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Your Real Estate Expert
WILLIAM PENN. REALTOR AND GOVERNOR-BUCKS COUNTY
Bucks County Neighborhoods

Late Winter 2015



Contact Drew:
215-369-HOME
215-620-1107 (Direct)
Drew@HomesInBucksPA.com
73 East Afton Avenue
Yardley, PA 19067



Here are Just 16 Examples of the Many Homes in Bucks County

SOLD by DREW

in 2014. Drew Represented the Sellers of these and many other Homes, as well as Buyers.

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Drew Ferrara
RE/MAX TOTAL

Trivia Teaser - Having a Ball

1. What sportscaster led the crowd in singing "Take Me Out to the Ball Game" during the seventh inning stretch of Chicago Cubs baseball games? a-Jack Brickhouse, b-Harry Caray, c-Dick Vitale, d-Vin Scully.
2. What female singer had a number one hit in 2013 with the emotional song "Wrecking Ball"? a-Rihanna, b-Lady Gaga, c-Miley Cyrus, d-Katy Perry.
3. What actress won an Academy Award for her performance in the 2001 movie drama "Monster's Ball"? a-Hilary Swank, b-Amy Adams, c-Julianne Moore, d-Halle Berry.
4. What name is used for the ball in the game of jai alai? a-Jack, b-Cesta, c-Pelota, d-Poker.
5. What company introduced the bouncy toy Super Ball in 1964? a-Hasbro, b-Mattel, c-Wham-O, d-Marx.
6. "The Prince is Giving a Ball" was a song featured in which Rodgers and Hammerstein musical? a-"Carousel," b-"Cinderella," c-"South Pacific," d-"Flower Drum Song."
7. Lucille Ball costarred in four feature films with what comedian, including "The Facts of Life," "Fancy Pants," and "Critic's Choice"? a-Bob Hope, b-Don Knotts, c-Jackie Gleason, d-Bob Newhart.
8. The Great American Ball Park is the home field for which Major League Baseball team? a-Kansas City Royals, b-San Francisco Giants, c-Washington Nationals, d-Cincinnati Reds.
9. What rock band hit the top ten on the album chart in 1969 with their third studio album "Ball"? a-Iron Butterfly, b-The Velvet Underground, c-Pink Floyd, d-The Grateful Dead.
10. What color is the ball used as the tiebreaker in the game of snooker? a-White, b-Red, c-Black, d-Green.



Answer to 'Having a Ball': 1-b, Harry Caray; 2-c, Miley Cyrus; 3-d, Halle Berry; 4-c, Pelota; 5-c, Wham-O; 6-b, "Cinderella"; 7-a, Bob Hope; 8-d, Cincinnati Reds; 9-a, Iron Butterfly; 10-c, Black

Thinking of Selling?...learn about my Innovative Marketing Plans & Strategies

Drew Ferrara, Your Bucks County Real Estate Specialist HomesInBucksPA.com



Ask the Expert ~ Update on Refinancing



Q Gas is cheaper. Maybe mortgages are too? I would like to check on financing. What will I find?

A You'll find some good news on the mortgage front, too. New mortgage-lending guidelines were scheduled to take effect December 1 with the largest mortgage lenders set to ease their standards in 2015.

Laurie Goodman, director of the Housing Finance Policy Center at the Urban Institute says, "The moves are going to be big, but it will take time to see the full impact of the changes."
The Urban Institute estimated that new lending standards could make it possible for as many as 1.2 million additional home loans to be made annually if mortgage availability returns to "normal" levels. Lenders say borrowers should begin to see changes soon, including faster processing times for mortgage applications. Currently, it can take two months or longer between when the application is made and when the loan is made.
New types of borrowers that lenders will accept include those with somewhat lower credit scores. Lenders will give greater leeway if a credit history suffered because of one-time events, such as a job loss or big medical bill.
Economists have maintained that tight credit could be holding back the housing recovery and dampening economic growth.
It's likely that more mortgages will be granted under the new guidelines to those with credit scores of 640 to 699 and even with scores of 620 to 639.
The new guidelines are going to be permanent, not temporary.
Experts say you will see banks expand their criteria, but some lenders are still too hesitant due to the constantly shifting regulatory environment to ease credit very soon.
I am a Licensed Mortgage Loan Originator and can help you with your Re-Fi. Contact me!

MoneyWise ~ Future Wealth

Save, invest early

For the under-35 set, the savings rate has gone from 5.2 percent in 2009 to minus 2 percent. While their increased spending is good for the economy, not saving will impair their ability to spend in the future or buy a home, according to Mark Zandi of Moody's Analytics.

Lack of savings leaves young workers without a financial cushion for unexpected expenses and for job transitions. So saving in an emergency fund should be their first goal.

Some make enough money so they could save, but spend it on their social lives and travel. Others have a retirement account at work but don't invest in it or anything else because, as one says, "It's too complicated."

How to get started on 401(k) savings

Building a nest egg might cost less than you think because employers match contributions at a generous rate. It's usually between 50 cents and 100 cents on the dollar up to a set limit, usually 6 percent of your pay. The contributions are taken out of your check before taxes.

If you earn \$30,000 annually and contribute 6 percent to your retirement plan, that works out to \$150 a month, and your employer adds \$75 to your account. You will pay \$22 less in federal withholding each month and about \$5 less to your state. In the end, contributions reduce your pay by \$123 but your account grows by \$225.

Maintain this plan for 40 years and you'll have over \$1 million socked away, says Kiplinger's Personal Finance. If you are 25 or 30 years from retirement, the total would still be amazing.

How do you find the extra \$123 a month (about \$31 a week)? Pack a lunch, buy a used car instead of a new one, or add a roommate. Or you could find it by reducing your phone and cable costs, and spend less on dining out, and clothing expenses.

Tap into Drew's Clues at HomesInBucksPA.com

Don't overpay for a top school district

Great school districts can pad home prices and some home buyers actively choose the school district as much as they shop the home. For these buyers, an expensive, but smaller home or condo is worth it if their kids get in the top public schools.

One tool for these homeowners is the jumbo loan, which today is easier to get. The amount of a loan that is considered jumbo, varies. In our area, a jumbo loan might start at \$417,000.

As it happens, jumbo loan regulations are easing and more buyers can now qualify.

According to CNN Money, rates on jumbo loans have dropped, sometimes even below conventional mortgages. Down payments requirements have been reduced and even the high credit scores for the jumbos have been loosened from 700 to 650. Buyers in areas where home values are stable or rising might especially find this to be true.

Meanwhile, more parents willing to stretch their budgets to get their kids the best education, may qualify for a jumbo. But they might have a problem buying a house.

Many jumbo borrowers still have trouble competing in markets where multiple bids and cash-only deals are commonplace, according to The Wall Street Journal.

Families may also pay too much for a home, thinking they will save money on private-school tuition.

Here's what experts say about buying a home with good public schools.

- Drew is your best choice for information on public school districts and home pricing.
- Define your needs. School ranking alone shouldn't drive your decision. Schools in less sought-after districts may have better college admission rates. You'll get the house you need with the school you want.
- Private schools. A less-expensive home in a neighborhood or county that allows you to pay for a competitive private school nearby might be a better choice than tying up all your money.
- Look at up-and-coming communities. Find one built around a new school. When you do that, property taxes go up, tax receipts go up, and it's likely to flow back to the school district. There are a number of new schools being built in our area

Technology Today

Sony's new camera shoots great photos in the dark

If you're a photo/video geek, check out the camera that has photographers salivating since it was released.

USA Today's reviewer Jefferson Graham says he spent a month with the Sony A7S and it's by far his favorite camera released in 2014. Here are some of his reasons why:

- Shoot photos silently: No shutter sounds as with other digital single-lens reflex cameras. That will make shooting a wedding or any more quiet occasion much less intrusive.
- Shoot at night with great results: The A7S can shoot great photos and videos in low light with very good results. Graham himself tested the camera in a pantry with the door closed. He was impressed with the results.

But don't expect to get this for small change. It is expensive at \$2,500 for the body alone and there still are not many lenses developed for it. But they are coming.

While you can go beyond 1080p to shoot super-high resolution 4K HD video, you might want to spring for an external \$2,000 recorder to do so.

Sony's A7S is a compact "mirrorless" camera, one of several alternatives to big, bulky SLRs that ditch the mirror to offer a smaller yet robust camera.

The A7S is Sony's new top-of-the-line model. It has a larger "full frame" image sensor than you'll find on most DSLRs, and similar to Canon's 5D Mark III, the camera loved for its cinematic look.

How did Sony create its low-light breakthrough? They say its pixels are bigger so they can pull in more light.



Beautiful Center-Hall Colonial in Bridle Estates 5 Bedrooms, 2.5 Baths. 31' Conservatory with vaulted ceiling. Lovely In-ground Pool. Cul-de-sac location



\$750,000

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 to build on. Whether you think one home or a whole community could be approved, We are interested!



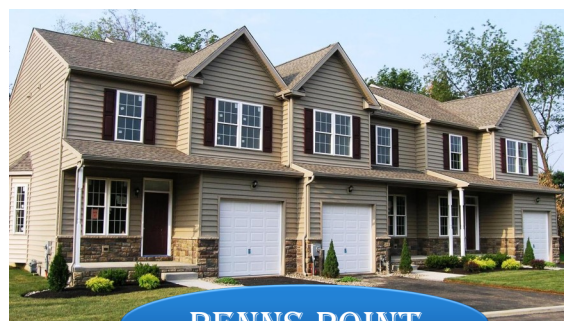
Land Wanted!

Bristol Boro - 3 Bedroom 2.5 Bath Custom built river front salt-box colonial was built with attention to detail. Now freshly rehabbed with today's desired amenities including stainless appliances & a river deck built to entertain, this home is ready for it's next water-loving owner! Flood Insurance NOT required.



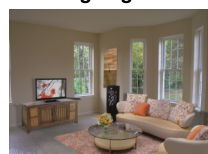
\$525,000

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Falls Township - Willowood. 3 Bedroom home with 1.5 new Bathrooms. Beautifully upgraded kitchen leads to expanded Great Room with French Doors to large patio and fully fenced-in yard.



Pennsbury schools.

\$207,500

Brand New Home in premium location across from Core Creek Park! 4 Bedrooms, 2.5 Baths, total of 12 Rooms with 2,800+ Sq Ft. Wychwood Lane & Bridgetown Pike, Langhorne. Pick your flooring and move right in!



\$550,000

New Construction

Tremendous brick-front center hall colonial in Lower Makefield Township offers gleaming hardwood flooring, a granite island Kitchen opening to a Sun Room addition and a finished walk-out Basement. 4 Bedroom, 2.5 Baths; 4,800+ Sq. ft. sited on .66 Acres.



\$584,900