



ISSUE FOURTEEN | JULY 2025

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Our News

We are on our annual Summer RV trip. We just celebrated Joeys Birthday on July 1st and 4th of July here In New York. We are headed to DC next week, a few days In Charlotte and then back home to Tampa. We need to get Aspen ready for 2nd grade.

We were able to spend quality time In Georgia with our families. They were able to meet Autumn. We hope you enjoy the pictures below!



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Loan Product Spotlight

Land Loans

WHAT IS A LAND LOAN?

A land mortgage, or land loan, is financing used to purchase a vacant lot or undeveloped piece of property. Unlike a home mortgage where the structure provides collateral, land is considered riskier by lenders—especially if it's undeveloped or lacks utilities. Because of this, land loans often come with higher interest rates, larger down payment requirements, and stricter underwriting standards

Types of Land Loans

- **Raw Land Loan**-Land with no improvements-no utilities, roads, or structures.Hardest to finance; lenders may require 30–50% down.
- **Unimproved Land Loan**-Land that has some utilities or access but is still mostly undeveloped. Slightly easier to finance than raw land, but still risky to lenders.
- **Improved Land Loan**- Land with access to roads, water, electricity, and other infrastructure. Easiest type of land loan to secure.

There are many considerations before you buy land.

- Make sure property is zoned for your intended use
- Hire a surveyor to verify lot lines, easements, legal lines.
- Consider the cost of bringing utilities to the site.

Financing land can be tricky. You need to be prepared to put down a large down payment, have a development plan and understand your financing options.

Buying land can be a strategic investment or the first step toward a custom build, but it requires careful planning and the right financing approach. If you're considering a land mortgage, speak with an experienced mortgage professional (like us!) who can help you understand your options and guide you through the process from start to finish.

Top Articles

Congress Considers Cracking Down on Trigger Leads

- Congress is advancing bipartisan legislation, known as the Homebuyers Privacy Protection Act to ban the sale of “trigger leads,” which credit bureaus use to generate unsolicited calls and texts to mortgage applicants, unless the consumer opts in or already has a relationship with the lender

Average Rate Drops

- Average long-term US mortgage rate drops to 6.77%, the lowest level since early May

Market Turning Buyer Friendly

- Home prices are dropping and many markets are great for a deal.

market of the month



SHENANDOAH, VA

Why Should YOU Invest ?

- Average around 1.5 Million+ visitors annually.
- Peak months are June and October (Fall Foliage)
- Median annual revenue stands at \$50,582, with top-tier properties earning significantly more
- Listings with 3 or more bedrooms are prevalent, catering to families or groups, with many properties accommodating 6 to 8+ guests
- The majority of guests are domestic travelers, often from nearby urban centers, seeking weekend getaways or nature experience
- Market is showing year over year growth

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Travel Corner

While Joey helps clients finance their dream homes, I'm busy planning dream vacations through my travel business, [TravelComPLANion](#). Whether it's a family-friendly getaway, a romantic escape, a well-deserved solo recharge, a destination wedding or a corporate retreat. I build custom itineraries that make every detail easy and stress-free. I have handled travel since 2015 and LOVE curating trips.

Let me know if you need ideas, help booking, or want to surprise someone with the gift of travel.

Here are some current travel deals;

- Airfare to Europe & Asia is down ~13% compared to last year; domestic fares slightly lower, making this a good time to travel internationally.
- The Japanese Yen Is lower than prior years, making travel to Japan affordable. We are planning to go there over Aspens Christmas break this year.
- Princess Cruises Is offering \$1 deposits until 7/7/2025 this Is a part of their 4th of July promotion.
- Sandals is offering Stay More, Save More promotion, up to \$1,000 off for 7 night stay.
- Southwest is having their "Sparktacular Sale" rates as low as \$49 one way.

Thinking about a break from the heat? Consider trips to Maine, Pacific Northwest, Colorado or Lake Tahoe. Want to start planning for holidays or next Summer? Reach out!



We are Rebecca and Joey Morea, mortgage brokers licensed in 28 States

If you're reading this, chances are you've crossed paths with Joey or I in some capacity.

Our primary goal? Education.

Mortgages can be a labyrinth of confusion, so we're here to shed some light. Expect product spotlights, trend recommendations, and market insights. Whether you're a seasoned realtor, a savvy investor, or a first-time homebuyer, there's something here for you. We are in 28 states, so feel free to share us with friends too!

Beyond work, we're all about hobbies and sharing laughs. So, expect some entertaining anecdotes along the way. Let's dive into the world of mortgages together and have some fun while we're at it!

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