

Lower mortgage rates mean opportunity is knocking. Now is a good time to answer the door.



Mortgage rates at or near historic lows make the Belle View and other models at Lighthouse Crossing more affordable and a better value than ever.

Although much of the news on the economic front is cause for concern, there are bright spots here and there, especially if you're one of those who sense opportunity amid all the discouraging headlines.

Take mortgage rates for example. Among the side effects of the Fed pumping extra money into the system and aggressively lowering key interest rates is that mortgage rates now are at or near historic lows. According to the Mortgage Bankers Association, over the last few weeks mortgage application activity overall has increased to the highest level since 2003. What does all that mean if you've fallen in love with the idea of a home at Lighthouse Crossing but are just a bit hesitant at the moment? Well, now may be the time to do some math and take advantage of opportunities that will make owning a Lighthouse Crossing home, and all the lifestyle features that go with it, more affordable than ever.

Start with the list price of \$355,500 for our Belle View model and subtract a 20 percent down payment. A 30-year mortgage at 5.3% (the rate as of this writing) on \$284,400 equals a monthly mortgage payment of \$1,577. Factor in saving 50 to 70 percent on energy costs

with geothermal heating and cooling, plus Delaware's low-tax/no-tax environment, and suddenly a picture emerges: buying now makes a lot of sense—economically, financially, almost any way you look at it.

Mortgage rates have been varying within a range of less than 5 percent a few weeks ago to 5.25 or 5.4 percent (for a 30-year mortgage) now, so it pays to keep your eyes open. Of course, a mortgage rate can also depend on credit history and how many "points" a borrower is willing to pay.

For more information about Lighthouse Crossing, call **877-436-9157**.

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