



**Tarbell,
REALTORS™**

Kevin Klein

PHONE: (949) 500-6406



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www.klein4realestate.com

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I hope that you enjoy this month's newsletter full of tips and ideas. My time as a real estate professional has left me with a keen insight into my client's needs and challenges. I want to let you know that my experience is at your disposal.

Rely on a Home Protection Plan

No one can predict the future. But a home protection plan protects against the failure of covered systems and appliances that might breakdown in that critical first year of ownership. As a buyer, you will be able to take advantage of the following benefits: customer service 24 hours a day and 365 days per year, easy access to a network of certified and insured contractors, and a sense of comfort knowing you've protected a good part of your investment. As a seller, make your home stand out with an added special feature. Rely on a home protection plan company with a 21 year history of service, value, and integrity.

I recommend...



If you have any questions on real estate in our community, I want to let you know that my door is always open to you. I look forward to fulfilling all your real estate needs now and in the future.

Private Mortgage Insurance

Private Mortgage Insurance (PMI) is a financial instrument that can be used by potential homebuyers to get into a home that they, otherwise, would not be able to afford. Basically, PMI acts as a safety net for lenders who want to process a loan for a borrower who does not have the 20 percent down payment that is usually required to qualify for a mortgage. This insurance is typically used by first time home buyers and can get a qualified borrower into a home with as little as 3-5 percent down.

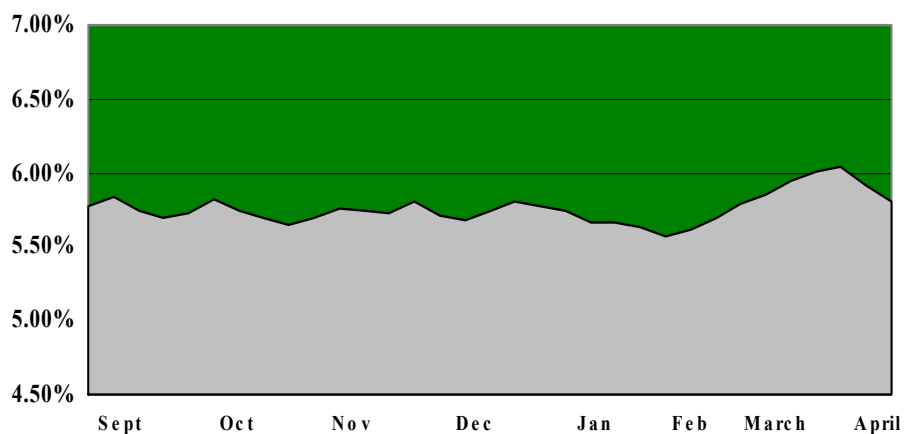
In order to understand the details of Private Mortgage Insurance it is important to understand the motivation of lenders. Lenders are in business to make money and borrowers who have a down payment of less than 20 percent are most likely to default. If a lender approves too many loans to unqualified borrowers they open themselves up to risk if those loans begin to default.

Normally the lender that you are dealing with will provide you with information on a PMI policy and will secure it for you. The initial cost of the PMI can either be added to your closing costs or tacked onto your monthly mortgage payments. This mortgage insurance can range in price from 1/2 to 1 percent of the loan amount each year. Borrowers will need to continue to make mortgage insurance payments until they have reached the 20 percent equity threshold.

The Homeowners Protection Act passed in 1998 contains a number of provisions to protect the interests of PMI borrowers. The main provision of the act calls for the automatic termination of the policy when the borrower reaches 22 percent equity in their home (based on the original property value). There are also provisions that require the lender to provide the borrower with information on termination and cancellation of the policy.

If you would like more information on a Private Mortgage Insurance policy and how it can help you get into your dream house today let me know and I can recommend a qualified lender.

30 yr Mortgage Rate - September 2004 to April 2005



Recipe of the Month

Grilled Salmon Steaks

Ingredients

4 salmon steaks 1-inch thick
1 teaspoon whole cumin seed
1 teaspoon whole coriander seed
1/2 teaspoon whole fennel seed
1 teaspoon dry green peppercorns
Sea salt or kosher salt
Canola or olive oil to coat steaks

Preparation

1. Fire up your charcoal or gas grill to a medium high temperature.
2. Remove any pin bones from steaks and trim bones from the cavity side of the salmon.
3. Trim the stomach flaps so that 1 side is missing about 2 inches of skin and the other, 1 inch of meat.
4. Roll the skinless section up into the hollow of the cavity, then wrap the other around the outside to form a round resembling a filet mignon. Tie in place with 2 passes of butcher's twine – not too tight.
5. Combine cumin, coriander, fennel and peppercorns on a double thick piece of aluminum foil and toast over grill, shaking gently until seeds become fragrant. Pour seeds into a spare pepper grinder.
6. Coat steaks lightly with oil, season with salt, then liberally grind toasted seeds on both sides of steaks.
7. Quickly wipe hot grill grate with a rag or towel dipped in a little canola oil, then grill fish to medium rare, about 3 minutes per side. The steaks should be well colored on the outside and translucent at the center.

Preparing Your Home for Summer!

The last time that you visited your local home center you probably noticed that the aisles were getting a bit crowded. The reason is simple; spring is a great time to get your home and garden ready for the fun days of summer. I have included some ideas below on how you can get your home ready for the coming months:

Check out the attic and crawlways: Proper insulation is not only important in the winter. A quick attic inspection could equate to big energy and home maintenance savings. While in the attic look for thin insulation, animal nests, water stains, daylight, and damaged wiring.

Evaluate exterior paint: Exterior paint is not just a reflection of your fine aesthetic taste; it also shields your home from the elements. If exterior paint has become flaky or blistered, then it is no longer going to protect siding from water damage and it must be replaced.

Evaluate your roof: If you need to replace a roof then there is no better time than summer. The warm weather keeps asphalt shingles pliable and your home is less likely to get wet.

Septic Tanks: Septic tank inspections should be done once a year. Unless you're a confident do-it-yourselfer, call a professional. Inspections usually involve checking tank levels, making sure baffles are clean, and noting the amount of solids in the tank.

Clean kitchen fan filters: If your kitchen fan doesn't seem to be clearing the air like it once did, clean the filters. Remove them and use hot water and detergent to remove the grease.

Check the deck: Pour a glass of water on your wooden deck: If the water soaks in instead of beading up, it's time to reseal your deck. Make sure your deck is clean, dry and in good repair.

Important Questions to Ask Before Making an Offer!

When you are buying a home, there are many problems that the seller is obligated to disclose. However, these disclosures don't always paint the entire picture of the home. Here are some questions you may want to ask that can offer additional insight about the prospective home before you make a final decision.

Why is the seller selling the house? This question may help you evaluate the "real value" of the property.

How much did the seller pay for the home? This question can, in some instances, help the buyer negotiate a better deal—maybe even get the seller to carry part of the loan.

Has the seller had any problems with the home in the past? Even if it is something that has already been fixed, it is important to know the history to ensure the issue was properly repaired.

Are there any nuisances or problem neighbors? Use this answer to find out about any noisy neighbors, barking dogs, heavy airplane traffic or even planned changes to the neighborhood, such as a planned street widening.

How are the public schools in the area? - Because the value of a neighborhood is usually greatly influenced by the public schools in the area, finding out the buyer's perception can give you some insight about the quality of the area's schools.

