

Life & Times

DECEMBER 2021

WHY WAITING TO BUY A HOME WILL COST YOU

If you're a homeowner who's decided your current house no longer fits your needs, or a renter with a strong desire to become a homeowner, you may be hoping that waiting until next year could mean better market conditions to purchase a home.

To determine whether you should buy now or wait another year, we will shed some light on the two most important questions:

1. Where Will Home Prices Be in a Year

Three major housing industry entities are

projecting ongoing home price appreciation in 2022. Here are their forecasts:

- Fannie Mae: 7.4%
- Freddie Mac: 7%
- Mortgage Bankers Association: 5.1%

According to the National Association of Realtors (NAR), the median price of a home today is \$353,900. Using an average of the three price projections above (6.5%), a home that sold for \$353,900 today would be valued at \$376,904 at the end of next year. As a prospective buyer, you would therefore pay an additional \$23,004 by waiting.

2. Where Will Mortgage Rates Be in a Year

Today, Freddie Mac announced their 30-year fixed mortgage rate was at 3.1%. However, most experts believe mortgage rates will rise as the economy recovers. Here are the forecasts for the fourth quarter of 2022 by the three major entities mentioned above:

- Fannie Mae: 3.4%
- Freddie Mac: 3.7%
- Mortgage Bankers Association: 4%

That averages out to 3.7% if you include all three forecasts. Any increase in mortgage rates will increase your costs.

What Does It Mean for You if Home Values and Mortgage Rates Increase? If both variables increase, you'll pay a lot more in mortgage payments each month. Let's

assume you purchase a \$353,900 home today with a 30-year fixed-rate loan at 3.1% (the current rate from Freddie Mac) after making a 10% down payment. Your monthly mortgage payment would be approximately \$1,360 (this does not include insurance, taxes, and other fees because those vary by location).

That same home one year from now could cost \$376,904, and the mortgage rate could be 3.7% (based on the industry forecasts mentioned above). Your monthly mortgage payment after putting down 10%, would be approximately \$1,561.

The difference in your monthly mortgage payment would be \$201. That's \$2,412 more per year and \$72,360 over the life of the loan. Add to that the approximately \$23,004 a house with a similar value would build in home equity this year due to home price appreciation, and the total net worth increase you could gain by buying this year is over \$95,364 (\$72,360 mortgage savings plus \$23,004 potential equity gain if you buy now).

Bottom Line

When asking if you should buy a home, consider the non-financial benefits of homeownership. When asking when to buy, the financial benefits make it clear that doing so now is much more advantageous than waiting until next year.

Source: Keeping Current Matters

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The Cost of Waiting To Buy: 2021 vs. 2022

Purchased	Purchase Amount	Mortgaged Amount with 10% Down	Mortgage Rate	Mortgage Payment (P&I only)****
Today	\$353,900	\$318,510	3.1%*	\$1,360
2022 Q4	\$376,904**	\$339,214	3.7%***	\$1,561
Additional Monthly Housing Expense				\$201

*Based on Freddie Mac current 30-year fixed mortgage rate

**Based on average projected home price increase of 6.5% from Fannie Mae, Freddie Mac, and MBA

***Average projected mortgage rate from Fannie Mae, Freddie Mac, and MBA

****Principal and interest only, does not include home insurance, taxes, and other fees which vary by location

2022 HOUSING MARKET FORECAST

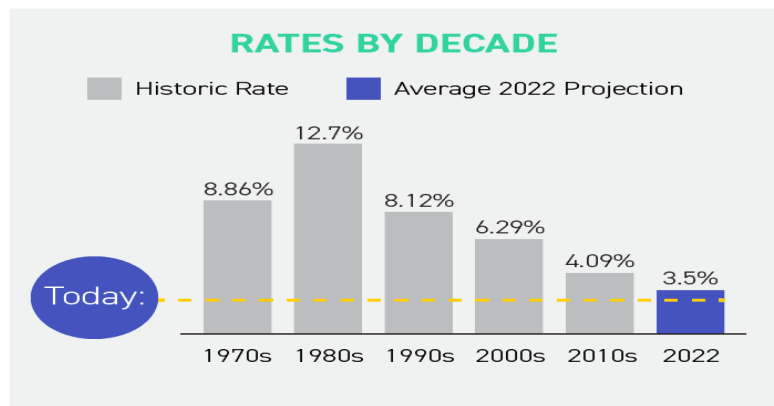
What does the coming year hold for the housing market?
Here's what experts project for 2022.

% MORTGAGE RATES PROJECTED TO RISE

Mortgage rates are projected to rise in 2022, yet still remain historically low.

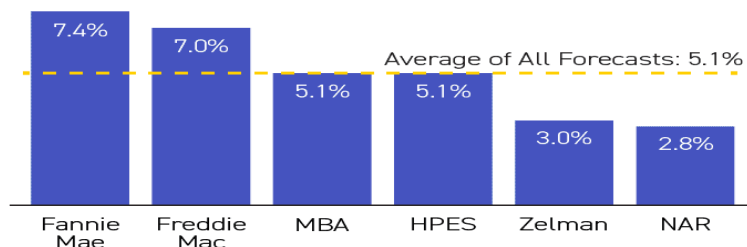
2022 PROJECTED RATES

Fannie Mae	3.3%
Freddie Mac	3.5%
MBA	4.0%
NAR	3.5%



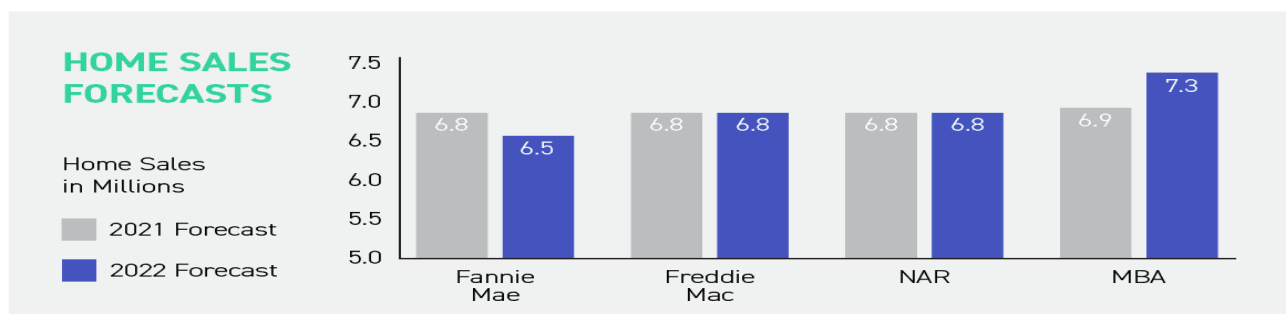
\$ HOME PRICES FORECAST TO APPRECIATE

Home prices will also keep rising thanks to continued low housing supply and high buyer demand.



🏠 HOME SALES PROJECTED TO BE STRONG

Home sales are expected to perform well again in 2022 as more people move to meet their changing needs.



PROTECTING AGAINST PORCH PIRATES



Set Up Outdoor Security Cameras



Take Advantage of Package Tracking



Install Motion-Activated Lights



Sign Up for Delivery Notifications



Provide Specific Delivery Instructions



Require a Signature



Have Your Package Held for Pickup



Network with Neighbors

Placer County Sheriff's Office



MILITARY: 2022 BASIC ALLOWANCE FOR HOUSING RATES ARE GOING UP

Service members' Basic Allowance for Housing rates are set to rise an average 5.1% beginning in January, although a few may see their monthly benefit drop after the Pentagon temporarily boosted rates during the pandemic due to a meteoric housing market.

The Pentagon announced the 2022 BAH rates Wednesday, giving many service members more money to cover the cost of their housing next year.

Due to unusual circumstances in 2021, some of those whose monthly allowance will drop from the temporarily boosted levels will technically still be getting a raise.

Some personnel with dependents living in 21 locations -- and single service members in some of those areas, as well as 11 additional locations who applied for a temporary increase in their BAH -- may see a slight decrease from year-end BAH levels that were temporarily boosted for residents of 56 military housing areas.

But most of those members will see an overall increase in their monthly BAH rates in 2022 from their original, unboosted 2021 rates.

BAH rates are determined by the cost of housing in roughly 300 military communities across the U.S. and are based on data that includes the average market rental rates and average cost of utilities.

The rates vary by geographic location, paygrade and whether a service member has dependents; they change from year to year.

With the rates tied to the cost of rental housing and recalculated every year, service members usually are protected from decreases if they

remain at their duty station and their circumstances don't change, such as a demotion or divorce that changes dependency status.

But because the increases announced in September were temporary, they are not part of that protection rule.

According to Military Times, of the 200,000 service members that the Defense Department believed would be eligible to apply for the temporary BAH increase, just 4,167 have been approved, with more than 3,000 of those from Air Force personnel.

Locations where personnel with dependents may see a decrease from temporarily elevated allowances include installations in California, Colorado, Connecticut, Florida, Michigan, Montana, North Carolina, New Mexico, Texas, Virginia and Washington. Single service members in those states, as well as Arizona and Georgia, also may see a drop, depending on paygrade.

But overall, those affected can expect their 2022 BAH rates to be the same or higher than they received in 2021 before the temporary bump.

The Defense Department estimates that it will pay \$25.6 billion in BAH to one million service members, an increase of \$2.6 billion from 2021.

The 5.1% average increase is the largest in years: The average rise this year was 2.9%, up from 2.8% in 2020.

BAH is not designed to cover 100% of the housing costs in an area. In calculating the rates, the DoD factors in a 5% out-of-pocket cost to completely cover rent and utilities.

Service members who live in privatized housing pay rent equal to their BAH.

Source: Patricia Kime, Military.com



Winter Holiday Safety

Winter holidays are a time for families and friends to get together. But that also means a greater risk for fire. Following a few simple tips will ensure a happy and fire-safe holiday season.



HOLIDAY DECORATING

- Be careful with holiday decorations. Choose decorations that are flame resistant or flame retardant.
- Keep lit candles away from decorations and other things that can burn.
- Some lights are only for indoor or outdoor use, but not both.
- Replace any string of lights with worn or broken cords or loose bulb connections. Read manufacturer's instructions for number of light strands to connect.
- Use clips, not nails, to hang lights so the cords do not get damaged.
- Keep decorations away from windows and doors.



HOLIDAY ENTERTAINING

- Test your smoke alarms and tell guests about your home fire escape plan.
- Keep children and pets away from lit candles.
- Keep matches and lighters up high in a locked cabinet.
- Stay in the kitchen when cooking on the stovetop.
- Ask smokers to smoke outside. Remind smokers to keep their smoking materials with them so young children do not touch them.
- Provide large, deep ashtrays for smokers. Wet cigarette butts with water before discarding.



Before Heading Out or to Bed

Blow out lit candles when you leave the room or go to bed. **Turn off** all light strings and decorations before leaving home or going to bed.

FACTS

- ! More than **one-third** of home decoration fires are started by candles.
- ! More than **two of every five** decoration fires happen because decorations are placed too close to a heat source.



NATIONAL FIRE PROTECTION ASSOCIATION
The leading information and knowledge resource on fire, electrical and related hazards



Today's Laugh

If a telemarketer calls, give the telephone to your 3 year-old and tell her it's Santa.



1. THE FIRST LETTER OF YOUR FIRST NAME

A: PERKY	H: TOOTSIE	O: ELFIE	V: GINGERBREAD
B: NIPPER	I: KRINGLE	P: JINGLE	W: FRISBEE
C: BUBBLES	J: PUDDIN	Q: SNOWFLAKE	X: EVERGREEN
D: HAPPY	K: COOKIE	R: JOLLY	Y: PINKY
E: SQUEEZY	L: TINKER	S: ELVIS	Z: TINSEL
F: SUNNY	M: TWINKLE	T: SUGARPLUM	
G: MERRY	N: BUDDY	U: PEACHES	

2. THE MONTH YOU WERE BORN

JAN: ANGEL-PANTS	MAY: PEPPERMINT	SEP: PICKLE-PANTS
FEB: FLOPPY-FEET	JUN: TOE-BELLS	OCT: SPARKLY-TOES
MAR: PLUM-PANTS	JUL: SUPERPLUM	NOV: MONKEY-BUNS
APR: MCJINGLES	AUG: SUGAR-SOCKS	DEC: POINTY-TOES

Christmas Cookie Trick



BRILLIANT!!!! An upside down gingerbread man = Reindeer!

Fork Painted Christmas Tree

NEEDED

- Fork
- Acrylic paint or Tempura
- Watercolor paper or thicker stock paper
- QTip and Smaller Paint Brush

INSTRUCTIONS

1. Squeeze green paint onto a paper plate. Use different shades of green for extra depth. Dip the fork into the paint. Push form into paint. Then press and stamp or drag the fork flat across the paper. Be sure to make your strokes shorter at the top and longer at the bottom.
2. Paint trunk and star, let dry before adding ornaments.
3. Use Q-tips to add Christmas lights and ornaments to your tree.



Source: Pinparent



TIPS TO HELP YOU SELL

1. **Remove clutter and clear off counters.** Throw out stacks of newspapers/magazines and stow away most of your small decorative items. Put excess furniture in storage. Remove out-of-season clothing items that are cramping closet space. Don't forget to clean out the garage, too.
2. **Wash your windows and screens.** This will help get more light into the interior of the home.
3. **Keep everything extra clean.** A clean house will make a strong first impression and send a message to buyers that the home has been well-cared for. Wash fingerprints from light switch plates, mop and wax floors, and clean the stove and refrigerator. Polish your doorknobs and address numbers. It's worth hiring a cleaning service if you can afford it.
4. **Get rid of smells.** Clean carpeting and drapes to eliminate cooking odors, smoke, and pet smells. Open the windows to air out the house. Potpourri or scented candles will help.
5. **Brighten your rooms.** Put higher wattage bulbs in light fixtures to brighten up rooms and basements. Replace any burned-out bulbs in closets. Clean the walls, or better yet, brush on a fresh coat of neutral color paint.
6. **Don't disregard minor repairs.** Small problems such as sticky doors, torn screens, cracked caulking, or a dripping faucet may seem trivial, but they'll give buyers the impression that the house isn't well-maintained.
7. **Tidy your yard.** Cut the grass, rake the leaves, add new mulch, trim the bushes, edge the walkways, and clean the gutters. For added curb appeal, place a pot of bright flowers near the entryway.
8. **Patch holes.** Repair any holes in your driveway and reapply sealant, if applicable.
9. **Add a touch of color in the living room.** A colored afghan or throw on the couch will jazz up a dull room. Buy new accent pillows for the sofa.
10. **Buy a flowering plant** and put it near a window you pass by frequently.
11. **Make centerpieces for your tables.** Use brightly colored fruit or flowers.
12. **Set the scene.** Set the table with fancy dishes and candles, and create other vignettes throughout the home to help buyers picture living there. For example, you might display a chess game in progress.
13. **Replace heavy curtains with sheer ones that let in more light.** Show off the view if you have one.
14. **Accentuate the fireplace.** Lay fresh logs in the fireplace or put a basket of flowers there if it's not in use.
15. **Make the bathrooms feel luxurious.** Put away those old towels and toothbrushes. When buyers enter your bathroom, they should feel pampered. Add a new shower curtain, new towels, and fancy guest soaps. Make sure your personal toiletry items are out of sight.
16. **Send your pets to a neighbor or take them outside.** If that's not possible, crate them or confine them to one room (ideally in the basement), and let the real estate practitioner know where they'll be to eliminate surprises.
17. **Lock up valuables, jewelry, & money.** While a real estate salesperson will be on site during the showing or open house, it's impossible to watch everyone all the time.
18. **Leave the home.** It's usually best if the sellers are not at home. It's awkward for prospective buyers to look in your closets and express their opinions of your home with you there.

ARE YOU CLEANING YOUR DISHWASHER?

Another machine that harbors too many germs to count, your dishwasher may not be as sparkling clean as you thought.

"The dishwasher is one of the biggest culprits for potential mold growth," Shimek says. "The warm and damp environment is heaven for mold spores, especially if there's food particles left behind from your last cycle."



Recent studies found that dishwashers harbor something called "opportunistic pathogens," and while these might not get everyone in the house sick, they can be dangerous for people with compromised immune systems.

How to clean it: To properly clean your dishwasher, **Brian Sansoni**, senior vice president of the American Cleaning Institute, has a few suggestions. "On a daily basis, use a paper towel to remove bits of food that get left behind after each dishwashing cycle," he says. "Once a month, give the dishwasher a deep clean by running a cycle with a dishwasher cleaning tablet. Just be sure to check that the tablet can be used in the same cycle as dishes and detergent."

Source: Larissa Runkle, Realtor.com

CALIFORNIA HOME SALES FACTS: NOVEMBER 2021

State/Region/County	Nov. 2021	Oct. 2021	MTM% Chg
Calif. State Average	\$782,480	\$798,440	-2.0%
Calif. Condo Average	\$620,000	\$605,000	+2.5%
Sacramento	\$515,000	\$510,000	+1.0%
Placer	\$650,000	\$649,000	+0.2%
El Dorado	\$665,000	\$615,000	+8.1%
Yolo	\$585,000	\$582,500	+0.4%
Stanislaus	\$435,000	\$440,000	-1.1%
San Joaquin	\$495,000	\$500,000	-1.0%
Nevada	\$561,250	\$525,000	+6.9%

For Complete Report & All California Counties:

<http://www.givingback4homes.com/newsletter.html>

State/Region/County	Nov. 2021	Oct. 2021	MTM% Chg
Solano	\$593,000	\$580,000	+2.2%
Contra-Costa	\$876,000	\$900,500	-2.7%
San Francisco	\$1,900,000	\$1,822,000	+4.3%
Fresno	\$385,000	\$385,000	+0.0%
Santa Clara	\$1,692,500	\$1,625,000	+4.2%
Orange County	\$1,150,000	\$1,120,000	+2.7%
Los Angeles	\$769,500	\$848,970	-9.4%
San Diego	\$847,750	\$850,000	-0.3%
Butte	\$435,000	\$460,000	-5.4%
Yuba	\$415,000	\$413,000	+0.5%



CITRUS HEIGHTS, CA

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ON THE SALE OF YOUR HOME!

AND FOR RECEIVING \$7,409.00 FROM

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LINCOLN, CA

CONGRATULATIONS

BRANDON & AMBER E.

ON THE PURCHASE OF YOUR HOME!

AND FOR RECEIVING \$2,320.00 FROM

Gretchen Bradley @



DECEMBER



WISHING A HAPPY BIRTHDAY & HAPPY ANNIVERSARY TO THE FOLLOWING:

SANDEEP S.

KEVIN G.

MAT S.

PATRICK C.

CHARITY R.

MATTHEW F.

ROD R.

MARTY H.

STACY S. & RICK H.

SALLY M.

KRISTEN L.

SILVIA S.

CHARLES T.

JEROMY & MEAGAN D.

TRISHA H.

ROBERT C.

FOREST W.

TED B.

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PRIZES**

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2nd Prize \$25 Lowes Gift Card
3rd Prize \$10 Chick-fil-A Gift Card

**NOVEMBER
WINNERS**

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2nd Prize \$25 Domino's Gift Card-Aimee R.
3rd Prize \$10 Starbucks Gift Card-Joe M.

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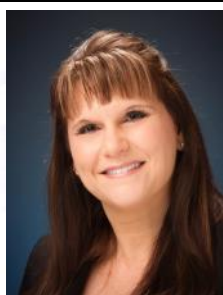
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