



Joe Rapisarda Jr.'s Real Estate Review

Personal Update



I hope you have had a wonderful summer this year. Nora and I had a lot of fun enjoying the great weather. Usually we travel a lot in the summer but this year we decided to stay around here to enjoy this weather. We went to Donner Lake in Tahoe for the 4th of July and again in late August. We also went rafting down the American River. We packed a lunch and a few cold drinks and enjoyed a lazy yet entertaining 3-4 hour trip down the river. It was entertaining because of all of the other people who were going down the river at the same time. Most of them had squirt guns or water cannons and were having water wars with the other boats. All in all it was a great time.

Just recently we went for our annual trip to the Cal Expo in Sacramento for the State Fair. We went to the horse races one day and another day we went to see a concert where Tesla was performing. Tesla is one of my favorite 1980's rock groups. I loved the concert and seeing the group brought me back to feel like I was 20 years old again. We made sure to get there early enough to have a few corn dogs and a cold beers. Then we went to the livestock area and petted all the big pigs. Nora and I love animals.

Then the very next day we went to Yuba City to watch my old training partner, Vince Wolfe, do some Mixed Martial Arts (MMA) competition. He won his match in the second round. He is now 2-1 as a professional. I am very proud of him. Nora and I love to go to those events because it is such a diverse group of people from all walks of life. We had a great time just watching people and enjoying the event. On the way home we stopped at Cattleman's restaurant in Dixon for dinner. That place always reminds me of when I was younger because we used to always go there for my birthday. I love that place. I had the ribeye steak and Nora and the steak and shrimp. Nora had a Martini and I opted for the Roy Rogers which is just Coca-Cola and cherry juice (I was driving). Nora says that drink is for little kids. I agree, I guess at heart I am still a little kid inside. ☺

6 Tips to Help You Write Emails that Get Read and Replied To

Email is the number-one way to communicate in business and, for many people, with friends too. So here are some tips to help you write effective messages.

Keep it brief

After wading through screenfuls of spam messages, the last thing people want to read is a long email. They often just don't have time. So keep your message brief and don't waffle.

Get to the point

Don't spent time "clearing your throat" in your email — get to the point right away. That will help people see what your email is about quickly and make it easier for them to reply speedily.

Stick to the point

Keep your message to one subject, so that you make things clearer for your reader — and yourself. If you have another subject you want to mention, send another email.

Write a clear subject line

Help your reader file your email and act on it by stating clearly what the message is about.

Give an instruction

If you need something done, make that explicit. Don't leave people to guess and potentially misunderstand you. And if something's urgent, say so — if you give a deadline you'll encourage your recipient to take action more quickly.

Read it over again

Emails can easily get misconstrued, so read over your email to make sure it is clear before you press 'send'.

Vital Ideas to Make Moving as Easy as Possible

Moving is one of life's most stressful events. So here's a quick guide to make it as painless as possible.

Decide what not to pack

Now's a good time to declutter your life by deciding which items you don't want to take with you. Decide what you want to give away, throw away, or sell.

Get packing materials

If you're not using a professional mover, you'll need to get some packing materials. Bookstores often have strong boxes they don't want anymore — call on the day of a delivery to ask for them.

Draw a floor plan — and use labels

Create a plan of your new home that you can use as a guide throughout the moving process. Label each of your

boxes according to this plan. And clearly list what's in each of the boxes.

What to pack first

Pack things you don't need often first. Books, out-of-season clothes, and memorabilia make good candidates to go into boxes right away.

Pack "essentials" boxes

Mark some boxes as "essentials" and put in them the things you need on your first night in your new home. Then you won't waste time (and valuable energy) trying to find important things.

Food...and plants

Food, particularly from the freezer, isn't easily stored, so try to use it up. Put plants in big plastic bags to avoid dirt spilling.

Little-known facts about September

Search on Wikipedia for September and you discover: its birthstone is sapphire; its flower is the aster or morning glory; and it starts on the same day of the week as December every year. Did you also know that Roman Emperor Caligula tried to rename the month Germanicus, after his father?

Thanks for All Your Referrals!

I succeed when people like you refer me to their friends, neighbors and loved ones. It's the best kind of feedback I can receive.

So thanks for continuing to pass this newsletter around to people you care about.

Wondering How Much Your Home Is Worth?

Has your home gone up in value? How much are other homes in your neighborhood selling for?

If you're wondering what's happening to prices in your area, or you're thinking about selling your house, I'll be able to help.

Just give my office a call for a no-fuss, professional evaluation.

I won't try to push you into listing with me or waste your time.

I'll just give you the honest facts about your home and its value.

And maybe I'll also give you the "inside scoop" on what's happening in the housing market near where you live!

Just give my office a call at 707-448-4221 to arrange an appointment.

Alternatively, stop in at the office. The address is on the back page of this newsletter.

Worth Quoting

What they said about knowledge

"Knowledge is power."

Francis Bacon

"All men by nature desire knowledge."

Aristotle

"Real knowledge is to know the extent of one's ignorance."

Confucius

"Imagination is more important than knowledge, for knowledge is limited while imagination embraces the entire world."

Albert Einstein

"We're drowning in information and starving for knowledge."

Rutherford D. Rogers

"Possessing knowledge has two advantages: you judge less, and you judge better."

G. L. Arts

"Knowledge speaks, but wisdom listens."

Jimi Hendrix

"Knowledge has to be improved, challenged, and increased constantly, or it vanishes."

Peter Drucker

"Integrity without knowledge is weak and useless, and knowledge without integrity is dangerous and dreadful."

Samuel Johnson

"If knowledge can create problems, it is not through ignorance that we can solve them."

Isaac Asimov

"There is much pleasure to be gained from useless knowledge."

Bertrand Russell

Real Estate Market Update

In my last few market updates I have really struggled with trying to be positive about this market while also giving you the facts and the options to act while there was still time to act. I am happy to say that many of you took my advice and called me to refinance to a 30 year fixed rate mortgage. Now the market has changed yet again and has limited the options of those clients who did not act.

In mid-August, we had one of the most severe changes to our market that I have experienced in my 15+ year career. Here's what happened in a nutshell: One of the biggest mortgage lenders in the country unexpectedly closed their doors without notice. This set off a shock wave of panic throughout Wall Street which basically said that it wasn't going to purchase anymore non-conforming mortgages. Non-conforming mortgages are loan amount higher than \$417,000 or bad credit mortgages. This change from Wall Street completely collapsed the market for these types of mortgages and sent many top mortgage companies into bankruptcy. Rates for these non-conforming or Jumbo loans, increased from 6.625% before the change to a range of 8.5% to 13% overnight after the change. These sudden changes have the mortgage lenders all in a survival mode and most of the unique or risky loans they offered before were discontinued overnight. Since then, rates on Jumbo loans are coming down but not to the rates we had before.

However, the news is not all bad. There is a silver lining in the clouds. The one loan that I have been suggesting to your for the better part of a year now is the conforming 30 year fixed rate mortgage. The rates on the conforming 30 year fixed loans have been rescued by an **unexpected .5% rate cut by the Federal Reserve. Rates are currently at 6.375% on a 30 year fixed** and I would not be surprised to see rates lower even further considering that the Feds must keep this market from getting out of hand. **If you are looking for advice from me, I would suggest now more than ever to lock into a 30 year fixed to secure a safe fixed rate and bulletproof your mortgage against this uncertain market even if that means having to pay a prepayment penalty on your current loan.**

Also as I stated in earlier letters, now is a tough time to sell, but if you or someone you know is looking to purchase, **now is an excellent time to buy a home.** Home prices have lowered to a point that are now considered affordable again. There are many **first time home buyer programs** out there. **The City of Vacaville is giving \$70,000 plus closing costs** they will give to qualified buyers in the form of a silent second mortgage. See me for more details at 707-448-4221.

Also, if you are an investor, now is the time to start looking. I am seeing deals each day that are showing up on the market that make sense. I have developed a great system to show you the estimated returns and tax advantages you can expect based on the sales price you buy. See me if you are interested. Remember what the great stock investor **Warren Buffet said, "Be fearful when others are greedy and be greedy when others are fearful."** Well others are now fearful so it may be time to look around at what others are running from and be greedy. It is this type of market where long term investors make their money. They buy when prices are cheap. We are living in California and this Real Estate recession will not last forever. Prices will rise again. Now could be a great opportunity to buy a great low price.

If you or someone you know would have any questions for me or would like for me to do a free mortgage analysis I can be reached at 707-448-4221.

NEWS YOU CAN USE

This Month's Sudoku

8	2			1				
1		3	6					
	4	6		8				2
9		5			1		4	
	8			9			3	
	6		7			2		9
4				6		5	7	
					5	4		1
				2			9	8



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