

DOES

Your Mortgage Have An Adjustable Rate?

Make Sure Today's Rates Don't Turn Into Higher Payments

If you financed your home with an adjustable-rate mortgage (ARM) in the last five years, your mortgage interest rate may soon change.¹ In today's rate environment, that means your initial, fixed monthly payments could increase. Don't get stuck with higher payments. Let us review your current mortgage program so you know where you stand and the options available. If refinancing to a new program is right for you, it can help you accomplish one or more of the following:

- Lower or fix your monthly payments
- Get an interest rate or loan term more suited to your needs
- Pay off high-interest debts

Do A Quick Home Finance Analysis

I'll be glad to help you:

- Review your existing loan terms and interest rate.
- Determine if your monthly payments are about to increase.
- Explore more attainable options.
- Decide if the time is right to refinance.

To ensure you have attainable home financing and peace of mind, call on our strengths and resources. Call a Long Mortgage Consultant today for your personal home mortgage comparison.



Mortgage Consultants Available At Every Long Realty Office

520-918-1641



1. Rates may increase after consummation. All first mortgage products are offered and provided by HomeServices Lending, LLC Series A dba Long Mortgage Company. Long Mortgage Company may not be available in your area. ©2007 Long Mortgage Company. All Rights Reserved.



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HAVE

You Been Dreaming of Home Improvements?

BUILT-IN BENEFITS TO MAKE IMPROVEMENTS

- **More Money** – The loan amount is based on the value of your home *after* the improvements have been made
- **Lower Monthly Payments** – Existing mortgage balance and improvements are financed simultaneously, so renovation costs are spread out through the entire term of the loan
- **Tax Benefits** – Interest on renovation costs is included in the first mortgage, so it may be tax deductible¹
- **Speed** – Renovation can begin immediately after closing²
- **Single-Close Simplicity** – Just one application, one set of fees and closing costs, one monthly payment
- **Flexibility** – Allows for a variety of improvements or repairs
- **Options** – Fixed- and adjustable rate mortgage programs

The Refinance & RenovateSM Loan Is Just Your Answer

Our Refinance & RenovateSM program offers financing that enables you to immediately turn your house into the home you always wanted. Add a bath, cook up a new kitchen, repair, renovate or extend – all with a single loan at attractive first-mortgage rates. With experience, knowledge and a dedication to excellent customer service, I can tailor a program for you to help your two-fold dreams come true.

CALL A LONG MORTGAGE CONSULTANT TODAY FOR A COMPLIMENTARY CONSULTATION!



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¹Consult your tax advisor regarding deductibility of interest. ²Restrictions apply. Information is accurate as of the date of printing and is subject to change without notice. All first mortgage products are offered and provided by HomeServices Lending, LLC Series A dba Long Mortgage Company. Long Mortgage Company may not be available in your area. ©2007 Long Mortgage Company. All Rights Reserved.



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WHEN

Is It Time To Explore Refinancing?

Refinancing your home loan to a lower interest rate or shorter term may result in significant savings. And as economic conditions change, you want to be sure you still have the best home financing arrangement for your current and long-term financial goals. Is refinancing right for you, right now? This information may help you decide:

1. How far below what you now pay do interest rates have to go before refinancing makes sense? That often depends on how long you plan to stay in your home. Typically the fewer number of years, the wider the spread needs to be. I can help you weigh the cost of refinancing against the projected monthly savings you may realize.
2. How much time and money will it cost to refinance? Again, that will depend on your specific financial profile. Applying for a refinance loan involves a process similar to getting a home purchase mortgage, and you will be charged certain fees. There are programs available that can greatly reduce the amount of documentation required¹ – which can speed up the time it takes to complete your loan.
3. Should you choose an ARM or a fixed-rate mortgage? Most ARMs adjust annually, either up or down. So even at a below-market start rate, it's possible your ARM interest rate could soon exceed current interest rates. If you plan to remain in your home for a short period, an Intermediate ARM, with a low introductory rate that remains fixed for several years before the first adjustment, may be best suited to your needs. I would be happy to run various loan program scenarios to help you balance all the factors and make an informed decision.



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¹In certain circumstances, you may be required to provide documentation. Please ask a Long Mortgage consultant for details. Depending on their specifics, programs that do not require the standard information and documents may result in higher interest rates and Annual Percentage Rates than a traditional mortgage program. All first mortgage products are offered and provided by HomeServices Lending, LLC Series A dba Long Mortgage Company. Long Mortgage Company may not be available in your area. ©2007 Long Mortgage Company. All Rights Reserved.



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¿AHORA

es tiempo de explorar el refinanciamiento?

Cuando usted refinancia su préstamo hipotecario para obtener una tasa de interés más baja o un plazo más corto, esto puede afectar considerablemente sus ahorros. Y conforme cambian las condiciones económicas, usted quiere estar seguro de que todavía tiene el mejor préstamo hipotecario para sus metas financieras actuales y a largo plazo. ¿Le conviene refinanciar en este momento? Esta información puede ayudarle a decidir:

1. ¿Hasta cuánto tienen que bajar las tasas de interés con respecto a la que está pagando ahora, para que el refinanciamiento valga la pena? Esto suele depender del tiempo que planea estar en su casa. Generalmente, mientras menos años espere vivir en ella, mayor tendrá que ser la diferencia. Para hacer el análisis, puede ser útil comparar el costo del refinanciamiento con los ahorros mensuales que espera obtener.

2. ¿Cuánto tiempo y dinero le costará el refinanciamiento? Nuevamente, esto dependerá de su situación financiera específica. Cuando se solicita un préstamo para refinanciamiento, se inicia un proceso similar al de obtener una hipoteca para comprar una casa, y usted tendrá que pagar ciertos costos. Hay programas disponibles que pueden reducir considerablemente la cantidad de documentación exigida – lo que puede reducir el tiempo que toma procesar su préstamo.

3. ¿Debe escoger una hipoteca con interés ajustable o fijo? La mayoría de las hipotecas con tasa de interés ajustable (ARM) se ajustan todos los años, hacia arriba o hacia abajo. De modo que con una tasa inicial inferior a la del mercado, es posible que el interés de su hipoteca ajustable pronto exceda las tasas actuales. Si planea permanecer poco tiempo en su casa, lo mejor para sus necesidades pudiera ser una ARM Intermedia, con una tasa de interés baja al principio y que permanece fija por varios años antes del primer ajuste. Yo tendría mucho gusto en examinar varios casos de programas de préstamos para ayudarle a ver todos los factores y tomar una decisión fundamentada.



Hay Consultores Hipotecarios disponibles en cada oficina de Long Realty.

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