



We handle all your Real Estate matters completely and competently

"Distinctive Service for Our Distinctive Clients"

Upcoming Events in the Tri-Cities

July

- 17-18: 9th Annual Olie and Stu's Desert Bash Golf Tournament and Auction. Meadow Springs Country Club. 8 am start time. Call 528-4144.
- 23-24: 60th Annual Art in the Park. Howard Amon Park. 9am to 9pm.
- 23-24: Columbia Cup Hydroplane Races & Air Show. Columbia Park, Call 783-4675.
- 30: 29th Annual Water Follies Dart Tournament. Clover Island Inn. Call 783-8855.

August

3rd Annual Show & Shine for Hunger-Tri City Food Bank. East end of Columbia Park. 11am to 4pm.

September

- 4 -5: Tumbleweed Music Festival. Howard Amon Park. 11am to 7pm. Call 528-2215.
- 11-12: Fiery Foods Festival. 4th & Lewis in Pasco. 10 am to midnight. Call 545-0738
- 11-12: Gun & Antique Show. 6600 Burden Blvd, Pasco. 9am to 6pm

It's the Sign of Success

Summer 2010

Distinctive News

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Real Estate Corner

Understanding Mortgage Rates & Points

Current mortgage interest rates (for now) are at historic lows. It is important to lock into one of these rates as soon as possible. An increase of just 1% can increase your monthly mortgage payment by hundreds of dollars..... tens of thousands over the long haul.

Can you afford a home now? How much can you afford? With today's reduced prices, low interest rates, most first-time homebuyers are surprised by the answer.....

What can I afford? A housing payment-to-income ratio should be about 30%. In the end, your debt-to-income ratio (your monthly debt including house payment in relation to your gross monthly income) should be no more than 36%.

Mortgage rates at lowest point since at least 1971

By: ALAN ZIBEL, AP Real Estate Writer

WASHINGTON (AP) " Mortgage rates fell this week to the lowest level on records dating to 1971, giving consumers added incentive to lock in low payments for home purchases and refinanced loans.

The average rate for 30-year fixed loans sank to 4.69 percent, from 4.75 percent last week, mortgage company Freddie Mac said Thursday. That's the lowest point since Freddie Mac began tracking rates in April 1971. The previous record of 4.71 percent was set in December. Rates for 15-year and five-year mortgages also hit lows. Mortgage rates have fallen over the past two months as nervous investors have shifted money into the safety of Treasury bonds. The demand for Treasuries has caused Treasury yields to fall. And mortgage rates tend to track the yields on long-term Treasuries. Yet the falling rates have yet to spark a home-buying boom or energize the economy. New-home sales collapsed in May after homebuying tax credits expired. The economy also remains under pressure from high unemployment. And many people don't qualify under tightened lending rules.

"As long as prospective homebuyers are still concerned about their jobs and financial well-being, many will be reluctant to take the plunge, even though affordability has never been better," said Greg McBride, senior financial analyst with Bankrate.com.

Low rates throughout the economy also hurt one group of Americans: savers. Puny rates are especially hard on people living on fixed incomes who are earning next to nothing on their savings. Lending activity remains sluggish. Mortgage application volume dipped 6 percent last week from a week earlier, according to the Mortgage Bankers Association. Refinancing activity fell 7 percent.

And mortgage applications to buy homes slipped 1.2 percent.

Many Americans owe more on their mortgages than their homes are worth often called "under water" and can't refinance. The Obama administration has launched programs to help borrowers refinance if they owe up to 25 percent more than their home's value and have loans owned or guaranteed by mortgage giants Freddie Mac or Fannie Mae. About 291,000 homeowners have participated as of March. Yet that's a small fraction of the nearly 15 million homeowners who are under water, according to Moody's Economy.com, and cannot refinance. In hard-hit areas in Nevada and Florida, for example, home prices have fallen 50 percent or more from their highs. Record-low rates can't rescue those homeowners.

"It's not the desire to refinance; it's the ability to refinance," Chris Brown, a loan officer with Trinity Mortgage Co. in Orlando, Fla. "A lot of the people who can already have."

Given the costs of refinancing, some mortgage experts say a refinancing can be worthwhile if you can shave at least 0.75 percentage point from an existing rate. Others suggest waiting until you can lower your rate by at least a point.

Despite some lenders' ads, refinancing is never free. A fee normally goes to the mortgage broker or lender. There are also fees for title insurance, a new appraisal, document processing and other charges. Often, mortgage brokers or lenders create the appearance of a "no fee" mortgage by adding the costs to a total loan amount or by charging a higher interest rate.

People considering refinancing should factor in such fees. They should also calculate how many months it would take to recover them. For those who expect to stay in their home for two years or less, the fees might outweigh the savings from a lower rate.

Freddie Mac collects mortgage rates on Monday

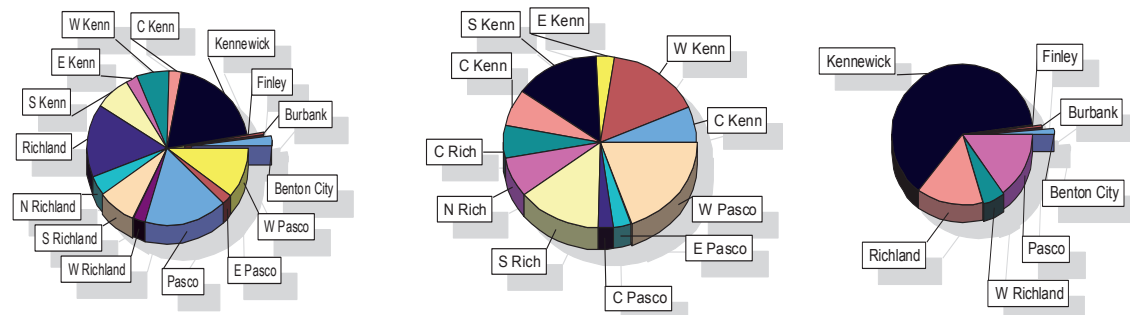


Is there a Relocation in your future?

Distinctive Properties, Inc., is a member of the Leading Real Estate Companies of the World, whose membership is a global network of nearly 700 premier real estate firms with 5,500 offices and 170,000 sales associates in 38 countries around the world. Collectively, this group has sold over 1.2 million homes worth \$370 million in 2007, more than any national real estate branch. LeadingRE dominates the United States' list of top 500 real estate firms with more of the Number One market leaders in the top 90 markets than any network. Let us help you find your dream home or advise you on virtually all real estate transactions.



TRI-CITY REAL ESTATE STATISTICS



Current Active Listings as of 06/30/2010

City	Residential	Median Sales
Benton City	58	189,900
Burbank	18	165,000
Finley	2	237,547
Kennewick	493	214,900
Central Kennewick	47	130,000
West Kennewick	205	205,000
East Kennewick	36	170,450
South Kennewick	196	264,900
Richland	313	255,000
Central Richland	43	139,900
North Richland	87	259,900
South Richland	175	279,900
West Richland	89	236,970
Pasco	346	188,500
Central Pasco	41	113,900
East Pasco	25	129,900
West Pasco	257	199,990

Residential Sales 03/31/2010— 06/30/2010 According to the Tri-City Association of Realtors

City	Residential	Median Sales	Ave. Days on Market
Benton City	26	140,250	104
Burbank	2	162,250	144
Finley	1	65,000	139
Kennewick	398	169,945	111
Central Kennewick	51	122,000	122
West Kennewick	193	175,000	117
East Kennewick	24	113,700	100
South Kennewick	127	186,000	97
Richland	278	202,962	108
Central Richland	66	129,450	90
North Richland	67	229,000	118
South Richland	140	237,710	112
West Richland	98	199,465	105
Pasco	328	161,785	117
Central Pasco	27	109,900	115
East Pasco	26	115,975	110
West Pasco	258	167,500	113

Dave Ramsey Says.....

(Real Estate Agent v. For Sale by Owner)

Dear Dave,
What are the advantages of using a real estate agent versus going the for-sale-by-owner route when it comes to selling a home?
Seth

Dear Seth,
I've had a real estate license for 30 years. If I were to put my personal residence on the market today, I'd use an active real estate agent who really knows his or her stuff in the marketplace. I'd gladly pay them their commission, too. Now, why would I do that if I could just sell it myself and save the commission cost? For starters, if I do a for-sale-by-owner, or FSBO, I'm only getting my place in front of buyers I can attract from seeing a newspaper ad, Craigslist, and anyone who happens to drive by the house. If you go with a high-octane real estate agent, you'll have the advantage of being exposed to their entire pool of buyers. More importantly, you'll be in the MLS, or Multiple Listing Service, database. There, you'll immediately have thousands of potential buyers. So, who do you think will have the best chance of selling your house? Market exposure is everything in the real estate game!

And think about this: Even if you went the FSBO route every time you moved, you might do three or four of these transactions in a lifetime. A good agent closed three or four deals last week! They'll know all the ins and outs of buying and selling a home, and they'll walk you through every step of the process. Research has shown that between basic mistakes, pricing errors, and lack of negotiation skills, you'll cost yourself more than the agent's commission by trying to sell it yourself. Trust me, you'll get a much better deal—with a lot less hassle—by using a top-flight real estate agent!

—Dave

“Article reprinted with permission from Dave Ramsey / The Lampo Group.”

Continued from front page article on Mortgage Rates

through Wednesday of each week from lenders around the country. Rates often fluctuate, even within a given day. Rates on 15-year fixed-rate mortgages fell to an average of 4.13 percent. That was the lowest on records dating to September 1991. It was down from 4.2 percent a week earlier. Rates on five-year adjustable-rate mortgages averaged 3.84 percent, down from 3.89 percent a week earlier. That was also the lowest on Freddie Mac's records, which date back to January 2005 for such loans. Average rates on one-year adjustable-rate mortgages fell to 3.77 percent from 3.82 percent. That was the lowest average since May 2004. The rates do not include add-on fees known as points. One point is equal to 1 percent of the total loan amount. The nationwide fee for loans in Freddie Mac's survey averaged 0.7 a point for 30-year, 5-year and 1-year loans. The average fee for 15-year loans was 0.6 of a point.



LOOKING FOR A NEW HOME? Check our website anonymously. For you and any of your friends and family

Visit us at www.distinctiveprop.com, and check on all of the homes currently listed in the greater Tri-Cities. Just go to the site and click on “Search all Tri-City area listings”. You will get addresses and maps to locate homes. If you need help I will help you (or yours) from afar. Sign in, select me as your agent to help you. You can then save the search, sent an automated email to yourself with the listings matching your preferences as soon as they come on the MLS. Have questions? I will happily answer them. Want to be qualified without having to worry about what kind of lender you are going to get? I can help with that too! When you are ready, I will show you the houses you wish to see and help you through the process, with advice, knowledge of the contract, and guidance to make the right decision for you!