



The Home Finance Watch

A publication for our mortgage brokers

Trivia: Around the turn of the century the 600 acre Pogonip site, originally part of the Cowell Ranch, was both a golf course and a polo grounds. Competition from the golf course at Pasatiempo shut down the golf course and the grounds became the Pogonip Social and Polo Club in the 1930s. It was one of the few clubs that allowed women to compete.

Real Estate: The Housing Authority of the County of Santa Cruz has just announced that it has received a new allocation for the Mortgage Credit Certificate (MCC) program. Home buyers must be first timers, buy a home or condo for less than \$442,508 and make less than \$81,300. This program gives the homeowners a tax credit of 20% of their mortgage interest! Call us for details.

Sales Corner: Sales requires contact; it is not a spectator sport. Person to person or voice to voice contact is imperative to succeed in sales.

Hot Tips: Try our Hybrid Pay Option ARM that provides a fixed note rate for five years along with a fixed payment rate for five years. The minimum payment rate is 3% below the note rate and removes the fear factor for borrowers who are concerned about rates or payments going up.



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Call or email your scenario and let us source your deal, price it, approve it, doc it and fund it! We are your local mortgage bankers.

