

What's Your Real Estate Story?



Everyone Has One

Whether you're buying, selling, doing your best to make your monthly payment or just looking for the next best deal, everyone has a real estate story. As a Realtor who has been servicing our market and knows what it takes to help home buyers and sellers succeed in today's challenging economic times, I'd like you to know that there are opportunities in today's market and I can help you take advantage of them. Some of the areas in which I specialize:

Interest Rates: Today's interest rates are still at historic lows and combined with extremely affordable housing prices and plentiful inventory in most price levels, there are a lot of opportunities for those wishing to make a move.

First Time Buyers: What I often tell my first time home buying clients is to think of the purchase of their home as an investment. When you rent, you write your monthly check and that money is gone forever. But when you own your home, you can deduct the cost of your mortgage loan interest from your federal income taxes and usually from your state taxes. Additionally, if you look at your home as a long term investment, the value of your home may go up over the years, at least historically speaking. Plus, you'll enjoy having something that is all yours, a home where your personal style will tell the world who you are.

Move-Up Buyers: Many move-up buyers (those who are in starter or midlevel homes and are looking to move-up into larger more spacious homes or homes that are in better neighborhoods) are in an exceptional position right now. On the flip side, however, when those move-up buyers go to buy their larger,

more spacious home, they find themselves in a much slower market where buyers prevail. Where does that leave move-up buyers? Enjoying the best of both worlds, of course!

Downsizing: Whether you are finding yourself a recent empty nester or you are entering or nearing your retirement years and you prefer not to have the maintenance and space that is required of a large home, you may be someone who is interested in downsizing. One of the biggest benefits of downsizing is that often times you may do so and still retain your Prop 13 tax base. There are a lot of opportunities for those interested in downsizing in today's market and, with today's historically low interest rates, you may find the home of your (retirement) dreams at a very reasonable and affordable price.

Investment Properties: One of the biggest forces driving the revival of our first time home buyer market right now is investors. Because of the massive number of short sale and REO properties in our market, investors are seizing this opportunity to own a second (third, or even fourth) slice of the Golden State, often at rock bottom prices. If you are considering purchasing a property as an investment, please contact me and I will be happy to take you on a tour of the properties currently available.

Second Home/Vacation

Properties: The second home/vacation market has certainly taken a beating in today's challenged economy but what that means for today's buyer is...opportunity! If you are considering buying a second home or vacation property, now may be the time. In some markets we've seen home prices dip as much as

50%, leaving buyers in this category extremely pleased with the opportunities.

Short Sale: If the market value of your home is less than what you owe on your current mortgage, you may qualify for a legal, lender approved solution known as a short sale. A short sale can be accomplished by negotiating with your bank or lending institution to accept a sale of your property to a third party buyer for less than what you currently owe on your mortgage balance. If you are in this situation, please know that you're not alone. In today's challenging times home prices have taken such a hit there are many people who are struggling with their mortgage payment. The good news is that there is help out there. I encourage you to visit makinghomeaffordable.gov for information, or simply contact me and I can guide you through your options.

Foreclosures: A foreclosure is the legal and professional proceeding in which a mortgagee or other lien holder, usually a lender, obtains a court ordered termination of a mortgagor's equitable right of redemption of the property.

As you can see, no matter where you fit, almost everyone has their own "real estate story." No matter what your story is, I can help. Each and every day as a professional Realtor I help home buyers and sellers find the opportunities in the current market. And I'd be happy to do the same for you.

Please contact me today for the expert representation you deserve.

Yvonne Yang, SRES, ASP, CDPE, DRE#: 01371905

Mobile: 408 674 4418, Email-ID: yvonne.yang@cbtnorcal.com, Website: <http://www.BayAreaHomePrice.com>