



# OUR PROPERTY news

Official Newsletter of Cornerstone Real Estate

## We're First Time Home Buyers, Where Do We Start??

The prospect of owning your own home for the first time can be an intimidating one. Where do you start? What should you do? Who can you trust to help you along the way? Cornerstone Real Estate is here to walk you through it! The first thing you want to do is perform a thorough analysis of your budget. How much debt do you have? How much income do you have? How much do you have for closing costs and a down payment (and don't forget about moving costs and those pesky unexpected expenses that can creep up)? Then call us so we can help you connect with the right lender who can explain all your options (there's all kinds of programs you can benefit from, so finding a lender who can help you with those benefits can save you loads).

From there they can pre-qualify you and give you a good idea of what price range you want to search in. Next (this is the fun part) we'll start working to represent you in your search for the perfect home! At Cornerstone Real Estate, our Realtor fees are paid by the seller, so you don't have to worry about an added expense. Make a list of what is important to you in your home search and be flexible but realistic in your home search. The housing market fluctuates and utilizing our realtor services connects you with the best timely knowledge of what you can expect with the current local housing market in your area. Call us today and we can walk you through the steps, and even have the privilege of handing you the keys (which just happens to be our favorite part)!



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## Are Interest Rates Improving Enough To Consider Refinancing Options?

Last year's economy was marked by high inflation and rising interest rates. Does this year look to be any better? The current interest rate in most areas is 6 points lower than last week this time.. Because many homeowners locked in record-low rates in 2020 and 2021 and rates have since increased, refinancing may not be a money-saving move right now. Consider refinancing in the future if prevailing interest rates fall below the rate you currently have on your mortgage. In the meantime, make sure you know what your current interest rate is and keep an eye on the average rate to know when the time is right!



**CLIENT FOCUSED.  
RESULTS DRIVEN.**

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## Home Design Consultation

Did you know Cornerstone offers Design Consultations? For FREE? For 30 years we've offered help and advice on how to best present your home for sale in the most favorable way for buyers, and without requiring you to purchase new furniture or charging you design fees. We'll help you get your entire home ready inside & out, not just one room. Simple things such as painting a room a neutral color and updating the old hardware can make a home seem more inviting.

Maybe you're buying a new home? We can help you see the potential in a new home that needs some TLC and even give you renovation suggestions that won't cost you a fortune. Because we know that not everyone has a designer budget, and we want to support our customers through every step of their real estate needs! That's the personal service you've come to know and expect from Cornerstone!



**“Buy land, they’re not making it anymore.”**

MARK TWAIN

## Do I Need An Attorney to Sell My Home?

In a typical transaction with no unexpected complications, a Seller's attorney will perform an exhaustive list of tasks, including aiding in negotiations, communicating with the title company to ensure that any title issues are resolved, provides legal advice, ensuring municipal requirements are satisfied, calculating all credits and prorations, and ensuring the Seller is legally covered from liability. In addition to the list of tasks that will be performed, whether complications arise in the transaction or not, retaining legal counsel is also a critical risk mitigation measure. As diligently as our agents work to mitigate risks in connection with your real estate transition, problems can still arise unexpectedly. We will always do everything in our power to represent our clients' interests but there is no substitute for having an attorney already involved. Suffice it to say that, if a conflict arises the party who is without an attorney is at an immediate and significant disadvantage. An attorney fee could actually save you money in the long run! Not to mention, a title company will hire an attorney of their choice to handle the deed and property tax, and who pays for that? You bet, its you! If you're going to pay for an attorney, you might as well have them represent you in the process!

Cornerstone Real Estate

We're always trying to improve our website, but we need your help!

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What is something you wish you'd known before you bought or sold your house? Let us know your tips for what we can include on our resources page to help our clients!