

**You are in the midst of a buyers' market, there hasn't been a better time to buy in years!**

**Mortgage rates are at an all time low, sellers are motivated, owning a home is a great investment in your future, and can lead to many, many years of happy memories.**

**So why wait? It is a great time to buy!**



**IT IS A GREAT TIME TO BUY!**

## **A REALTOR® Can Help You and Represent Your Interests**

Before beginning your home-buying search, talk with your REALTOR® about the benefits of buyer representation. A REALTOR® who is your buyer's agent will promote your interests and guide you through what can be a very complex transaction. REALTORS® who have the Accredited Buyer's Representative (ABR®) designation have completed highly specialized training and set the benchmark of excellence in representing buyers.



To find your ABR®, visit [www.REBAC.net](http://www.REBAC.net).

To search the entire REALTOR® database go to [www.REALTOR.org/directories](http://www.REALTOR.org/directories)

## **Home Ownership is an Investment in Your Future**

Home ownership is how many American families begin to accumulate wealth. Using the latest figures from the *Federal Reserve Board's Survey of Consumer Finances*, NAR estimates that as of 2008, **a typical homeowner's net worth is 49 times that of a renter's.** (Median net worth of \$205,200 for owners versus \$4,200 for renters.)

For more information on homebuying find the NAR Guide to Homebuying at [www.Realtor.org/Store](http://www.Realtor.org/Store).

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FROM DREAM TO HOME

## Motivated Sellers and Inventory

Now is an ideal time to buy. In most markets affordability is high and there is an abundance of inventory. **A modest recovery for existing-home sales was seen in 2009 and is expected to continue through 2010.** There are many options out there for buyers and sellers who are willing to negotiate and work towards a win-win situation that works for both parties.

Go to [www.REALTOR.com](http://www.REALTOR.com) to see over 3.5 million active listings.

## The Market is Getting Stronger and Every Market is Different

**The Home Buyer Tax Credit Has Been Extended and Expanded.** As part of a plan to stimulate the US housing market and address the economic challenges facing our nation, Congress has passed new legislation that:

- 🏠 Extends the First Time Home Buyer Tax Credit of up to \$8,000 until April 30, 2010.
- 🏠 Expands the credit to grant up to \$6,500 to home owners who have lived in their primary residence for 5 of the last 8 years and purchase a new or existing home between November 7, 2009 and April 30, 2010
- 🏠 Other factors affect the size of the credit and purchaser eligibility so talk to your REALTOR®, visit [realtor.org/homebuyers\\_and\\_sellers](http://realtor.org/homebuyers_and_sellers), and consult a tax expert for full details.

## FHA Loans Are Available

There are many choices for buyers looking for mortgages. One option, FHA home loans, are a viable alternative for many first time buyers. The Federal Housing Administration (FHA) — which is part of the U.S. Department of Housing and Urban Development (HUD) — insures the loan, so your lender can offer you a better deal, including a low down payment and low closing costs.

The FHA single-family loan program is alive and well. As specialty mortgages have faded away, FHA is stepping in. In fact, the FHA market share is up to more than 30%, from just 6% in 2007.

Find out about FHA and other loans, go to [www.Hud.gov/buying/loans](http://www.Hud.gov/buying/loans) and [www.REALTOR.org](http://www.REALTOR.org) and do a search for Consumer Literacy.

## Benefits of Ownership

Owning a home is the American dream. A home not only provides financial benefits but it also provides shelter and security to families. Did you know that:

- 🏠 Home owners move less often and are more likely to vote and volunteer time for political and charitable causes than renters?
- 🏠 Children of homeowners tend to perform better in school and attain higher levels of education than children of parents who do not own a home?
- 🏠 Dollar for dollar, the rate of return on an individual's cash down payment on a house is substantial? Given the leverage in purchasing a home, the average return on a 5% down payment over 10 years is usually three to five times greater than stock market returns?
- 🏠 When you own a home you may be able to deduct the property taxes and mortgage interest from your income taxes?
- 🏠 In most cases the gains that you make when you sell your primary residence are tax free?

## Housing Market Facts

NAR has created a website [www.HousingMarketFacts.com](http://www.HousingMarketFacts.com) to help consumers find out the latest information about the housing market, including information specifically for buyers, and learn more about the benefits of home ownership.

## Mortgages are at Historically Low Rates

For buyers who qualify, **mortgage rates are near historical lows**, less than 6% currently. According to data provided by Freddie Mac, rates averaged 9.2% during the past 30 years.

Go to [www.FreddieMac.com](http://www.FreddieMac.com) and view the Primary Mortgage Market Survey® for more information on the latest rates. In addition, low interest rates, coupled with recent price declines, give people looking to upgrade a unique opportunity to take advantage of market conditions.

## The Value of Your Investment

Real estate is a long-term investment. Home values could fall in some years, though, on average over the past 30 years, the median price of existing homes has increased about 6% every year. However, this is a national average and local markets vary widely. Thanks to the power of leverage, a homeowner's return on investment is even more impressive over time. Visit [www.HousingMarketFacts.com](http://www.HousingMarketFacts.com) to learn more.

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**TIME**  
TO  
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