November 30, 2020

Mr. and Mrs. Don and Cheryl Morrow

2227 Alexandra Drive

Auburn, CA 95236

Dear Don and Cheryl:

Thank you for taking the time to meet with me this week. Working together with you, I am confident that we can analyze your present and future goals and help you obtain them. *The service and experience I offer you when helping you purchase your new home are unmatched.*

Gaining your trust and confidence to build a solid relationship for the future is my priority. I have enclosed a document that will provide you with valuable information about buying a home. Included are customized home listings that meet the criteria you listed, information about mortgages, and historic mortgage rates.

Take time to review this information, and I will contact you early next week to set up an appointment to view some of these homes. If you have any questions or need additional information, please feel free to call me. I look forward to talking with you soon.

Best regards,

Kallyn Duarte

*Realtor Consultant*

**Placer Hills Real Estate**

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Enclosure

**Kallyn Duarte’s Home Listings**

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| DateListed | ListPrice | Address | City | SqFt | Beds | Baths | Monthly Payment 30-year, 4% | Monthly Payment 15-year, 3.5% |
| 10/19/2020 | $269,900 | 5800 Balfor Road | Rocklin | 1798 | 3 | 2 | ($1,145.32) | ($1,715.00) |
| 6/23/2020 | $274,500 | 12355 Krista Lane | Auburn | 2234 | 3 | 3 | ($1,167.28) | ($1,747.89) |
| 7/29/2020 | $275,000 | 2660 Plumbago Court | Rocklin | 2034 | 4 | 3 | ($1,169.67) | ($1,751.46) |

**Other PHRE Home Listings**

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| DateListed | ListPrice | Address | City | SqFt | Beds | Baths | Monthly Payment 30-year, 4% | Monthly Payment 15-year, 3.5% |
| 8/24/2020 | $270,000 | 611 Ledgestone Court | Lincoln | 2363 | 4 | 3 | ($1,145.80) | ($1,715.72) |
| 7/29/2020 | $274,000 | 1089 Marseille Lane | Roseville | 1645 | 2 | 2 | ($1,164.89) | ($1,744.31) |
| 7/22/2020 | $275,000 | 2811 Cardinal Drive | Lincoln | 2061 | 3 | 2 | ($1,169.67) | ($1,751.46) |
| 8/25/2020 | $279,000 | 1924 Wildwood Way | Roseville | 1676 | 3 | 3 | ($1,188.76) | ($1,780.06) |

**Learn about Mortgages**

**Home Buying Info from Placer Hills Real Estate**

**Fixed Rate Mortgage**

* + The same interest rate for the life of the loan
  + 30- and 15-year loans are most common

**Adjustable Rate Mortgage (ARMs)**

* + Very low introductory rate for 5-7 years
  + Much higher rate after 5-7 years
  + For short-term buyers or those planning to “flip”
  + Can be dangerous

**Mortgage Points**

* + Fees paid to the lender
  + One point equals 1% of mortgage value
  + Required if buyer has less than 20% down payment
  + Can be used to buy down mortgage rate

**Historic 30-Year Mortgage Interest Rates**