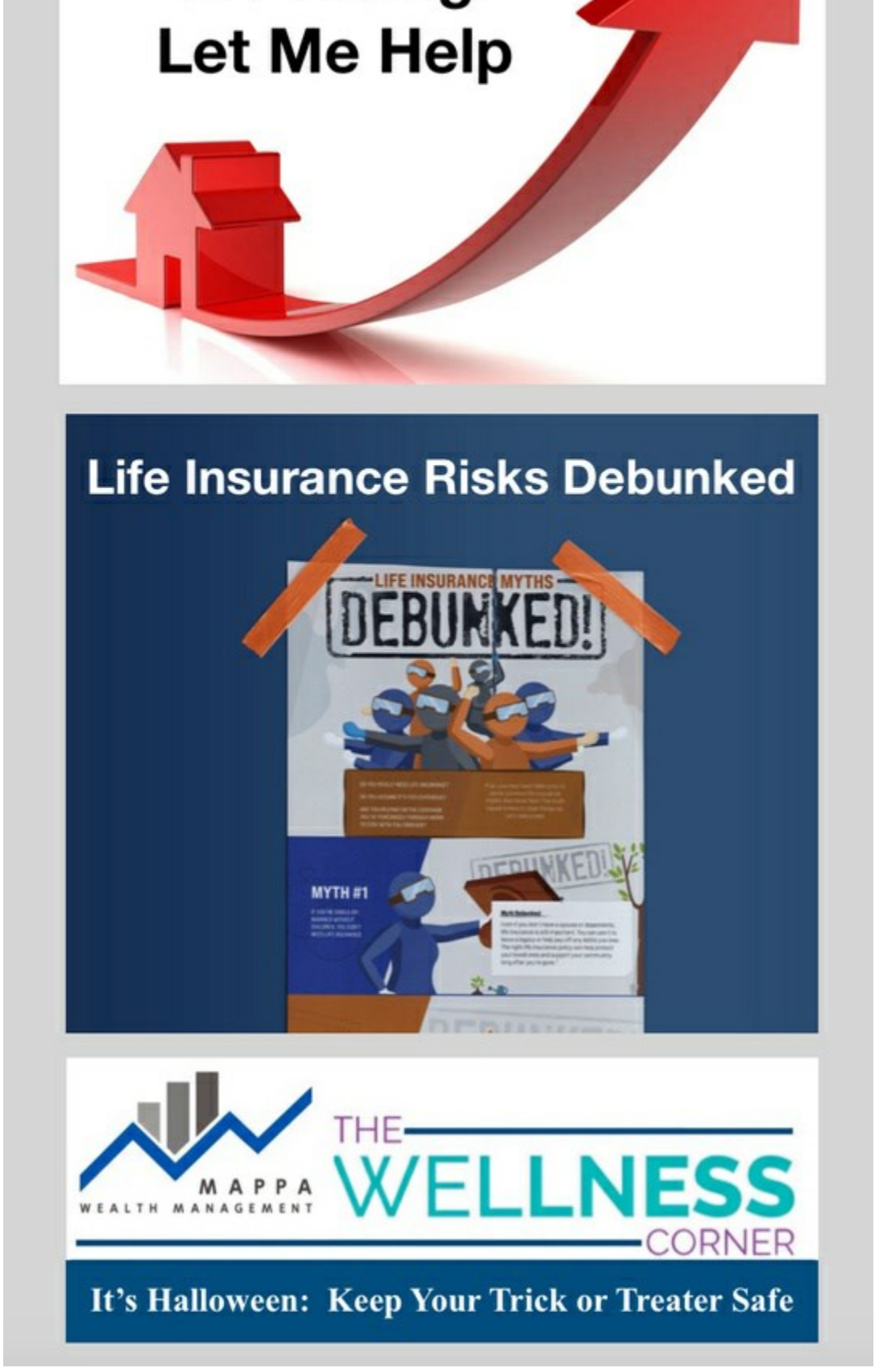




Hi {Firstname},



Articles In This Issue:



It's October and the start of the final quarter of 2023. The good news is that inflation is coming down from last year's highs while unemployment remains low, and the Federal Reserve Board did not raise interest rates (while they still reserve the right to do so). The not so good news is that Congress is still dysfunctional and at the time of this writing we might see a government shutdown. As always, I will keep you updated on how any or all of this will directly affect you. As your financial advisor, I see part of my role as keeping the financial news in perspective.

Mortgage rates are rising so please read my article on the different types of mortgages and what may be best for you. There is also a good piece on the myths about life insurance. I am a big believer in being prepared for the "what ifs" of life, so if you are wary of insurance, please read and then call me to discuss what will work for you.

October also means baseball playoffs, football games, tailgating and crisp fall weather for apple picking. It also means Halloween. This month's Wellness Corner offers important safety tips for trick or treaters of all ages.

My fall tip? Take a deep breath and know that together we will make it to the end of the year by keep things in perspective.

Very truly yours,

Mark



The Federal Reserve has been increasing interest rates to combat inflation. One consequence is the rise in interest rates for lines of credit, including home mortgages.

Mortgages rates tend to track the 10-year Treasury Bond which as of this writing increased to almost 4.43%. So mortgages rates are following suit and are at an average (for a 30 year fixed rate) of about 7.75%. While I know that sounds high compared to the average of 3% a few years ago, it is far lower than rates in the late 1970s and 1980s when mortgages went to almost 10.13%.

Don't be discouraged.

If you are thinking about buying a home, don't be discouraged. Housing prices are declining and that is generally a good time to buy. You have options.

Fixed Rate Mortgages

These are just what they sound like. You take out a loan for a fixed rate of interest for a specific number of years – 15, 25 or 30. The rate never changes, whether rates go up or down. But that does not mean you are locked in to that rate. You can always refinance if rates go lower. There usually are fees to be paid but it can be the best route to go.

Adjustable Rate Mortgages (ARMs)

An adjustable-rate mortgage (ARM) is a home loan with a variable interest rate (not fixed). The initial rate is usually lower than a fixed rate mortgage. With an ARM, the initial interest rate is fixed for a period of time, usually 5 or 10 years. After that, the interest rate applied on the outstanding balance resets periodically, at yearly or even monthly intervals.

These are good mortgages for someone who is planning to sell before the initial time period ends or who can afford a rise in interest. You always have an option to refinance to a fixed rate mortgage when rates go down.

There is a lot to think about. Let me help.

When thinking about buying a home and taking a mortgage, there are many things to consider and your situation will dictate the best course of action for you.

I am experienced in helping with these decisions. I can make sure you understand all appropriate options so you make the best decision for your situation. I can also refer you to reputable mortgage brokers.

Please call me for advice on this important decision.

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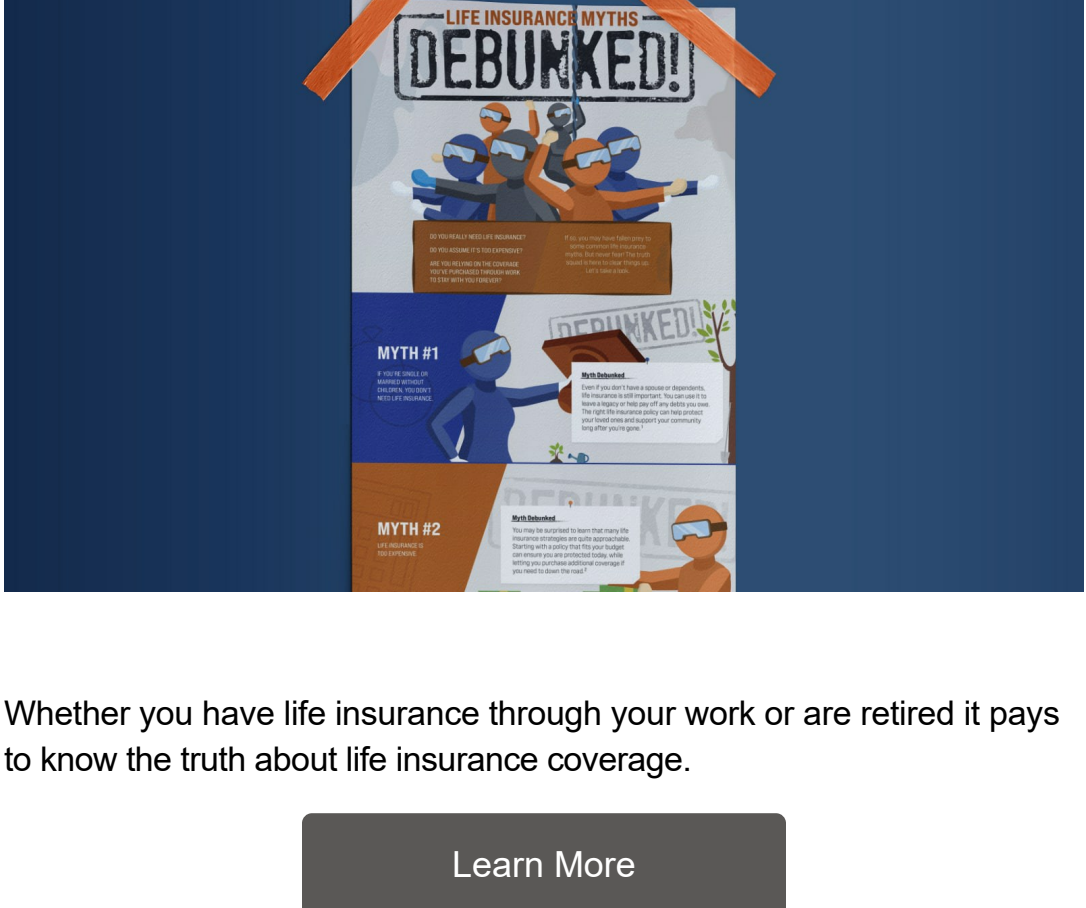
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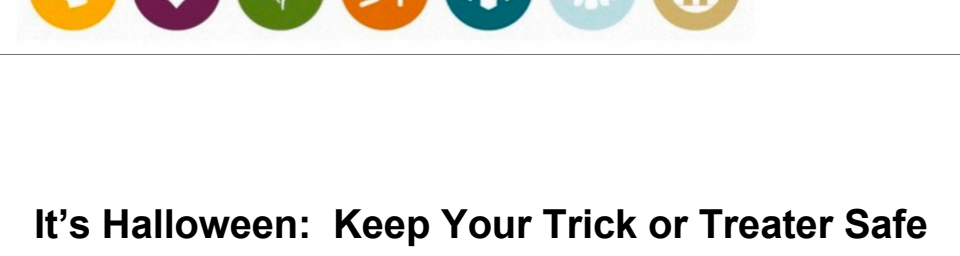
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Life Insurance Myths: Debunked



Whether you have life insurance through your work or are retired it pays to know the truth about life insurance coverage.

[Learn More](#)



It's Halloween: Keep Your Trick or Treater Safe

Halloween is a great time of the year and it is becoming a bigger holiday each year. From tots to teens to adults, the celebration grows. Here are some tips to keep you and your children safer this Halloween.

Masks. Make sure that any mask your child wears allows them to see clearly in all directions. Covid is on the rise and many face masks can be bought with Spiderman, jack-o-lantern and skeleton faces among others. Plus they have the advantage of not obstructing your vision.

Wear a fireproof costume. Jack-O-Lanterns on front porches or walkways may be lit by candles; as trick or treaters head to the front door, they can brush against the lit pumpkin and catch fire. Look for a tag that says "fire proof". Make sure there are no flapping or trailing pieces that can catch a candle's flame.

Make sure your little goblin is visible. Put reflective tape on their costume and make sure they carry flash lights, battery operated lanterns or wear glow sticks. This goes for adults as well, especially if you are escorting children.

Check the treats. Make sure your trick or treaters know not to eat anything till you have checked it. Loose treats should be a no-no. Only allow commercially wrapped candy and check those for pin holes, or tears. Also check for ingredients your child is allergic to.

Remember, all of these safety tips apply to teens and the adults who are feeling tricky and treaty too!

These are all simple things to stay safe and have a wonderfully spooky night.

<http://www.cnn.com/2021/10/30/health/halloween-2021-safety-tips-wellness/index.html>

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