



# The Real Estate Resource

Newsletter For Our **Raving Fan** Customers

SEPTEMBER 2024



## MAXIMIZE YOUR SAVINGS: CUT DOWN ON YOUR UTILITY BILLS

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Utility costs can rise unexpectedly, especially during extreme temperatures in summer and winter, if you're not keeping track of your usage. However, you can keep your energy expenses in check with a few smart strategies this season:

**Reduce Consumption:** Take shorter showers, use warm or cold water instead of hot, and unplug electronics when not in use. These simple actions can help lower your energy consumption and, subsequently, your monthly utility bill.

**Fix Leaks:** Leaky pipes waste water, and gaps in windows or door frames can cause your home to lose heat or cool air. Sealing these leaks and improving insulation will help cut down on energy usage and lower your bills.

### Invest in Energy Efficient Appliances:

Though they may have a higher upfront cost, energy-efficient appliances use less power and can save you money over time, plus they may qualify for rebates and tax incentives for select appliances.



**Hello!** Welcome to our latest newsletter, your source for the best real estate opportunities and insights. Whether you're buying, selling, or just exploring, we've packed this edition with essential information to help you stay ahead in the market. Our goal is to empower you with the tools and knowledge to make informed decisions and turn your real estate dreams into reality. Feel free to reach out with any questions or to schedule a consultation.

Your Local Real Estate Agent,

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### CONNECT ONLINE OR GIVE A REVIEW

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CHOOSE TO MAKE A DIFFERENCE TODAY!

## CHANGE YOUR LIFE

The moment you decide to shift your focus to the present, everything around you begins to transform. It's incredible how much power lies in simply being here, now. Below is a great list from *Sahil Bloom* of profound wisdom that can change your mindset.



- STOP** gathering more information and start acting on the information you already have.
- STOP** complaining about things you can't control and start taking ownership over the things you can.
- STOP** focusing on being impressive to others and start focusing on being impressive to yourself.
- STOP** fearing the regret of action and start fearing the regret of inaction.
- STOP** saying yes to everyone else and start saying yes to yourself.
- STOP** waiting for the things you want in life and start acting to make them a reality.
- STOP** hoping for luck to strike and start moving to create your own.

### DAD JOKE



Why did the scarecrow win an award?

Because he was outstanding in his field!

## SUPPORT YOUR LOCAL FARMERS MARKET



Whether you're seeking a new shopping experience or looking to support small businesses, local markets are a fantastic option. Supporting local farmers boosts both your community and the economy.

Fresh, seasonal produce from local markets delivers peak flavor and nutrition. Additionally, you get to connect with your neighbors and enjoy healthier food.

Farmers markets offer a wide range of foods that align with a healthy eating pattern, covering all five essential food groups. You can build a balanced meal with seasonal fruits, vegetables, grains, proteins, and dairy products, and enjoy delicious treats along the way.

***Farmers are often happy to share cooking tips and recipes, so don't hesitate to ask for advice.***

Finally, local markets provide the perfect opportunity to try something new. Embrace the adventure and discover unique fruits and vegetables that can add variety to your diet.



## CHOCOLATE CHIP MUG CAKE



Source: [www.tablefortwoblog.com](http://www.tablefortwoblog.com)

<https://bit.ly/CCMugCake>

This chocolate chip mug cake is simple to make—just use a microwave-safe mug, a few basic pantry ingredients, and it will be ready in no time!

### INGREDIENTS

- 6 Tbsp Yellow Cake Mix
- 1 Tbsp Water
- 2 Tbsp Apple Sauce
- 2 Tbsp Milk Chocolate Chips
- Optional Toppings:** Whipped Cream, Frosting, Sprinkles, Chocolate Syrup

### INSTRUCTIONS

- 01:** Spray the inside of a microwave safe mug with non-stick spray (you want to use a mug that holds at least 8 ounces).
- 02:** Add the cake mix, water, applesauce and chocolate chips to your mug. Stir the ingredients together until smooth.
- 03:** "Bake" in the microwave at full power for 1 minute.
- 04:** Allow to cool before eating.
- 05:** Top with whipped cream, chocolate frosting, or ice cream!

## WHERE ARE RATES HEADING?

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This is an impossible question! Factually speaking, the last 90 days has been trending to lower rates. On 8/2 we saw a huge drop in rates, but sadly by late Monday rates started to trend back up until 8/9 when pricing started to lower once again. How quickly things change... and this is the moral of the story to remember.

As I'm writing this, mortgage rates are lower since now the market believes 4 rate cuts will occur in 2024. Some predict more and some less, but the weighted average is 4 rate cuts!

The best part is today's rates already have a factor of at least 3 cuts in pricing!

**So what will happen?** We believe our economy is "soft" and future rate cuts are truly "data dependent." There are 3 key reports we are watching each month which give clues to how the economy is doing. Basically, weak economic news indicates future rate cuts. Strong economic news indicates less rate cuts since rate cuts should increase economic activity.

### The next Federal Reserve meeting is Sept 17-18<sup>th</sup>

I believe the most important part is **what is said after the meeting**, not how much of a rate cut is done in that meeting. Why? Because the market is always trying to get "ahead" of actuality to make a profit.

#### What-If Scenarios:

**Scenario #1:** The Federal Reserve does **not** cut .50 point and says "higher for longer" – mortgage rates will increase quickly (in minutes) since a .75 bps cut is already factored in.

**Scenario #2:** The Federal Reserve **does** cut .50 point and says future cuts are "data dependent" – this would mean the next two big reports (PCE and Non-Farm Payroll Report, see below) will increase or decrease mortgage rates. Meaning, rates would stay where they are, but then 9/27 and 10/4 expect big swings either way. So, very volatile and I would expect fireworks.

**My Belief:** Take the bird in the hand now versus gambling on what the Federal Reserve does or reports say. **If you are looking to purchase a home or refinance, lock now and eliminate the risk/volatility.**

#### Key Dates:

- 9/18 Federal Reserve concludes their meeting
- 9/27 PCE (Personal Consumption Expenditures) report – talks about inflation
- 10/4 Non-Farm Payroll Reports – talks about the job sector

## IS NOW A GOOD TIME TO REFINANCE YOUR MORTGAGE?

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This is a very easy question to answer. Maybe.

I tend to get frustrated with the "one size fits all" mentality. When it comes to your home and your mortgage, we take the conversation very seriously and it is personally tailored to your needs and situation.

Much like going to your doctor for a check-up, a mortgage and financial "check-up" is a healthy and wise thing to do annually. We can enjoy a conversation discussing your desires, look at your current mortgage rate and terms, other debts at higher interest rates, home improvement projects you may be considering as well as big expenditures on the horizon. A minor decrease in mortgage interest rates may not initially seem significant, but this may save you tens of thousands of dollars in interest expenses and may improve your monthly cash flow.

For those with ultra-low rates, a mortgage check-up is still important. Life happens and there are many scenarios we can help: divorce and debt are two of the big reasons and then cash out for renovation or life events is a third.

So, is now a good time to refi? Find out with a free mortgage check-up!



### MEET MY TRUSTED MORTGAGE PARTNER

## Michael Skerbetz

Mortgage Specialist

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NMLS #135972

### Apply Online Today!

[www.CallEquity.com/Michael-Skerbetz](http://www.CallEquity.com/Michael-Skerbetz)

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**Michael Skerbetz** is committed to providing low rates, great programs and a quick, easy purchase process.

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FL MLDB5937, PA Equity Resources, Inc. By refinancing an existing loan, total finance charges may be higher over life of loan. Certain restrictions apply, call for details. Corporate NMLS 1579.

**NEED CASH FOR HOME IMPROVEMENTS OR A VACATION? CALL TODAY!**

**3**

## SEPTEMBER CELEBRATIONS

September 11 ..... Patriot Day  
September 12..... National Day of Encouragement  
September 13..... National Doodle Day  
September 14 ..... National Coloring Day  
September 15..... National Online Learning Day  
September 16..... National Tattoo Story Day  
September 17..... National IT Professionals Day  
September 18..... National Cheeseburger Day  
September 19..... Talk Like a Pirate Day  
September 20..... National Care For Kids Day  
September 21..... Miniature Golf Day  
September 22 ..... Fall Equinox (First Day of Autumn)  
September 23 ..... National Baker Day  
September 24..... National Punctuation Day  
September 25 ..... National Comic Book Day  
September 26..... Johnny Appleseed Day  
September 27..... National Chocolate Milk Day  
September 28..... National Neighbor Day  
September 29..... National Coffee Day  
September 30..... National Hot Mulled Cider Day

## GREAT CLIENT STORIES!

Every situation is unique, but refinancing may be a great way to consolidate debt and lower your stress. Here are some examples of client savings!

*Our client did a cashout refinance on the home they owned free and clear. **They paid off \$6,700 on three credit cards, plus got over \$150,000 for home improvements and investments.** They found a few acres with a cabin that they plan to buy and use for weekend getaways and so their grown children could also enjoy the property.*

*Also, we helped another client refinance after a divorce to remove their ex-spouse, plus paid off \$27,800 on six high interest credit cards. They also switched from FHA to Conventional, removing Mortgage Insurance, **plus got over \$800 cash at closing!***



**"Love the trees until their leaves fall off, then encourage them to try again next year." - Chad Sugg**

## RAVING FAN TESTIMONIALS



### GREAT EXPERIENCE

*Working with my local realtor was a great experience. They were kind, professional, knowledgeable, and always kept me informed throughout the process.*

*Their communication and attention to detail made everything smooth and stress-free. I highly recommend to anyone looking to buy or sell a home.*

### UNWAVERING COMMITMENT

*I couldn't have asked for a better realtor. Their deep knowledge of the market and unwavering commitment ensured I found the perfect home. From start to finish, their professionalism and genuine care stood out. I wholeheartedly recommend to anyone embarking on their real estate journey.*

**We ♥ Referrals!**

After you've enjoyed this newsletter, please forward it to a family member, friend, neighbor or coworker.