

# Kirkland Financial Center

Real Estate Finance - Investment - Insurance - Annuities

## Time to Refinance?

## Here are the Reasons...

Permanent Long-Term Rates MAY NEVER REACH THESE 4% LOWS AGAIN (at least in any foreseeable realistic future!) We are currently locking clients at 4.25% interest rates, PERMANENT FIXED! They are recouping the refinance closing costs from their monthly interest savings in UNDER 3 YEARS in most cases.

SAFE INSURED GROWTH accounts, with your nest-egg principal insured against all market losses, are PAYING 5% FIXED (TAX-FREE!) WE have these available for our clients NOW!

Our government is artificially pressuring mortgage rates down by acting as an "endlessly funded buyer" of mortgage-backed securities (when the mortgage bonds rise from the huge government buying programs, the rates DROP!) The problem is, only TWO things can occur from this (or BOTH);

- A) The government will change strategy and stop depressing the markets (they will never "run out of money" as they have the privilege of printing it out of thin air,) AND/OR,
- B) The markets will begin to disrespect the "thin-air printed money" and INFLATION will return (sooner rather than later,) causing the BOND MARKETS to RAISE LONG TERM INTEREST RATES.

(NOTE: When long term interest rates \*DO\* start climbing again, our "protected growth fixed interest" accounts begin climbing for our clients as well!)

**DO NOT BE DISTRACTED BY THE MEDIA FEAR & DARKNESS... NOW IS THE TIME TO PLAN AND ACT!!!**

EVEN IF your home value has dropped, we now have special programs that let many people qualify to refinance who were unable to even just a few months ago.

If you are in the market to purchase a home, now may be the time. Home prices are down and so are rates. This combination makes ownership more affordable. But what if you already have a home and don't want to move or purchase an investment property? Serious consideration should be made

## Reposition your equity from real estate to alternative accounts...

...for other purposes. Even with lenders' tighter guidelines there are still programs that will let you reposition the equity in your home, especially for those who have good credit. While it may make sense for some to use their home as a savings account to build-up equity, others would benefit from using their equity for other purposes.

For example:

### Have us help you fund your retirement plan.

If you can't afford to make contributions to your retirement plan, you are missing out on the second most important tax advantage available to you, after ownership of a home. We have tax-free growth plans offering a compounding 5% fixed credit, up to 0-15% indexed credits, insured and guaranteed against market losses, and available WITHOUT the restrictions of traditional ROTH qualified accounts.

### Have us help you design your kids' tuition plan (which can rollover to fund your retirement plan!)

Funding children's college tuition can be risky if you do it in restricted-use accounts that are "wasted" if your child decides to do something different or wins scholarships. We have tax-free growth accounts that let YOU decide what to do with the money on your OWN terms.



**No Bull Financial, LLC**

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## After Refinancing You Can...

### ⇒ *permanently* lower your *interest* payments.

Lower rates mean lower interest payments to many homeowners. A one percent drop in interest rate on a \$300,000 mortgage can lower your total payment approximately \$200 monthly. Let's say the cost of a refinance is \$3,000. This means that you will have paid back the cost in 15 months and in 10 additional years, the "profit" would be \$24,000. It should also be noted that these costs do not have to come "out-of-pocket" for many, especially if they have equity in their home. It would be important to connect with us to go over the actual numbers for your situation.

### ⇒ *pay off* your mortgage more quickly.

Real estate is the single largest asset class in most folks' retirement portfolios. With houses not appreciating as fast, many have realized that the road to retirement can still start with their homes. However, if your other investment options are making you miserable, you can build equity through an accelerated payoff of your mortgage. In the previous example, the homeowner was able to achieve a lower payment of \$200. The homeowner could also choose to keep their payment the same or even raise it slightly. For those without strong financial planning in place, a home can be a forced savings account!

## A forced savings account? How about \$240,000 in savings!

### ⇒ *fund* home improvements.

Another way of building equity is improving the value of the home. You could add a room, finish a basement or remodel the kitchen.

### ⇒ *consolidate* debts.

Your payment could be lowered even further by converting short-term debt into long-term mortgage debt. Let's say you have \$50,000 of consumer debt that is costing you \$1,200 per month. Adding \$50,000 to your mortgage at these low rates may lower the payments to approximately \$300 monthly. There may be further savings because this new debt could be tax-deductible. Of course, spreading out the debt means you are making the payments over a longer period of time. But you could still invoke the strategy of reducing the term of the mortgage and save money in the long-run as well as the short-run.

### ⇒ *invest* the proceeds of the equity.

With lower stock and home prices, your financial securities advisor may help you decide whether now is the time to make investments for your future.

### ⇒ *move from an adjustable to a fixed* rate.

Many saw their payments rise during rate adjustments in the past few years. Adjustables can help you achieve lower payments in some eras, but they come at a risk of higher payments at other times. Lower rates represent the ideal time to convert adjustables into secure fixed rate mortgages. This is especially true if you feel you will be staying in your home for a long time or keeping the home as a rental property if and when you move. There are plenty of reasons to refinance and record low rates make the timing right for many. You need to get with your mortgage advisor to determine if you qualify and for what rate based upon your credit score. Your advisor could even help you boost your score.

### Client of the Month

John DeLuca & Brian Holt

We appreciate your business!

### The Latest

30 FRMs at 4.25% and

Refinancing up to 105% of home values (in cases where prices have dropped.)

### What They Say

Dave has always made some time to explain things to me in the simplest of terms. Keep in mind that I have never entered into any official services arrangement with Dave and No Bull Financial yet he has never asked to be paid for his advice.

--Martin

**WE LOVE TO HEAR FROM YOU!**