

**BROKER
KATIE'S**

MONTHLY NEWSLETTER

Local Happenings Around Lane County & Some Real Estate News

HAPPY NOVEMBER!

The rain is upon us and it is very Fall-like outside. Hopefully you were able to finish up any outdoor projects before the rains hit us but we had a pretty dry October to work with. Check out the latest Nov happenings.



LOCAL HAPPENINGS

- Every Sat- OR Duck Football
- 1-5th- Les Misérables at The Hult Center
- 3-5th- Gem Faire
- 3rd- Rally in the Alley
- 4th- Final Eugene Saturday Market
- 18th- Indoor Holiday Market Starts
- 18th- Let's Roll! Skate Party
- 21st- Cocktails, Crafts & Conifers
- 21st- Hoodoo's Wintervention
- 22nd- Festival of Trees
- 23th- 2022 Eugene Turkey Trot & Turkey Stuffer 5K
- 24-25th- Oregon Free Fishing Days
- 30th- Veneta-Fern Ridge Christmas Tree Lighting Ceremony



THINGS TO CELEBRATE

Holidays in November:

11th- Veterans Day

23rd- Thanksgiving



REMINDER

TAX



You will be getting your tax bill in the mail. It will show that you owe taxes but if you bought with a loan it is almost a certainty that it is getting paid from the escrow account that is set up for you. If you have any questions you can call your lender to check but do not pay that bill that comes in the mail!

SMALL BUSINESS SPOTLIGHT

Ok maybe I was the last to know about this place because the line took me 35 minutes to get through... but have you had a 'Locals' Donut or Pretzel yet?? Its a traveling food cart named Locals and they only makes Donuts and Pretzels. The flavor of the week rotates weekly but they have quite the cult following. The donut was good but the pretzel of the week was phenomonal. A must try!! Look where they will be on social media.




SOME HOUSING

Just like this time last year rates were around 7%. They came down a little but are now in the high 7's and some people have seen 8%. Yes people are still buying and selling but mostly not by choice. The market is finding it challenging for sellers to sell. They are having to use creative tactics to have their house be chosen. Many people took a pause last year to see what rates do but they have continued to go up. We don't know what will happen with rates but if you are looking to buy, when you lock in the current rate, you can always refinance out of it when rates go down but it wont go up.



CREATIVE FINANCING



We are still seeing lenders do 2-1 and 3-2-1 rate buydowns. In this market, most sellers are paying to buy the buyers rate down to make their property more affordable and therefore desirable. So with a 3-2-1: Yr 1 the rate and payment may be at 5% then Yr 2 at 6% then Yr 3 at 7% then Yrs 4-30 the rate would be at the current 8%. The goal of this is to get the buyer the lower payment now with the plan that they refinance out of it when rates drop in a couple years before ever hitting the 8% payment.


THINGS WITH ME

I love seeing how many of you went to the pumpkin patch and got your free pumpkin with the postcard I sent out. I hope you carved a great design in it and had it on display for all the neighbors.

I will be out of office this month from the 6th-18th as I am heading to Thailand and Singapore. I will have my computer and working from a far if anyone needs anything but not here to show houses. If you've been to either place send me a 'must see' or do or eat. I'm so excited!!



LETS WRAP UP



As always, thank you for taking the time to read my monthly newsletter. Do you have anything you would like me to include that you think would be valuable? I would love to hear from you.

And if you ever want to get together for coffee or happy hour to catch up the invite is always there. I appreciate you all so much! Thanks & have a great month!!