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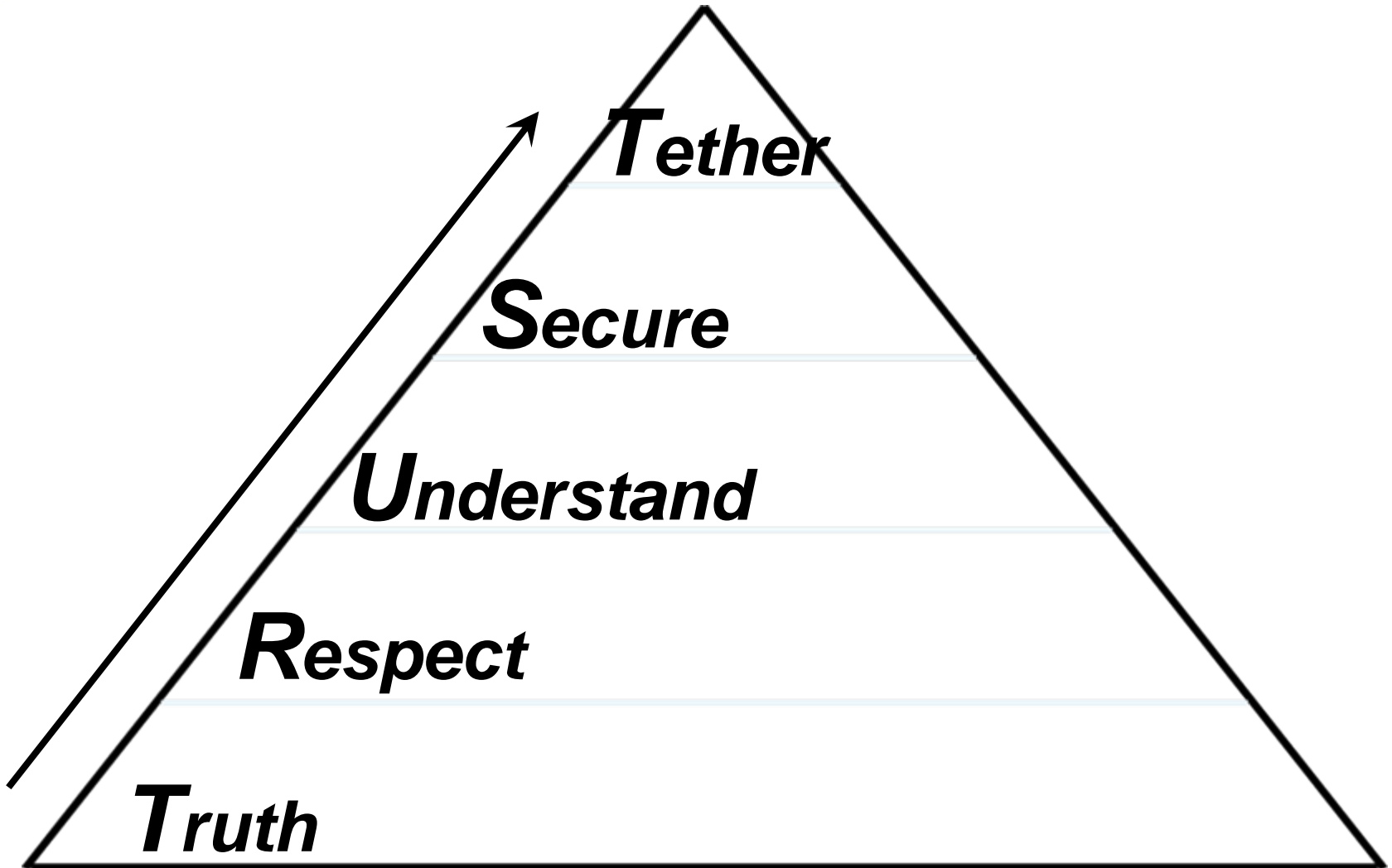


"The secrets to buying & financing your next home."

The American Dream System

- 1) Dreams
- 2) Goals
- 3) Plans
- 4) Reality
- 5) Service
- 6) Expertise
- 7) Integrity
- 8) Referral

TRUST

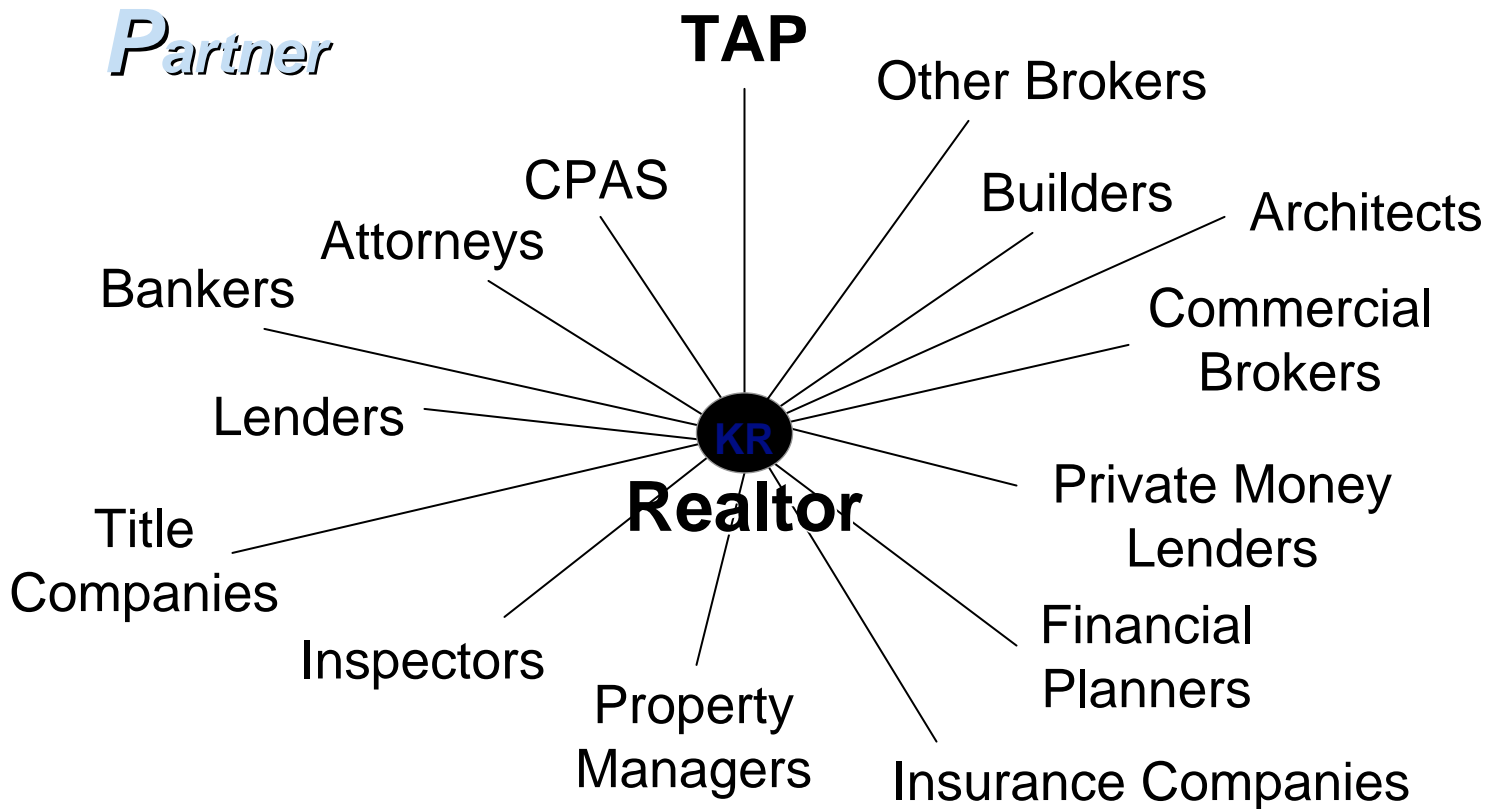


RELATIONSHIP REFERRAL NETWORK

Trusted

Adviser

Partner



Perfect Opportunity Facts

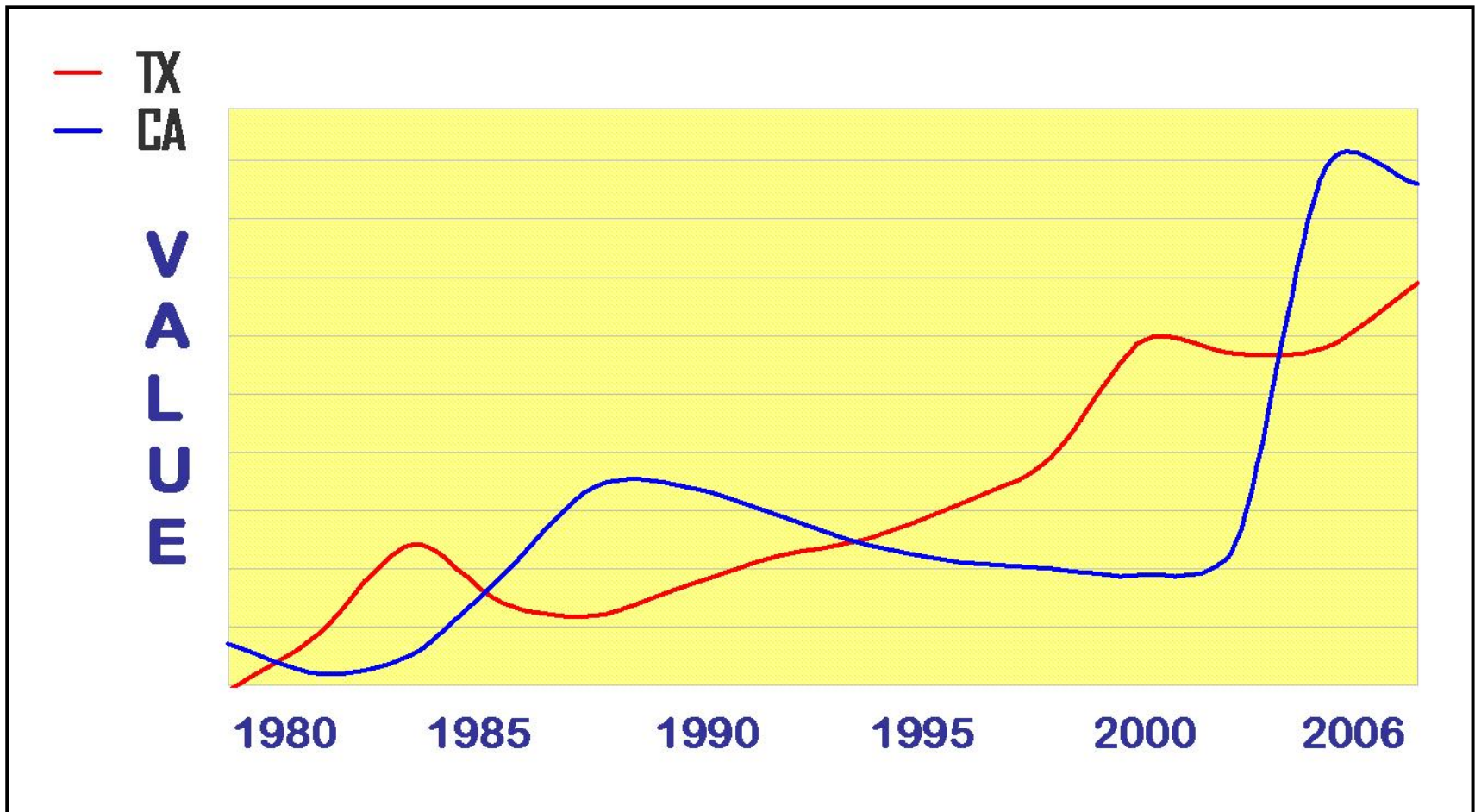
- Lowest interest rates in history Under 5 % apr
- Rental market very strong with lowering inventory – Occupancy 95-97%
- Government stimulation - \$8000 Tax Credit
- Buyer's Market

APPRECIATION IN AUSTIN

- Solid Appreciation (in a buyer's market?)
- Austin ranked 6th Highest rate in the Nation by www.OFHED.gov with average appreciation rate of 4.44 % for 2007 and 34.35% in the past 5 years

Texas Overall Ranked 4th in the Nation

COUNTER-CYCLE TO THE COASTS



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- Kenn Renner will be at the DR Horton Creekview Subdivision this Saturday from 1-5 P.M. - you can meet with him anytime and discuss your real estate needs.
- Take Parmer Lane to Brushy Creek Road, go west. Right on Vista Ridge Blvd. Left on East Park Street.
- Follow up seminar and workshop on Thursday, April 30th at 6:30 PM
- Minh's Cafe
- 12221 Riata Trace Pkwy
Austin, TX 78727
(512) 249-6464
- Watch Kenn on "House Hunters" this Sunday, April 19, 2009 @ 4:00 P.M. on HGTV as he tours homes in Round Rock and Pflugerville!

HOME BUYING

Renting vs. Owning:

1) SECURITY - No lease / no rent increases.

RENT is more expensive than a
HOME PAYMENT.

When a lease expires you won't be forced to
MOVE.

***Secret - Don't let a lease keep you from buying a home!

HOME BUYING

Renting vs. Owning:

2) TAX BENEFITS

Interest on a home is TAX DEDUCTIBLE.

Most of your home payment is INTEREST &
PROPERTY TAXES.

*** \$8,000 Tax Credit from the IRS - Yippie!!!

HOME BUYING

Renting vs. Owning:

3) INVESTMENT

LEVERAGE is the key.

Much of the average American homeowner's net worth is reflected in the EQUITY IN THEIR HOMES.

Secret: Make one extra payment and pay off in 20+- years

Make sure you know the truth about foreclosures / HUD & REO

HOME BUYING PROCESS

The 10 Steps:

Step 1) DECIDE & COMMIT.

Make homeownership a GOAL.

And never GIVE UP.

*** 3% of the U.S. have written goals

HOME BUYING PROCESS

The 10 Steps:

Step 2) PLAN. - Mind & Heart - Why? And How will I feel?

Take time to do a Self ANALYSIS.

Assess your MOTIVES, NEEDS & WANTS

TIMING, FINANCES, CREDIT.

***Needs & Wants, What is important about _____?

HOME BUYING PROCESS

The 10 Steps:

Step 3) CONSULT. (Meet, Phone, via Computer)

CONSULTATION is the key.

Discuss objectives, concerns & make a plan.
It is very important to know who the Realtor

REPRESENTS.

Most agents represent the SELLER.

To avoid conflict of interest, it is best to find
a BUYER'S AGENT.

HOME BUYING PROCESS

The 10 Steps:

Step 4) A PPLY FOR FINANCING .

Who you choose as a LENDER is as important as who you choose as a REALTOR .

Find a highly recommended & reputable Lender - not an interest rate Q UOTE .

Your lender will be looking at your INCOME , ASSETS , and your LIABILITIES .

You will be issued a letter of PRE-APPROVAL .

HOME BUYING PROCESS

The 10 Steps:

Step 5) SEARCH FOR & FIND PROPERTY .

You will TOUR neighborhoods & properties.

There will be many FACTORS &

CONSIDERATIONS .

There are pros & cons between NEW &

RESALE homes.

Does it feel like HOME ?

HOME BUYING PROCESS

The 10 Steps:

Step 6) NEGOTIATE Agreement

Your agreement will determine the TERMS
& the TIMING for your purchase. You will
put up a deposit called

EARNEST MONEY.

Your agreement will determine who will pay
CLOSING COSTS.

HOME BUYING PROCESS

The 10 Steps:

Step 7) CONTRACT Processed

Earnest Money & Option Fee DEPOSITED .

Title, Inspection, Appraisal, Survey, Warranty Insurance & HOA documents ORDERED .

Loan continues to be PROCESSED &
UNDERWRITTEN .

HOME BUYING PROCESS

The 10 Steps:

Step 8) INSPECTION Performed

Inspection REVIEWED & Repairs are
NEGOTIATED.

If further investigation required, the option
period may have to be EXTENDED or the
contract can be CANCELLED.

*** Unrestricted right to cancel during option period

HOME BUYING PROCESS

The 10 Steps:

Step 9) CONDITIONS Satisfied

All CONDITIONS agreed to by the parties are performed & CONTINGENCIES removed.

All loan conditions are satisfied & DOCUMENTS are forwarded to the Title Company.

Buyer performs a FINAL walk-through.

HOME BUYING PROCESS

The 10 Steps:

Step 10) CLOSING & HOME OWNERSHIP

Closing is performed at the TITLE Company.

The closing is where you gain TITLE.

You leave the CLOSING with the KEYS.

Enjoy the BENEFITS & RESPONSIBILITIES.

Your Pros SAY! "Thanks for the opportunity to serve you," and asks for a REFERRAL.

WHO'S INVOLVED?

Average Home Transaction:

**Buyer will have direct contact with these professionals.*

*Who will help put all of these professionals
to work for you?*

WHO'S INVOLVED?

Average "Resale" Home Transaction:

Buyer & Buyer's Spouse*

Seller & Seller's Spouse

Buyer's Agent*

Buyer's Agent's Assistant*

Listing Agent

Listing Agent's Assistant

Credit Reporting Agency*

Property Inspector*

Termite Inspector*

Structural Engineer/Contractor*

Loan Officer*

Loan Processor*

Underwriter

Decorator*

Repair Person*

Insurance Agent*

Appraiser

Surveyor

Title Officer*

Closer*

WHO'S INVOLVED?

Average New "Tract" Home Transaction:

Buyer & Buyer's Spouse*

Buyer's Agent*

Buyer's Agent's Assistant*

On-Site Agent*

Builder's Sales Manager

Decorator*

Superintendent

Credit Reporting Agency*

Property Inspector*

Loan Officer*

Loan Processor*

Underwriter

Insurance Agent*

Appraiser

Surveyor

Title Officer*

Closer*

HOME BUYING PROCESS

Pre-Approval / Approval:

1) INCOME

Salaried (W-2) borrower's income is based on the GROSS.

Self-employed (1099 & Corp) is based on the NET.

***Secret - Buy the home before you go self-employed

HOME BUYING PROCESS

Pre-Approval / Approval:

2) LIABILITIES

Credit Reports - FICO Scores Rule the ROOST!

About 45 % of your monthly income can go to all debts combined.

Buy the HOUSE before the CAR.

HOME BUYING PROCESS

Pre-Approval / Approval:

3) ASSETS

Cash to close can also come from the SELLERS,
BUILDER, LENDER & REALTOR.

*** Many buyers tap their 401K or their parents

HOME BUYING PROCESS

Pre-Approval / Approval:

4) PROPERTY

An APPRAISAL of the property will be done to determine fair market value.

THE IRS's Great Giveaway

The \$8,000 Federal Housing Tax Credit

Maximum amount is \$8,000

Does not have to be repaid if the home purchased is used as a principle residence for 3 years

Purchaser and spouse who have not owned a home within the last three years

Must purchase from unrelated party

THE IRS's Great Giveaway

The \$8,000 Federal Housing Tax Credit

Income limits:

Those making no more than \$75,000 (individual return) or \$150,000 (joint return) may receive the full amount

If more than \$95,000 (indiv) or \$170,000 (joint), buyers are ineligible

Those between these two points can receive a partial payment

THE IRS's Great Giveaway

The \$8,000 Federal Housing Tax Credit

Any single family residence

Must be used as a principal residence

**Must close the transaction between January 1 and
December 1, 2009. Claimed as a part of the
buyer's 2008 or 2009 tax return**

Refundable:

-Not a reduction of your taxable income

-Reduces your tax liability

**Purchaser and spouse who have not owned a home
within the last three years**

THE IRS's Great Giveaway

The \$8,000 Federal Housing Tax Credit

<http://www.irs.gov/newsroom/article/0,,id=204671,00.html>

For a copy of IRS Form 5404 go to:

<http://www.irs.gov/pub/irs-pdf/f5405.pdf>

**** Kenn Renner and Kenton Brown are not tax advisors. Please check with your tax professional regarding any and all information dealing with this tax credit or any other tax related issues.**

ACTION PLAN:

READY, WILLING and ABLE

- 1. Make a decision for home ownership*
- 2. Call, Text, Email Kenn Renner or Kenton Brown to set up a time to meet and consult. Can be done in person, on the phone or via computer conference.*
- 3. Get ready, get set and go!*

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Kenn and Kenton's Great give-aways!

Our way of saying thanks for attending we look forward to serving you now or in the future - whenever you are ready we will be available to help!

Kenn Renner - 512-423-5626

Kenton Brown - 512-637-9117