



April Showers Bring May Closings

Your Mortgage Spring Update: Dive into Advice for Sellers, Tips for Home Buyers, and Bridge Loans Explained!

Hi {{first_name}},

Welcome to our April newsletter, where we're gearing up for the vibrant spring season in the mortgage and real estate world! As we say goodbye to March, we'll offer you a thorough market review, providing insights into the latest trends and advancements. Looking ahead, we'll dive into predictions for the bustling spring mortgage and real estate market, equipping you with valuable information to navigate this exciting time with confidence. Whether your clients are considering selling their home or diving into the home buying journey, our newsletter has you covered with expert guides, essential tips, and valuable advice tailored to your clients needs. Plus, explore the benefits of bridge loans and how they can fast-track your clients move to a new home. Let's seize the opportunities for growth and success together as we navigate the exciting prospects of this season!

Your Clients Can Buy Before They Sell with a Bridge Loan!

Is your client looking to buy a new home before their current one sells? Then a Bridge Loan is the right loan for them!

Goodbye Pending Home Sale

Save your clients money by removing their pending sale contingency before they submit their next offer.

Help Your Clients Purchase First

Remove clients departing residence mortgage liability from debt-to-income ratio.

0% Interest Bridge Loan for a Down Payment

The Equity Unlock program gives clients access to 75-80% CLTV of their departing residence.

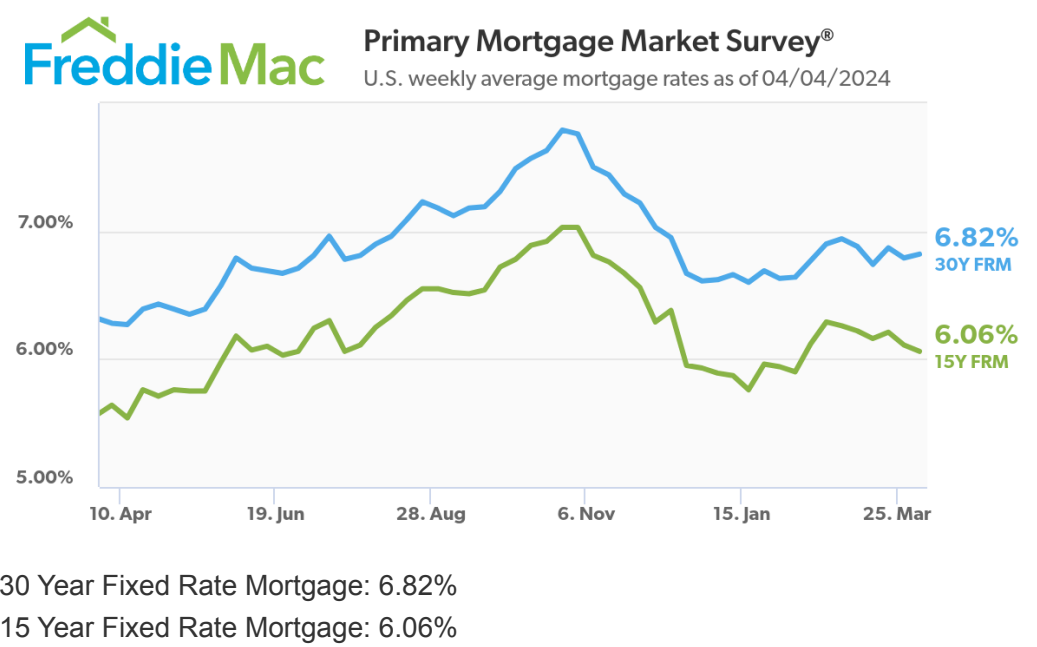
Spring is traditionally a busy time in the real estate market, with more buyers looking to purchase homes. Competition can be fierce, and buyers may need to act quickly to secure their desired property. A bridge loan can provide the necessary funds to make a non-contingent offer, giving buyers a competitive edge. In today's market, homes tend to sell more quickly. This can also create challenges for sellers who need to find their next home before theirs sells. A bridge loan allows sellers to access funds for their new purchase while awaiting the sale of their current home. Bridge loans offer flexibility and convenience for both buyers and sellers, making them an attractive option, especially during the dynamic and fast-paced spring market. Spring often brings new listings and fresh opportunities in the real estate market. With a bridge loan, buyers can seize these opportunities without being hindered by the timing constraints of selling their current home first.

Navigating Home Sale and Purchase Timing

Everything You Need to Know About Bridge Loans

Spring Market Overview...

As we approach the peak home-buying season, Fannie Mae forecasts an increase in home sales transactions compared to last year. Experts also anticipate a slower rise in home prices this year compared to recent years, but price fluctuations will continue to vary regionally and depend strongly on local market supply. New listings climbed 5% during the last four weeks towards the end of March, the biggest year-over-year jump since May 2023, Redfin found. As patience wears thin among individuals awaiting, we're witnessing a notable increase in inventory becoming available. As of March 27th, the interest rate on a 30-year fixed-rate mortgage sat at 7% while the 15-year fixed-rate mortgage was 6.125%, both unchanged from the previous day. The Federal Reserve left interest rates unchanged for the fifth straight time in its latest meeting, while clarifying that plans to cut rates may be pushed out further but remained committed to three this year. As individuals wait on the sidelines for interest rates to decrease, this will inevitably contribute to further escalation in home prices. While potentially saving around 1% in interest rate, the overall home cost might surge by nearly 10% for the same property. Consequently, waiting for lower interest rates may ultimately incur higher costs compared to purchasing now and refinancing later!



US Weekly Average mortgage rates as of 4/4/2024
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Tips for Home Buyers and Sellers

For Home Buyers

Buyers must begin their search early to gain an advantage in the competitive spring market. Obtain pre-approval for a mortgage to demonstrate their seriousness as a buyer and understand their budget clearly. Research various neighborhoods to find the one that aligns with preferred preferences regarding amenities, schools, and commute times. Stay flexible during the search, as compromise might be necessary in a competitive market. Attend open houses to explore different properties and ask relevant questions. Be prepared to make a strong offer promptly to avoid losing out to other interested buyers.

For Home Sellers

Sellers need to make a great first impression by enhancing the curb appeal of their home through landscaping and exterior maintenance. Declutter and depersonalize space to make it more appealing to potential buyers. Consider staging the home to highlight its best features and maximize its appeal. Price the home competitively considering market conditions and comparable sales. Address any necessary repairs or maintenance issues before listing the home to prevent potential buyers from being deterred. Invest in professional photography to showcase the home effectively online. Be accommodating with showing times to ensure the home is accessible to potential buyers, increasing the likelihood of attracting offers.

Strategies for Buying

Strategies for Selling

Submit Your Client to Start Their Approval Process Today!

As we conclude this edition of our newsletter, we trust that the insights and tips provided have been beneficial for you as you guide your clients through their spring homeownership endeavors. Whether they're contemplating selling their home or beginning the home buying process, we're committed to offering our support throughout their journey.

Don't hesitate to reach out if you have questions about the benefits of a bridge loan and would like to submit a client for approval or navigating the ins and outs of the real estate market this spring!

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