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Memorial Day, 2016



Contact Drew:
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73 East Afton Avenue
Yardley, PA 19067

"Weatherfield", Newtown, Upper Makefield Township.
7,815 sq. ft., 6 Bedroom, 4 Full + 3 half Bath French Colonial. 2.3 acres on a Cul-de-sac. Wonderful Landscaped property in the Award Winning Council Rock School District.



Pending

"Yardley Hunt", Yardley, Lower Makefield Township.

4 Bedroom, 2.5 Bath Contemporary home featuring a Granite Kitchen, Hardwood Floors, and 2-car Garage, situated on .34 acres. Pennsbury Schools, LMT parks and pools.



Sold by Drew

Visit my Office in Yardley
73 East Afton Avenue

Why settle for Less than





Free Notary Service



Langhorne, Middletown Twp.

3 Bedroom, 2.5 Bath Victorian Home. 11 Years Young. Old World Charm in "Nicer-than-New" condition. Neshaminy School District.



Pending

"Yardley Hunt", Lower Makefield Township.


4 Bedroom, 2.5 bath Colonial in Award Winning Pennsbury School District. New Kitchen and Baths, Full Finished Basement, Professional Landscaping, and much more.



Sold by Drew

"Milford Manor" Yardley, Lower Makefield Twp.


4 Bedroom, 2.5 Bath Colonial Home with Luxurious In-Ground Pool. Top-Rated Pennsbury School District.



Pending

Churchville

Spacious Split Level home in Council Rock School District. Beautifully renovated!



Pending

"Mountainview", Ewing Township, New Jersey


4 Bedroom, 2.5 Bath Contemporary home on over an Acre. Beautifully updated Mid-Century Classic.



Pending

"Yardley Hunt", Lower Makefield Township.

4 Bedroom, 2.5 bath Colonial in Award Winning Pennsbury School District. New Windows, Kitchen and Baths.



Pending

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Drew Ferrara
RE/MAX TOTAL



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Trivia Teaser - "Street Smarts"

1. Whose first words on "Sesame Street" were "Don't bang on my can! Go away!"? a-Big Bird, b-Ernie, c-Mr. Hooper, d-Oscar.
2. What fictional lawyer was assisted by a secretary named Della Street? a-Perry Mason, b-Owen Marshall, c-Horace Rumpole, d-Ben Matlock.
3. On what London street did demon barber Sweeney Todd ply his trade? a-Carnaby Street, b-Fleet Street, c-Wall Street, d-Harley Street.
4. In what musical did Freddy Eynsford-Hill sing "On the Street Where You Live"? a-"On a Clear Day You Can See Forever," b-"My Fair Lady," c-"Carousel," d-"Gigi."
5. What rock singer is backed by the E Street Band? a-Elvis Costello, b-David Bowie, c-Bruce Springsteen, d-Bob Dylan.
6. What actor won a Best Supporting Actor Oscar for reprising his Broadway role in "A Streetcar Named Desire"? a-Kirk Douglas, b-Karl Malden, c-Burt Lancaster, d-James Franciscus.
7. Lombard Street is famous for a steep, one-block section with eight hairpin turns in what city? a-Boston, b-San Francisco, c-Seattle, d-Washington, D.C.
8. "Dancing in the Street" was a 1964 Motown hit for what girl group? a-The Marvelettes, b-The Supremes, c-Martha and the Vandellas, d-Ruby and the Romantics.
9. Whose 1984 debut novel was "The House on Mango Street"? a-Sandra Cisneros, b-Toni Morrison, c-John Berger, d-Donna Tartt.
10. What movie was promoted with the tagline "On every street in every city, there's a nobody who dreams of being a somebody"? a-"Forrest Gump," b-"Rocky," c-"Taxi Driver," d-"Midnight Cowboy."

Answers to "Street Smarts": 1-d, Oscar; 2-a, Perry Mason; 3-b, Fleet Street; 4-b, "My Fair Lady"; 5-c, Bruce Springsteen; 6-b, Karl Malden; 7-b, San Francisco; 8-c, Martha and the Vandellas; 9-a, Sandra Cisneros; 10-c, "Taxi Driver".

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Drew Ferrara, Your Bucks County

Real Estate Specialist

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Ask the Expert - Getting a Mortgage



Q How much paperwork is needed for a mortgage application?

A Lenders are trying to reduce the amount of required paperwork for mortgages, but the list is still long. It is wise to gather the documents before you apply for a mortgage.

- W-2 forms for one or two years if you collect a paycheck.
- Profit and loss statements or 1099 forms, if you own a business.
- Self-employed borrowers may have to submit a current-year profit and loss statement, especially if the year is more than half over or they haven't filed their

prior year's tax return.

- Recent paycheck stubs. Loan guidelines typically specify one month of verified income. Employees who are paid electronically may be able to print out paycheck stubs.
- You will be expected to provide tax returns, including all the pages and schedules for one or two years.
- A list of debts tells the lender how much you owe each month, for credit cards, student loans, car loans, child support payments, and the minimum monthly payments and balances.
- The lender then calculates your debt-to-income ratio, which is key to the loan decision.
- Current bank statements, and possibly previous bank statements will identify the source of your down payment money. If you saved up for your down payment, without gifts from family, your bank record will show that.
- Renters will be asked to supply 12 months of cancelled rent checks and bank statements showing that the rent was paid on time.
- The lender will check your credit reports. So, months or weeks before applying for a mortgage, check your own credit report and correct any errors.
- A list of assets including bank accounts, mutual fund statements, real estate and auto titles, brokerage account statements, and records of any other investments or assets.

I am a Licensed Mortgage Loan Originator, and I can help you navigate the entire process.

Kitchen Design Trends - Guy Style



Some say kitchens are becoming the new man caves. Men say they do want to cook but would like kitchen features that are more appropriate for their sizes and tastes. Kitchens of Montana, Santa Monica, Calif., says men like ...

- Bold darker colors offset by black or white, a crisp and clean style.
- Beefed up hardware. They are more comfortable with larger handles on drawers and cabinets and like brass and bronze hardware.
- Colorful appliances and gadgets. Red ranges are a favorite as are

small appliances of the same color.

- A second sink. They want simple hardware on it and a spray-faucet attachment worthy of a firehouse, says New York architect James Ramsey.
- Elevated counters, or at least one elevated counter. One recent remodeler raised the central island by 2 inches, making it 38 inches high.
- A wireless sound system and TV that can be controlled with a smartphone. New York designer Bob Schwartz likes the Sonos system (pictured) for its compactness and great sound.
- Very tough surfaces on counters. Designer Young Huh says Caesarstone and Silestone are big names in this category. Some men like to tenderize meat or saw a large bone in half without damaging the counter.
- Heavy duty power for ranges, exhaust systems and dishwashers. With a powerful stove, choose a hood designed for high BTUs, which will also clear the cooking smoke a guy can create.
- A higher vent hood. Avoid head bumps: hang the hood a little higher.
- Space for socializing. The center island should have seats and elbow room so guests can share the space with the cook.



Tap into Drew's Clues at HomesInBucksPA.com

Trend: Smaller New Construction Homes

Market developers are building more homes with millennials in mind

It could be that builders are taking a cue from retirees and millennials. They both want a reasonably sized home that's beautiful and comfortable but costs less than the new homes builders have been constructing.

In some areas, high home prices have almost closed off the new-home market to young buyers, but that's changing fast. Local builders and national companies are now offering entry-level homes. They can cost about 30 percent less than a builder's other offerings.

As one builder put it, there are only so many people who can afford to buy a home for \$400,000. So they are building homes that will cost much less.

Many millennials are willing to sacrifice luxury for affordability. One couple quoted in Bloomberg Businessweek bought a home with particle board cabinets and a small yard, but the price was right and they wanted to build home equity.

They say that after they have kids, they can buy their dream home with a big backyard. At that time they will be making a lot more money.

A time to buy now?

Real estate advisors say that if a millennial or retiree can find an entry-level home they like and can afford, it would be a good time to buy it.

Everything related to homes could rise in the future, including land prices and mortgage interest rates.

The Federal Reserve has begun raising interest rates for the first time in seven years, which could nudge mortgage interest rates higher.

Contact me, I can help you find your Dream Home.

Student Debt and Mortgage Qualification

Student loans can make buying a home a challenge because they can be included in the buyer's debt-to-income ratio, or DTI, the percentage of monthly income that is spent on payments for mortgages, loans, and minimum credit card payments.

This ratio is one factor lenders use to decide whether a buyer can afford a mortgage. They prefer a DTI ratio of 36 percent, but sometimes make allowances. The house payment is an important part of DTI, affected by the home's price, taxes and interest.

Whether student loans are included in DTI depends on the type of loan. For a conventional mortgage or VA loan, student loans will be included even if the payments have been deferred.

If you apply for an FHA loan, student loans will not be included if the payments have been deferred for at least 12 months.

The best plan to get started in a home if you have student loan debt is to have less debt, make more money, or move debt around, according to housing writer Marcie Geffner.

Don't get a car loan if you want a house. Settle for a used car that you can pay cash for. Pay off installment debt and don't use credit cards. Some lenders will remove an installment payment if the loan will be paid off within 10 or fewer payments.

An option that may be open to some is to pay off all or part of a student loan with a private loan from family.

Married buyers may be able to move their debt around if they don't live in a community property state. They could refinance an existing auto loan and put it in the name of the spouse.

You can also increase income. Generally, income must be documented for two years to be included in DTI. But a buyer's college history can make up almost all of that two-year time frame. A new job isn't necessarily a negative, especially if it comes with a higher salary. You must have 30 days of pay stubs.

With my extensive experience in Home Financing, I can answer all your questions.

"Newtown Station", Newtown Boro.

4 Bedroom, 4.5 Bath End-unit Carriage Home.

Best of the bunch when it comes to location, upgrades & amenities.

\$900,000



Langhorne

5 Bedroom, 6 Full and 1 Half Bath Colonial on 1 full acre. All brick with stunning In-Ground Pool with all brick Pool house.

Right on the Newtown border

\$899,900



"Westover", Yardley, Lower Makefield Township.

4 Bedroom Three Bath Ranch on 2/3 Acres. Substantial recent upgrades, including Cherry Cabinets, Soapstone Counters and Slate backsplash.



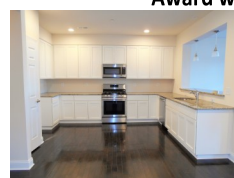
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New Construction: Townhomes with 2,000+ sq ft of living space. Main Bedroom with Sitting Room, full basement plus attached 1 car garage all included. Award winning Pennsbury Schools.



Visit PennsPoint.com for Floorplans and Options

If you own land in Bucks County I'd love to talk with you. I have working relationships with many builders throughout the County that are always looking for land to build on. Whether you think one home or a whole community could be approved, We are interested! Contact Drew!



Land Wanted!

"Reserve at Yardley", Lower Makefield Twp.

158 Year-old Farm House completely renovated as New Construction. 1.7 Acres. 4 Bedrooms, 3.5 Baths.

\$739,900



Lower Makefield Township

Charming 5 Bedroom, 3 Bath Classic Farm House situated on over 2 acres. Beautifully remodeled Kitchen. Pennsbury Schools.

\$559,900

