



## Come Home to a House You Own

**It's more than a great feeling—it's a smart investment for everyone.**

Homeownership has historically been one of our most important symbols of accomplishment—it is the tangible fruit of our education, skills, experience and hard work. Today, owning residential real estate is much more. It is a personal investment that can be almost as important to your financial future as your 401(k).



Skeptical? John Snow, president of Liberty Financial Mortgage Company in Alpharetta, shares some of the top reasons that homes make great investments.

**1. Mortgage payments are a type of forced savings program.** Unlike rent payments, a portion of the money spent in mortgage payments goes toward building equity. And not only is the interest that you pay on your mortgage tax deductible, but the equity that builds over time can help you qualify for other tax-deductible loans to pay for a car, your child's college or home improvement.

**2. Homeowners operate under a kinder and gentler tax code.** Besides the interest that is deductible on a home mortgage, you can avoid taxes on profit from selling your home by buying another home of equal or greater value within two years. Further, the IRS allows you to avoid taxes on up to \$250,000 (or \$500,000 if you are married and filing jointly) of profit when you sell your home after living in it for two or more years.

**3. Real estate is one of the most stable investments you can make.** While a potential real estate "bubble" has been in the news recently, history shows that the bad times in real estate have always been temporary. According to figures from

the National Association of Realtors, a national bubble has never occurred. In fact, records indicate that real estate investments produce an average annual return of 6.3 percent.

For these reasons and many more, says Snow, smart investors are using the advantages of residential real estate ownership to increase their personal wealth. They own their own homes, upgrade homes when the market supports it, use home equity to make other purchases at a lower overall cost, and purchase additional homes as residential rental properties.

“This investment schema isn’t only for the wealthy, but an opportunity for all income levels,” Snow says. “However, people often put off making residential real estate investments because they believe they can’t afford it. In most cases, they are wrong. We assist customers under almost any circumstances,” he states. “All credit scores are welcome. We also offer what we call ‘No Doc’ loans for self-employed borrowers. This type of mortgage takes into account that the financials of small business owners look different than those of employees.”

For borrowers who want to make an investment that, due to size or location, is more than they can afford with a traditional 30-year mortgage, 40-year mortgages are available. By extending the repayment period by 10 years, borrowers can reduce the size of the down payment and monthly payments.

Mortgages for second homes and investment properties, such as condotels and duplexes, are available with 100 percent financing. Home equity loans, also called second mortgages, are currently available with no closing costs, and because Liberty Financial Mortgage Company is a local lender, Snow and his associates can close a loan in as few as five days. When applicable, closing fees are guaranteed.

Like a national bank, Liberty Financial Mortgage Company can lend in 48 states and offers the services of loan officers with more than 100 years of combined experience. Unlike a national bank, the majority of the company’s production comes from referrals from previous customers and local real estate

professionals who expect excellent service. Snow is available by telephone 24 hours a day, seven days a week, to help ensure that his customers get the property they want, the quickest way possible.

“We have a ‘Customer For Life’ principle of doing business here,” Snow says as he explains his working hours. “People come to us for better quality, personal service. We don’t just want to help them buy their first home—we want to be the natural choice when customers want to leverage their current real estate investments or research new investment opportunities.”

*Jill Taylor is a local freelance writer.*

*For more information about Liberty Financial Mortgage Group visit [www.lfmtg.com](http://www.lfmtg.com) or call 678-684-4444.*