



## Buy Your Way To Savings

The cost to finance a home has doubled over the past year. Anna Bahney writes for CNN Business, "Financing a home can become more complicated when mortgage rates are higher because buyers want to find ways to reduce the interest rate they lock in, which can save them hundreds of dollars a month. Borrowers can also lower monthly payments by paying more upfront to buy down their mortgage rate. This will lower the loan's interest rate, either permanently or temporarily. But, it takes about five years to break even on paying down one point. It might not make sense if it seems rates are going to be meaningfully lower in that time or you don't plan to stay there that long." The biggest key to savings is to understand all the options.

A clean bathroom is huge plus. Lee Anna Jackson of Apartment Therapy, "Ask any real estate agent and they'll tell you that an unappealing bathroom can make the difference in whether or not your home is ready for the marketplace. You want your buyers to focus on the bathroom's features and not on the pair of pantyhose hanging to dry or the kids' favorite bath time toys. Whenever possible, store your stuff in a cabinet, suggests Steve Sallion, a licensed real estate associate broker for Sotheby's International Realty. For starters, clear counters of makeup, brushes, toothbrushes, and other personal hygiene products. Store the shampoo, body wash, and loofahs somewhere out of sight. Sallion says your bathroom should look as sparse as a five-star hotel or a spa."



## UTAH REAL ESTATE RESOURCE CENTER



## More Single Women

By a significant margin, single women own more homes than their male counterparts. K.J. Brooks of CBS writes, "Single women own roughly 10.7 million homes, compared to 8.1 million for single men, according to a recent analysis from LendingTree that looked at 2021 Census data. That's a surprising statistic considering the financial hurdles women have historically faced, said Jacob Channel of LendingTree. On average, for example, women earn 83 cents for every dollar a man makes. The trend may have long-term financial implications for single Americans given that homeownership is often one of the most effective methods of building personal wealth. A typical homeowner who bought their home in 2011 accumulated \$225,000 in housing wealth by 2021 on average, according to NAR.

Tastes are always changing. NAR's Melissa Dittmann Tracey notes, "In the new Houzz Kitchen Trends Study, about 3,600 homeowners who've recently remodeled their kitchen or are in the process of doing so share what's topping their to-do renovation list." One of the strongest trends is changing cabinet styles. "While shaker-style cabinet doors remain the most popular choice for kitchens, the percentage of homeowners choosing them has fallen by three points compared to last year (61%). On the other hand, flat-panel doors are gaining momentum (20%). As for cabinetry hardware, bar pulls continue to surge in popularity (72%), followed by knobs (34%) and cup pulls (10%). Six percent of renovators say they chose no cabinet pulls at all."

