

*Merry*  
CHRISTMAS AND A HAPPY *New Year*  
2014



December is always a very busy month for most everyone. Consumers are busy deciding on what to buy for their friends and relatives for Christmas. If you decide to go shopping in the malls, you soon find you must allow more time to do your shopping than you planned.



This is no different for realtors, but the Williams Team had one major change that took a lot of our time in November. For 3 complete different reasons, our team members all ended up in different directions in their life and as a result, we had to hire 3 new people for our team. We apologize to our clients that had a hard time during November due to our unique circumstance.

*The great news, we have hired a brand new team and we are back in full swing!  
We feel very fortunate to have all 3 new team members.*



1. Tiffany Bruno– Our New Executive Assistant! She has over 13 years of experience running her own business.
2. Ali Owens- Sales Specialist, is working with many of our clients to help them buy a house.
3. Brittany Wilson- Sales Specialist, is also working with our clients to find a future house they want to buy.

If you want to know more about our team, go to our website, click "About Us" "Our Team" and you can read the bio on each of our new team members. We would love to help you in the New Year to either sell your home, buy a home, or do a Purchase Lease (Rent To Own) for your future home.





## **WHY FIRST TIME BUYERS ARE FINDING IT DIFFICULT TO BUY A HOME!!**

**Fact: The share of first-time buyers fell to its lowest point in 3 decades preventing a healthier housing market from reaching its full potential according to the latest survey released by NAR “National Association Of Realtors”**

*Lawrence Yun, NAR’s chief economist, gave 4 reasons that this is true:*



1. **Difficulty in saving for a down payment**– Resulting from rising rents and repaying student loan debt.
2. **Low Inventory Levels**: This is improving, but many sellers are still waiting for their home to rise in price.
3. **Tight Credit**: Mortgage companies, namely underwriters, have super strict regulations and many buyers are not qualify for a loan.
4. **High mortgage insurance premiums (PMI)**, PMI rose last year and mortgage payments are higher resulting in more buyers not qualifying due to insufficient income levels.

### **MORE FACT ABOUT FIRST TIME BUYERS:**

1. Their median age 31 years old.
2. Median income \$68,300 in 2014
3. Average size of home purchased 1,570 sq ft.
4. Primary reason for buying a home “Desire to own a home of their own”
5. Percent that financed their home, 97%
6. Median down payment, 6%
7. Receive a gift from a friend or relatives for down payment, 26%
8. Chose a fixed rate mortgage, 93%
9. Financed mortgage via a FHA loan, 35%

**Note, this was 56% in 2013, PMI rates going up reduced the amount of buyers deciding to use FHA Loans.**







More buyers are beginning to use conventional loans because it is now possible to obtain these loans with as little as 5% down .Credit scores near 600 are also possible, in some cases, we can get you a loan with 580 credit score. Call us and we will be glad to discuss this with you.

Before we know it , the New Year will be here and our team wants to wish you all a very....

*Merry Christmas and A Happy New Year!*



*Ali, Larry, Brittany, and Tiffany*



*The Williams Team*  
REAL LIVING · KEE REALTY



## **4540 DANBI Drive, Hadley Twp 48455-9762**

Magnificent Builder's own custom built home on 5 acres. Special features make this home one of a kind: 2 master suites, one could be an in-law suite w/ large WIC & custom granite bath. Gourmet kit w/ cherry cabs, huge island, double oven & high end SS Appliances. 5 Bedrooms, 4.2 Baths. Mammoth Great Rm w/ FP off Kit for entertaining. Studio apartment w/ BR, Kit, LR, & Din. Rm. Low Taxes - only \$3300. Wood Boiler + 2 furnaces keeps heating bill extremely low. Lifetime Roof warranty. Pole/horse barn, 4 car gar, plus huge heated & workshop. Finished W/O basement. Please pull up spec sheet to read all the amenities. Purchase Lease also available at \$4,500 mo, plus 25% rent rebate w/ \$30,000 deposit. See MLS #214073288. 2 horses allowed.

**SqFt Above: 6,088**

**Bedrooms: 5**

**Baths/Lavs: 4 / 2**

**List Price: \$729,900 or Purchase Lease for \$3,950 month**

**Acres/Frnt Ft: 5 / 150**

**MLS# 214073186**

**WATCH FOR OUR LISTINGS, WE HAVE SEVERAL NEW LISTINGS COMING ON THE MARKET IN JANUARY!!!**