



The Home Finance Watch

A publication for our mortgage brokers

Trivia: Before the Santa Cruz Small Craft Harbor was built in 1962, Seabright Beach was relatively narrow and extended east from the San Lorenzo River mouth for nearly one mile to Black Point. The Harbor's jette created a barrier for the south moving sand which subsequently backed up and formed the present Seabright Beach, now 500 feet wide!

Real Estate: The average home price of a single family home in Santa Cruz has increased at an average rate of 9.7% per year over the past 27 years! This takes into account the last downturn in prices, which occurred between 1992 and 1994, when prices fell from \$263,000 to \$244,000. According to the Santa Cruz Association of Realtor's website, in 2006, the average price of a home here was \$830,000, just down from its high of \$835,000 in 2005. For the first four months of this year the average sales price has been \$860,000!

Sales Corner: Dr. Hal Urban, author of four best selling books on the power of words, was the guest speaker at a past WCR breakfast and offered this:

- 1) Share some good news today.
- 2) Think of someone you are thankful for and tell them today.
- 3) Share something nice about someone today.

Hot Products: Need higher Debt-To-Income ratios on jumbo loans? We can now go above 50% DTI ratios with DU approval!



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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.

