

YOUR LIFESTYLE

You Want To...



So Why Aren't You?

YOUR LIFESTYLE

Run Your Life



***Don't Let
Your Life Run You.***

YOUR LIFESTYLE, YOUR HOME

Your home can hinder or enhance your lifestyle. While moving has logistic and financial implications this guide will simplify the process and details. You will feel confident pursuing your goals.

YOUR LIFESTYLE

You Dream of



... More space for your kids, and pets to play

... Living in your luxurious, dream home

... Living in your upgraded, maintenance free home

... Living closer to (work, family, friends, better schools, your favorite trail, city life, a spectacular view, safer area, with better neighbors)



... A change in your life, feeling bored and ho-hum in your current home

... A better fit, realizing your current home is lacking (One more bathroom or a larger kitchen would sure make life easier)



... More freedom with your money, a smaller mortgage payment could relieve financial stress

... Living simpler, in a home that matches your clean, minimal lifestyle

YOUR LIFESTYLE

Start Now - Not Tomorrow

OPPORTUNITY COST

If you purchased a home within the last 7-8 years you likely purchased at all time low rates along with low home prices. While it may be difficult to consider a move given that rates are now moderately higher and home prices have been strongly increasing. The big question you must consider is whether or not your home is meeting your lifestyle needs. Are you going to move eventually? Time to consider the implications of moving later than sooner given the market conditions.

THE LONG TERM FORECAST

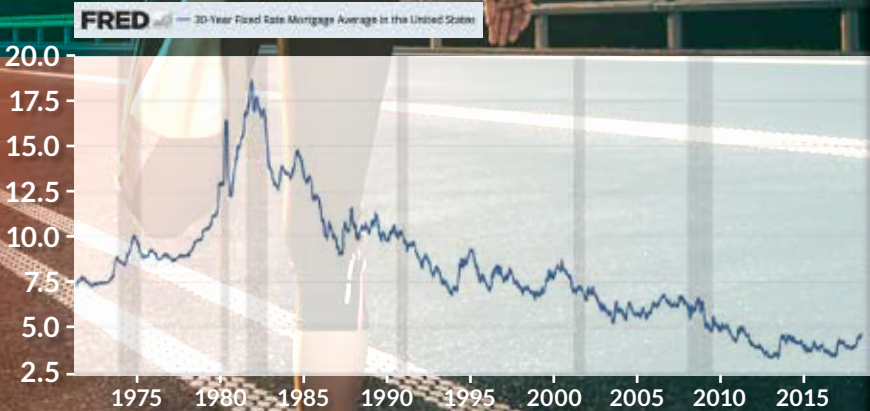
Just like weathermen, economic forecasts aren't always accurate. However, it is easier to make blanket predictions when we're talking about a bigger period of time. Just as it's likely to rain in the spring and be sunny in the summer – housing generally appreciates at 3-5% year over year which is a supported average over the last 60 years of housing data. There have been declines and there have been up swings but the sustainable long term average is 3-5%.

Restrictions may apply. Information and/or data is subject to change without notice. Interest rates shown are for informational purposes only. Actual interest rate received may differ. NMLS 306345 | AZ MLO 0914354 | CORP NMLS 2973 | BK 0018295 | This is not a commitment to lend or extend credit.



YOUR LIFESTYLE

Don't Run Out of Time



RATES ARE GOING TO GO UP OVER THE LONG RUN

The historic average of interest rates over the last 40 years is much higher than current rates, despite recent mortgage rate increases. Current mortgage rate lows are in large part due to a \$1.8 Trillion Dollar Subsidy by the Federal Reserve which began in 2009 to stimulate economic recovery. In October of 2017 the Federal Reserve announced its pull back on this subsidy with a goal to wind it down to more manageable levels over the next 7 years. We don't know how much and how fast interest rates will increase with this subsidy reduction. It will be a delicate balance not to deter economic growth, however, it is a safe bet that **rates are lower today than they will be in years to come.**

YOUR LIFESTYLE

Don't Run Out of Time

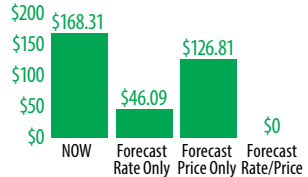
While we don't have a crystal ball, the chart below is meant to illustrate the cost implications over short and long term if just rates go up (column 2), just prices go up (column 3) or if both go up (column 4).

COST OF WAITING ANALYSIS <i>Quote Date - 05/30/2018</i>	NOW	FORECAST RATE ONLY	FORECAST PRICE ONLY	FORECAST RATE/PRICE
Purchase Price	\$500,000	\$500,000	\$518,750	\$518,750
Loan Amount	\$400,000	\$400,000	\$415,000	\$415,000
Interest Rate	4.750%	5.250%	4.750%	5.250%
APR	*5.416%	*5.910%	*5.252%	*5.749%
Term (mos)	360	360	360	360
Payment	\$2,453.26	\$2,575.48	\$2,494.76	\$2,621.57
Cash To Close	\$109,449.82	\$109,532.01	\$113,379.10	\$113,464.38
Monthly Savings	\$168.31	\$46.09	\$126.81	\$0
Savings (60 mth)	\$8,843	\$1,327	\$7,797	\$0

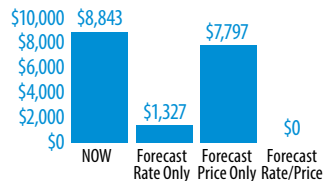
ACTIONS MAKE YOUR DREAMS REALITY



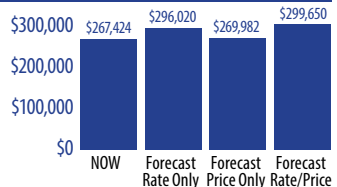
Monthly Payment Difference



Savings Over 60 Months



Interest & MI Paid In 15 Years



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YOUR LIFESTYLE

Time To Make Your Move

TO YOUR DREAM HOME



**Your Success will be a Breeze
with our Team of Experts here to Listen and Guide You!**

Our lives are all busy enough, to not have to worry about selling, buying, packing, moving etc. However, with the right experts on your team you will have all the tools, insider tips, and information to get you running! You don't have to worry about being homeless or moving twice. A licensed Realtor and Local Lender are your best resources to determine your goals and set you up for success. Each situation is very different so while this guide contains a few general suggestions. We strongly recommend reaching out to the experts to evaluate your individual needs.

CONTINGENT OR NON-CONTINGENT NEED or WANT?

The **NEED** addresses whether or not you need to sell or lease your current home in order to qualify for your next move.

The **WANT** addresses what your ultimate financial goals are once the dust is all settled.

Now you can determine if you're pursuing a purchase contingent on the sale or lease of your current home or not.

As **NEEDS** should always outweigh **WANTS**, we strongly suggest meeting with our Local Lending Team at Wallick & Volk Mortgage during the initial exploration of a move. You then can determine if your qualification is in fact contingent and ask yourself the questions below:

Do you want to sell and put all your equity down into the next house?

Do you want to sell but use some equity to pay down other debts and put a smaller amount down on the next house?

Do you want to convert your current home into an investment property, and source your down payment differently for your next home?

WHAT ARE THE FIRST STEPS? You've determined if you are making contingent or not contingent offers. See suggested steps to the right. *(These are generalizations and sitting down with a licensed Realtor and your Local Lending Team at Wallick and Volk will allow you to fine tune these to your situation.)*

10 Simple Steps



Meet with Licensed Realtor to discuss your needs, goals and get a feel for **sale prices** and **buy prices**

Meet with Local Lender to determine prequalification and financial strategy

Follow Up with Your Agent regarding your **Prequalification** abilities and discuss the **Time Frames** in detail as well as how to structure your offers and contract for protections while keeping offers competitive

Complete Any Property Improvements or Repairs suggested by Realtor prior to listing home for rent or sale

Work with Realtor to get **Accepted Purchase Contract** on your home **Sale**

Work with Realtor to get **Accepted Purchase Contract** on the house you're looking to **Buy**



Meet with Local Lender to confirm loan **Time Frames** and overall **Financial Goals**

Work to Complete Due Diligence Periods on both your **Sale** and **Purchase** and **Clear All Requirements for Your Financing.**

Confirm Moving Time Frames and **Final Walk Through** schedules with your Realtor

Sign Your Closing Documents at the title company and complete necessary walk through's and final inspections

MOVE OUT AND MOVE IN!



YOUR LIFESTYLE

Keep on Track

with Local Experts to

HELP YOU FOCUS ON THE BEST TRACK FOR YOU



VALUE OF A REALTOR

The true value of a great Realtor comes into play in these scenarios based on the ability to keep multiple parties on track to the closing but also in helping to competitively represent you while protecting your interests. Your agent will be able to coach you through the different contractual structures and contingencies so you don't have to worry about being homeless. They also will be able to coach you on multiple methods that can help you stay competitive on specific offers when a seller could see a contingent sale (if applicable) as a disadvantage. There are many things in life worth DIY'ing but buying and selling a home at the same time is not one of them!



THE BIG REAL ESTATE SECRET TO SAVINGS

The folks that save and make the most on their real estate are those that are educated and aware. Maybe it was luck or maybe it was awareness that got you into this current home under the amazing terms that you secured. When it comes to your next move regardless of the lifestyle reason, we hope you'll consider the Groff Hallows Team as a resource for your real estate knowledge and strategy so you can make the best decisions.

**“A lifestyle change begins with
a vision and a single step.”**

- Jeff Calloway



CONTACT YOUR LOCAL EXPERTS To Get Moving!

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