



YOUR HOME, *your Way*

Jan/Feb 2013 | Volume 4, Issue 1

WHY US?



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

For several months — and for some of you, years — you've been receiving our newsletter. Some of you may think, "But I'm not looking to buy or sell a home." And that's perfectly fine! The purpose of our letter is to help keep the community informed of what's going on in the real estate market — and of course, for those who may be keeping their eye on the market and wondering when to make a move, we hope you'll call us when you're ready! Or, our hope is that when you hear of a friend or family member who might be looking to buy or sell real estate, even if you aren't, that you'll refer them to us. In the meantime, we hope you find the information useful ... so read on to find out what's to come in 2013! There is some exciting news ahead of us for a market recovery.



Kris Steele
Serving the
Sacramento region
for 25 years

All our best, and Happy New Year!

Courtney & Kris

HOUSING MARKET RECOVERY

After approximately five years, the housing industry is 51 percent back to normal, according to an assessment of key housing statistics from Trulia.

Each month, Trulia's Housing Barometer charts how quickly the housing market is moving back to "normal," and compares three key indicators — construction starts, existing-home sales and delinquencies combined with foreclosures — to both their worst point during the housing crisis and their pre-crisis levels, according to the company.

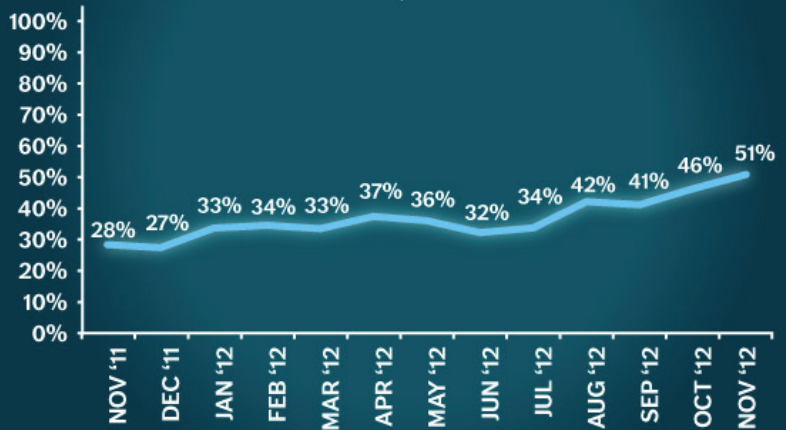
In November 2012, the most recent numbers available, home sales saw strong increases, and the delinquency and foreclosure rate held steady — both signs of market improvement. New construction starts, however, declined.

The lack of new construction starts wasn't enough to stall the housing market's upward momentum, as shown in the chart at right — the market has increased by 23 percent over a one-year period, with the sharpest rise toward the end of 2012.

Though Hurricane Sandy lowered both construction and home sales in the Northeast in October and November of 2012, the nation as a whole saw a 14 percent rise in construction starts in those same months (the Northeast fell 5 percent in those same months).

Trulia HOUSING BAROMETER

0% = worst of the bust, 100% = back to normal



Also in November, existing-home sales hit 5.04 million — the highest level since the same month in 2009, according to Trulia, which also said sales are 73 percent back to normal. The combined delinquency and foreclosure rate dropped to 10.63 percent, which is the lowest level in four years and 41 percent of normal.

What does this mean? The upward momentum is likely to continue this year, so if you're thinking about buying a home, now is the time!

Interested in learning more? Don't hesitate to contact us at steeway@capwestrealty.com.



LENDER'S CORNER by Chris Kennedy

If you're thinking of getting a new mortgage and/or refinancing your existing mortgage, and you want to know what will happen to mortgage rates in 2013, keep your eyes on the Mortgage Bankers Association's (MBA) Fed A forecast. This forecast predicts that the 30-year fixed rate will remain below 4 percent through the first half of the year — and it assumes that the federal government will keep the third round of quantitative easing (QE3), its mortgage bond-buying program, alive.

But what if the feds pull the plug on QE3? **Rates would likely rise without notice** — which means you should refinance or purchase and lock in a fixed rate loan now.

Mortgage rates have dropped about one-quarter of a percentage point since the federal government announced it would spend \$40 billion per month in mortgage bond purchases, says Michael Fratantoni, MBA's vice president of research and economics. "That was enough to take our refi application index to the highest level in four years," he told reporters at the MBA's annual conference.

A lot of that refi volume is going to spill over to [the first half of] 2013."

Based on the MBA's estimates, the feds will buy 36 percent of all mortgages originated in 2013, says MBA chief economist Jay Brinkmann. "The fed's purchases during the second half of 2013 could approach 50 percent of all mortgages originated in the last six months of the year," he says. So if you can, don't hesitate — act now, because you can't count on the federal government to continue stimulating the housing recovery. If you are interested in finding out more about loan programs available please call and we will be happy to help you with all your loan needs.



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As Sacramento residents for 30 years, we 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

DID YOU KNOW?

We are pleased to announce that Courtney Way was just named "Top Producer of the Year" for Capital West Realty, Inc. She is also proud to be a member of the Sacramento Association of Realtors Masters Club for 2012.



REFERRALS



Ask us about our referral program! Most of our business comes from referrals, and we appreciate them! There is no bigger compliment than a referral.

OUR RECENT SALES

SOLD

848 EL DORADO WAY
Charming East Sac Bungalow
3 BED/1.5 BATH, 1,100 SF
2-CAR GARAGE | \$349,500

2375 SNOWBERRY CIRCLE
Immaculate townhome in Southport
4 BED/2.5 BATH, 1,755 SF
\$195,000

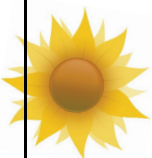
5001 WATERBURY WAY
Wonderful established neighborhood in Fair Oaks
4 BED/2.5 BATH, 1,744 SF
\$220,000

3030 SHASTA WAY
Beautiful brand new home in Southport
4 BED/2.5 BATH, 2,271 SF
\$299,950

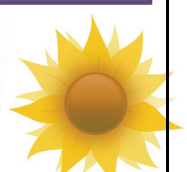
1416 26TH STREET
Adorable Craftsman in a prime midtown location
3 BED/2 BATH, 1,440 SF
\$315,000

PENDING
816 FREMONT WAY
Brand new, custom built in Land Park!
3 BED/3 BATH, 1,920 SF
\$470,000

1550 BREWERTON DRIVE
Complete remodel in Natomas
3 BED/3 BATH, 1,570 SF
\$165,000



"I want every day to be a fresh start on expanding what is possible." — Oprah Winfrey



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