



Alaska REAL ESTATE BY DAVE WINDSOR

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REAL ESTATE UNMASKED

1. Masks don't stop Covid spread.
2. Covid is a hoax.
3. Masks are essential to overcoming the pandemic.
4. I am too young to catch Covid.
5. It is my right not to wear a mask.
6. Wearing a mask is bad for your health.
7. If I catch Covid that's the way it is.

Individual views of things vary from person to person. Truth for the individual is not determined necessarily by facts. Everyone has a point of view, reinforced by their favorite news channel or the company they keep.

'Truth' is a relative matter and, as William James points out in his book "Pragmatism and the Meaning of Truth", truth is very personal and often is whatever works out for you, not necessarily

what actually "is".

This article is not political. The outcome of elections is determined by which party can persuade voters of their truth. The media plays an enormous role in this process and the news channel you watch has a huge influence on your vote.

If you can simply grasp the fact that your point of view may or may not be accurate, whoever you are, you will make great gain. I make a huge and painful effort to listen to opposite points of view and, hopefully, this makes me a better person.

When it comes to real estate what "truth" should be your guide?

As a homebuyer, do you take the view that sellers are always asking an unfair price, or hiding facts about the property just because they want to leave?

As a homeseller, should you price the home high because buyers always start with a lowball offer anyway?

Here are some thoughts:-

The most important basic step in buying or selling a home is to be positive about it. Not only believe the outcome you want is inevitable but proceed to the goal without distraction. All the forces of the universe are on your side if you are planning to buy or sell your home.

The media tends to project negativity into our heads. Pharmaceutical companies want you to believe that life is about fighting off an infinite list of illnesses so that you will purchase the only remedy to prevent this pain - a chemical adjustment that you can buy from them. Is this true? - I don't think so.

Life is an awesome experience of health and success that you control.

Apply this truth to your housing relocation. The exact dollar number you deposit for selling your home, or the withdrawal you make to purchase one, is

not the most important thing here. Your family's happiness is the main goal, and you must not be fixated on the 'deal' you get ahead of the success of advancing your life. Focus on what will go right, not on what will go wrong.

Over the years the practice of real estate has built in safeguards to prevent you drowning in the details that otherwise could give you reason to be afraid.

Lenders will not give you a loan unless it is affordable. Their built-in formulae which examine your income, past credit performance and repayment ability are a good safeguard against your making a financial mistake.

Your lender can give you good counsel if you need it, or you can at least know you will not be permitted to borrow more than you can afford. Many of my clients actually choose to be even more conservative than the price range designed by their lender. This provides a safety net. If you prequalify for a \$600,000 home, buying a \$500,000 home is a good idea.

Homebuyers may also take great comfort, not a common practice 40 years ago, in the Home Inspection. Health and Safety issues revealed must be addressed. However, I encourage you take a positive view on cosmetic and maintenance issues. An existing home will always have wear and tear and you might kill a happiness opportunity by being too picky on your repair demands here. If the home feels good to you, don't get stuck in the 'sickness' model of healthcare. Switch gears to the 'wellness' model.

Homesellers also can destroy future happiness by getting 'stuck' in the details of selling. Is it worth a few thousand dollars to delay the plans you have for your ongoing (and short) life? I don't think so. Be reasonable, even a little generous in your compromises.

The Preliminary Title Report and Title Insurance at closing also protect you from serious problems when acquiring property. Anything from Child Enforcement liens on dead-beat parents to sacred gravesites on the property will be

revealed - and dealt with prior to title conveyance. Surveys also can reveal surprises, such as one I had last year where part of the house was on the neighbor's lot! All these safeguards should remove fear, provided you are well represented.

In representing you on either side of a transaction, I am professionally trained and instinctual to defend and advance your best, most efficient and financially beneficial outcome in a transaction.

I am aggressive (forceful) by nature. If you are my seller, the buyer will need their own protagonist. If you are my buyer, I represent you, and the seller is in the other corner.

However, I will always give you an opinion, if asked, on attitude as well as negotiating strategy. I enjoy the process but, ultimately, you determine your outcome. Keep a healthy eye on your view of truth during this critical housing transfer process. Check out all views of the truth and make your decision. Proceed accordingly and expect success.

Happy New Year From Fannie And Freddie

Effective 1st January 2021 Fannie Mae and Freddie Mac have new home loan limits effective for all boroughs in Alaska. Maximum conventional loan for a single family residential property is \$822,375.

The VA loan limit for military veterans (and certain Federal Government employees) is officially also \$822,375, although higher VA loans are available depending on a particular Investor buying the loan. These numbers are designed to cover the escalating cost of housing and mean that with 20% down a conventional loan can buy a property over \$1 million (\$1,027,968.75 to be exact) if you otherwise qualify. FHA loans remain maxed out, more modestly, at \$417,750. AHFC conventional loan limit has moved to \$904,613.

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