and the responsibility lies with the lender? ***(I can hear the screeches and wailings behind lender's desks at this very moment!)***

To ensure that everyone agrees with the fees, I believe that the buyer's agent should disclose this fact up front. However, I do believe that there is a level of responsibility on the listing side to know exactly what a VA offer entails, and make sure that the seller knows this and has an accurate accounting of those fees, prior to deciding to accept the offer.

And, yes, the lender and title company do have a responsibility to make sure the dollar figures are disclosed to all parties as accurately as possible. Otherwise, it can be an 11th-hour issue when it comes time to sign closing documents - which can sometimes be ugly!

WHAT'S THE SOLUTION?

No matter the source of the information, remember this general rule of thumb – **always get it in writing!**

IF I LOVE TO HEAR YOUR THOUGHTS IF YOU'VE EVER ENCOUNTERED THIS SITUATION, TO SHARE YOUR FEEDBACK, PLEASE CONTACT ME AT:
COURTNEY@CAPWESTREALTY.COM

Not only does the VA allow the homebuyer to obtain 100 percent financing, but it also protects the veteran from paying certain fees in the transaction. In our industry, we call these "non-allowables" because the buyer is not allowed to pay them.

SO WHO DOES PAY THEM??

Ahh... a question that my lender friends will appreciate!

I've run into this situation before – and have heard it happen time and time again – where the seller was unaware that the VA buyer could not pay these fees and therefore the seller got "stuck" with them at the closing table.



THE BENEFITS OF 203(k) LOANS

Did you know that with 203(k) loans, you can roll up to \$35,000 into your home purchase loan and receive that money in cash to do home renovations after you move in? This approach – spreading the amount over 30 years at a lower interest rate rather than getting a construction loan or a Lowes account at high interest, for instance – is much more cost effective. The 203(k) loans make some of the "fixers" on the market much more affordable than one might think! Using the stream-lined program, the

- HVAC repairs or replacements;
- plumbing and electrical system repairs or replacements; and
- flooring, painting of the interior and exterior, minor kitchen remodels, and purchase and installation of appliances, to name a few.

Under the standard program, the following are eligible:

- chimney repair;
- additional bathroom installation;
- rehabilitation or improvements to a detached garage; and
- reconditioning or replacement of plumbing, heating, air conditioning and electrical systems, to name a few.

For more information, call Brad L'Engle with Comstock Mortgage at 916-977-1291.

As a Sacramento resident for 30 years, I can assist in the following residential areas:



- West Sacramento
- Downtown/Midtown
- Land Park/Curtis Park
- East Sacramento
- Natomas
- Sierra Oaks
- Arden Park
- Carmichael
- Fair Oaks
- Folsom
- Roseville/Rocklin
- Lincoln



following are eligible:

- repairs or replacements of roofs, gutters and downspouts;

CLIENT REFERRALS

Know of someone who's considering a move? Then send them my way – you can even pass on this newsletter!



I will treat your referral with the utmost importance!

RECENT SOLD HOMES

4112 VALIANT ST, CARMICHAEL
4 BED/3 BATH, 2,350 SF
\$270,000
completely remodeled with master suite!

2755 5TH AVE, CURTIS PARK
3 BED/1 BATH, 1,259 SF
\$360,000
immaculate bungalow with full basement!

4318 CURLEW COURT
CITRUS HEIGHTS
3 BED/2 BATH, 1,188 SF
\$150,000
gleaming hardwood floors and huge yard!

1040 CAMERON DRIVE, FOLSOM*
5 BED/4 BATH, 3,650 SF
\$615,000
*PENDING
stunning estate with entertainer's dream yard!



CAL EXPO BOAT SHOW

Come find our booth at the annual Cal Expo Boat Show, March 8 through 11 – we'll be the only Real Estate Brokerage there! Are you interested in **FREE VIP TICKETS** to the show? Contact me, I have tickets!



"Every spring is the only spring, a perpetual astonishment."

—Ellis Peters



ENJOY THE THEATER

From March 13 through March 18, the well-known Mamma Mia performance filled with ABBA songs is at the Community Center Theater in downtown Sacramento. This run includes performances Tuesday through Saturday at 8 p.m. and matinee performances Thursday, Saturday and Sunday at 2 pm. Ready to book your tickets? Visit www.calmt.com for more information and to get your seats!



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