

As an example, let's look again at that \$200,000 home. Unlike your rental unit, your home usually appreciates over time. Instead of assuming average growth, we assume a slightly slower 4.0% rate of growth.\* At this pace, in the third year of ownership, your home has appreciated to a modest \$216,320. After ten years, your \$200,000 home will be worth \$284,862. Not only do you earn a rate of return on your original purchase price, you also get a return on any subsequent appreciation.

*\*Average annual price appreciation in the last 40 years was 5%.*

## “Appreciating” Returns

Year	Price Growth	Home Value
1	4.0%	\$200,000
2	4.0%	208,000
3	4.0%	216,320
4	4.0%	224,973
5	4.0%	233,972
6	4.0%	243,331
7	4.0%	253,064
8	4.0%	263,186
9	4.0%	273,714
10	4.0%	284,662

**Total Appreciation After Ten Years      \$ 84,662**

## Homeownership Builds Wealth for Households

The Federal Reserve Board estimates that homeowners' net worth has ranged between 31 and 46 times more than that of renters in the years 1998 to 2013. In 2013, the median net worth for homeowners was \$195,400 compared to \$5,400 for renters. Even after house price declines, several years ago, narrowed the differential between homeowners and renters, typical homeowners still had more than 34 times greater net worth than typical renters. How do you build up your net worth? As a homeowner, you build wealth in two ways: through paying down the principal on your mortgage and through those “appreciating returns” on your home.

We've already seen how your \$200,000 home could be worth \$284,662 in ten years. In addition, you are paying down the principal on your mortgage. Remember that \$200,000 you borrowed at 5 percent over 30 years – that debt amount is decreasing every month and every year as you make payments.

Year	Home Value	Mortgage Debt	Net Worth
1	\$200,000	\$187,197	\$12,803
2	208,000	184,250	23,750
3	216,320	181,153	35,167
4	224,973	177,897	47,076
5	233,972	174,475	59,497
6	243,331	170,877	72,453
7	253,064	167,096	85,968
8	263,186	163,120	100,066
9	273,714	158,942	114,772
10	284,662	154,550	130,112

After the first year, you now only owe \$187,197 on a home that is worth \$200,000. As your home price grows, the amount of wealth that you net from appreciation will increase. At the same time, mortgage payments reduce your outstanding debt. As your debt decreases and the home value increases, you accumulate wealth from the value of your home. In addition, over this ten-year period, you will have a lower after-tax payment for housing. Each year as your home appreciates and you continue to pay down your mortgage debt, you increase your own net worth.

## Why Buy Now?

Prices and price appreciation are not the only factors that should drive your decision. Currently, interest rates are coming off of generational lows that greatly improved the affordability of homes. Further on the annual cost table, you can see that even if home prices decline slightly, the possible tax savings of owning a home can lead to a lower cost for the buyer, not the renter. Finally, and most importantly, when you have made the decision to commit to homeownership because you are ready, market conditions are a secondary concern. In fact, the NATIONAL ASSOCIATION OF REALTORS® 2014 Profile of Home Buyers and Sellers found that more than half of first-time buyers purchased a home because the buyer was ready to make the commitment to homeownership.

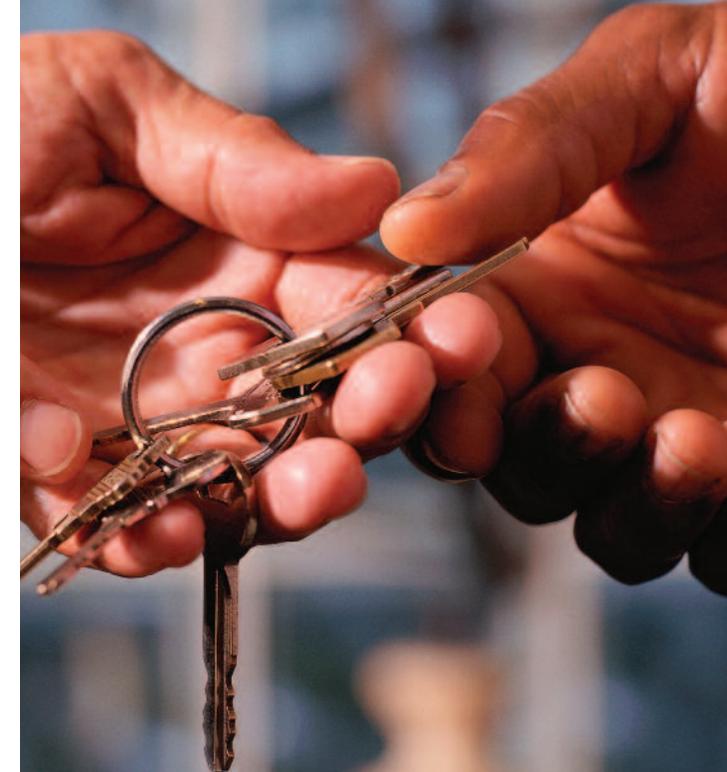
## Homeownership– It's NOT Just About Money

The “numbers tell the story” examples should ease your mind about the financial aspects of becoming a homeowner. But there are other, non-financial benefits to homeownership that may partially explain the fact that buyers buy when they are ready. Several research studies indicate that homeownership adds to the value of communities, has positive effects on children, and even contributes to increased voter participation rates.

## Homeownership: The American Dream

More than two thirds of American households own their home. They know the benefits of homeownership, from the accumulation of home equity, other financial benefits, and the pride of owning a place of their own. They also had to take that first step of deciding “I'm ready to be a homeowner.” REALTORS® assisted many of today's 75 million homeowners in both their decision to buy and their first home purchase. REALTORS® are real estate professionals who are members of the NATIONAL ASSOCIATION OF REALTORS® and who abide by the Association's strict Code of Ethics and Standards of Practice. They can help guide you to first-time homebuyer programs in your area, as well as assist you in searching for and buying your home.

Why rent when you can buy?



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## Are you unsure about becoming a HOMEOWNER?

## Do you wonder about the TAX INCENTIVES?

## Are you worried about whether homebuying is a good INVESTMENT?

Buying a first home can be an intimidating process.

But the first step is deciding if: I want to own a home;

I can afford to own a home; owning a home makes

sense for me financially and emotionally. If you are still

struggling with those decisions, here are some facts that

might help you take that first step towards becoming

a homeowner.

## Rents Increase Over Time

Over the past ten years, the cost of rental housing in the U.S. has increased an average of 2.7% per year. If that trend continues, that means that an apartment or home renting for \$1,000 per month will cost more than \$1,270 a month in ten years. If you rent the same home for ten years, the total amount you would pay for rent will equal \$135,681!

Year	Monthly Rent <small>(avg. increase 2.7% per year)</small>	Total Annual Rent
1	\$1,000	\$12,000
2	\$1,027	\$12,324
3	\$1,055	\$12,657
4	\$1,083	\$12,998
5	\$1,112	\$13,349
6	\$1,142	\$13,710
7	\$1,173	\$14,080
8	\$1,205	\$14,460
9	\$1,238	\$14,851
10	\$1,271	\$15,252

**Total Rent Paid Over Ten Years \$135,681**

## Owning Can Lead to Tax Savings

None of that \$135,681 is returned to you, either through savings or as an investment. Homeownership, on the other hand, often has tax advantages over renting a home, and those advantages can help you save money. For many homeowners, part of the monthly mortgage payment “comes back to you” in tax savings.

## An Example of Ownership

You purchase a home that costs \$200,000. Your downpayment is \$10,000 (plus closing costs – expenses incurred to actually process the transaction). You finance the balance with a 30-year fixed rate mortgage at 5 percent interest. Your monthly payments (not including utilities, maintenance, insurance, etc.) are:

## Monthly Mortgage & Tax Payments

mortgage	\$1,020
property tax (@1.25% tax rate*)	208
<b>Total Monthly Payment</b>	<b>\$1,228</b>
mortgage interest tax deduction**	\$ 197
tax deduction for property tax**	52
<b>Total Monthly Tax Savings</b>	<b>\$ 249</b>
<b>Total Monthly Cost After Tax Savings</b>	<b>\$ 980</b>

\*property tax rates vary by city and county

\*\*tax savings per month assumes a 25% income tax bracket

Owning your home reduces your federal income tax bill by \$249 a month. In addition, as you pay down your mortgage loan, your equity – the wealth you have in your home – increases. If home prices rise, the equity you have in your home increases, too.

## Buyers Usually Come Out Ahead

Given that house prices fell and rebounded recently, the table on the next panel considers four different price growth scenarios, including a loss. You may be surprised to see that the homeowner still comes out ahead of the renter even if there is a small decline in the home’s value over the next year. Favorable interest rates and lower prices have ushered in some of the best affordability conditions in a generation, and home prices have nearly recovered in most markets.

## Annual Costs

	Homeowner	Renter
<b>Total Annual Costs</b>		
annual mortgage/rental payment	\$12,240	\$12,000
real estate taxes	2,500	0
<b>Tax Deductions/Equity Builders</b>		
mortgage interest deduction	2,359	0
tax deduction for property tax	625	0
mortgage principal accumulation	2,803	0
appreciation		
no growth	0	0
loss*	-2,000	0
below trend growth**	1,200	0
average growth***	9,000	0
<b>Annual Costs Less Equity Gains</b>		<b>\$12,000</b>
no growth	8,952	
loss*	10,952	
below trend growth**	7,752	
average growth***	(48)	

\* assumes a 1% annual depreciation

\*\* assumes a 0.6% annual appreciation

\*\*\* assumes 4.5% annual appreciation

## Homeownership is a Good Investment for Qualified Buyers, But No Investment is Guaranteed

For the majority of Americans, a home is their largest financial asset and a major component of their investment portfolio. The NATIONAL ASSOCIATION OF REALTORS® estimates that home value rises, on average, by 4.5 percent a year. That’s a steady return on investment. Still, no investment is guaranteed. Many Americans lost value in both their homes and investment accounts in the last few years, and it has taken some time to recover. Even when the recent downturn is considered, one’s own home is a much less volatile asset than stocks, bonds, or mutual funds. And most importantly, it is a place to call home while you own it.