



# Rockstar 101

April 25, 2024

**WHY IT MAY BE A GOOD TIME TO BUY  
DEAL MAKING TERMS**



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**There are several reasons why it might be a good time to buy residential real estate:**

**1) Potential for Appreciation**

The National Average for the Percent Change in Home Prices from 1991 thru 2023 was 306.4%

In New England it was 287 %



## 2) Build Equity

By making mortgage payments, you are slowly building equity in your home, which can be used for future investments or financial goals.



### 3) Building Net Worth

The Average Net Worth of a Homeowner is over \$400,000

The Average Net Worth of a Renter is less than \$15,000



## 4) Tax Benefits

Homeownership can offer tax benefits, such as deducting mortgage interest and property taxes, which can result in savings for homeowners.



## 5) Stability and Security

Owning a home can provide a sense of stability, security, and pride of ownership that renting may not offer. It allows you to establish roots in a community and customize your living space to your preferences without the risk of unexpected rent increases or having to move frequently.



## 6) Diversification

Real estate can be a valuable addition to a diversified investment portfolio, offering a hedge against stock market fluctuations and providing a tangible asset with the potential for appreciation.



## 7) Rental Income

If you choose to rent out the property, real estate can provide you with a source of passive income, allowing you to generate additional cash flow.





## 8) Inflation Hedge

Real estate has historically been a good hedge against inflation, as property values and rental income tend to increase over time in line with inflation.

Overall, buying real estate can be a smart financial decision that offers both short-term benefits, such as tax advantages and potential cost savings, as well as long-term benefits, such as building equity and financial security.



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What Win's Deals:

What's Most Important to the Seller

- Price
- Terms



## What Win's Deals:

- Cash
- Large Downpayment
- Confidence in financing: Lender, Loan Officer, Loan officer validation of the borrower, Approval Timing
- As is / Limited inspection
- Appraisal Gap
- Closing date flexibility
- Personal connection
- Buttoned up contract
- Non-refundable deposit
- Confidence/ Trust in Buyer's Agent
- Escalation clause



**You don't have to be great to start,  
but you have to start to be great.**

*~ Joe Sabah*

SUCCESS IS A JOURNEY,  
NOT A DESTINATION

