



Harvard
FEDERAL CREDIT UNION



Harvard
FEDERAL CREDIT UNION

Welcome!

2025 Home Buying Forum

What Next? Tapping Into Home Equity
Friday, March 7

Today's Webinar

Reducing Background Noise

We've muted all attendees to help with audio quality.

Using the "Questions" Feature

Submit questions at any point. Let's test it!

Presentation & Recording

This presentation is being recorded and will be posted on our YouTube channel to re-watch.

Post-Workshop Survey

Take our post-workshop survey and let us know how we did.

Meet Your Host

Jen Fries

Community Engagement Manager





Harvard
FEDERAL CREDIT UNION

Thrive Home Buyer Forum



The Home Buying Process

Tuesday, March 4



Affordable Home Buying

Wednesday, March 5



Assembling Your Team

Thursday, March 6



What's Next? Tapping Your Home's Equity

Friday, March 7

Raffle Prizes!

Attendees will automatically be entered to win.

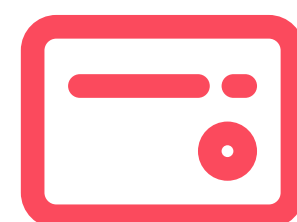
- \$100 Etsy Gift Card
- \$100 Lowe's Gift Card
- Amazon Echo Dot
- Ring Doorbell

Not-For-Profit Banking at Harvard FCU



Community Focused

Harvard FCU is dedicated to empowering our community at Harvard and beyond. Once a member, always a member, even if you leave your job. When you join membership extends to all family members.



Products & Services

Free access to ATMs nationwide. Credit cards with cash back rewards. Home loans for purchases and refinancing, student loans and refinancing options, auto loans and more.



Access Anywhere

Convenient locations and Online Banking. Mobile Banking and Digital Wallet ready. Access to the nationwide CO-OP Shared Branching Network.

Today's Agenda

1 Defining Home Equity

How much do I have? How can I access it?

2 Options Walk-through

What are some options to think about as a home owner with equity built up?

3 Q&A

Get your questions answered.



Today's Presenters



Ryan Duckless

Senior Mortgage Loan Officer



Holly Donaldson

REALTOR, Donaldson Realty Group

Coldwell Banker

Presenter

Ryan Duckless

Senior Mortgage Loan Originator



Having Harvard FCU **on your Team**

✓ **Personalized Service**

✓ **Range of Mortgage Products**

✓ **Digital Process**

✓ **In-House Loan Servicing**

✓ **Portfolio Lending Capability**

✓ **Competitive Rates & Credits**

Discounted interest rate for establishing
Crimson Elite Checking account with auto pay

Low down payment options for eligible
borrowers

\$500 closing cost credit for first-time home
buyers

Home equity is the
difference
between the
current market
price of a property
and what is owed

Available Home Equity





Available Equity

How to calculate
(Appraised value x 80%)
– Mortgage Balance =
Available Equity



Available Equity

Example

(Appraised at \$875,000
 $\times 0.80$) = \$700,000

Minus the Mortgage
Balance of \$200,000 =
Available Equity of

\$500,000

Two Types of Home Equity Loans

- Home Equity Loan
- Home Equity Line of Credit (HELOC)

Home Equity Loan

Home equity loans have a low, fixed interest rate.

Terms available: 5, 7, 10, 15, & 20 year terms.

No closing costs.

Fixed monthly payment of principal and interest each month.

Borrow up to 80% of the equity in your home.

Discounted rates with automatic payments from a Harvard FCU checking account.

Minimum \$25,000, Maximum \$500,000.

HELOC

Home Equity Lines of Credit have a low, variable interest rate.

No closing costs. ¹

Borrow up to 80% of the equity in your home.

Rate is below prime for the life of the loan. ²

Rate is prime minus .26%.

Interest-only payments required during the 10 year draw period.

Current promotional special for eligible borrowers with a 6.99% fixed rate for the first year.

Advances can be made via check, online, in person, or over the phone.

Minimum \$25,000, Maximum \$500,000.

1. If discharge is requested within 24 months from date of note, borrower will be obligated to pay lender the amount of waived fees
2. Rate adjusted monthly according to Prime Lending Rate as published in the Wall Street Journal. Maximum APR that may apply on Home Equity Lines is 18.00%. Rates and terms are subject to change.
3. Adequate property insurance, and possibly flood insurance, is required. 1-4 family, owner-occupied primary residence and second homes, on a limited basis. Subject to credit approval.

Presenter

Holly Donaldson

Realtor, Donaldson Realty Group

Coldwell Bank



DONALDSON
REALTY GROUP





1999





2024 NATIONAL HOMEOWNER DATA

HOMEOWNERS 65.5%
RENTERS 34.5%

**AVERAGE MORTGAGE
RATES 6.5-8%**

**TOTAL HOME OWNER
EQUITY 35 TRILLION**

**AVERAGE MORTGAGE
BALANCE 401K**

**AVERAGE EQUITY
315K**

**OWN HOMES OUTRIGHT
34%**

**HOMEOWNERS WITH
NEGATIVE EQUITY 1.8%**



Middlesex County Sales	2020	2021	2022	2023	2024	Appreciation YoY	Total Appreciation over 5 years
Single Families							
# Sold Units	11,080	11,751	10,069	7,653	8,208		
Avg. Sale Price	\$785,000	\$890,000	\$965,000	\$1,028,000	\$1,081,000	5.48%	27.38%
Med. Sale Price	\$635,000	\$702,000	\$755,000	\$800,000	\$840,000	4.88%	24.40%
Condos							
# Sold Units	5,619	6,999	5,490	4,580	4,544		
Avg. Sale Price	\$568,000	\$607,000	\$670,000	\$718,000	\$739,000	4.63%	23.14%
Med. Sale Price	\$500,000	\$535,000	\$586,000	\$635,000	\$650,000	4.62%	23.08%
Multi Families							
# Sold Units	1,248	1,653	1,318	1,009	1,078		
Avg. Sale Price	\$893,000	\$964,000	\$1,036,000	\$1,028,000	\$1,114,000	3.97%	19.84%
Med. Sale Price	\$765,000	\$846,000	\$900,000	\$910,000	\$994,000	4.61%	23.04%

Source: MLS PIN

30-Year Fixed Rate Mortgage Average in the United States



Source: Freddie Mac via FRED®
Shaded areas indicate U.S. recessions.

“In the near term, interest rates will likely remain elevated, disincentivizing homeowners with below market mortgage rates* to move and continuing the constrained supply of homes for sale. Consequently, the high cost of home buying will likely persist and possibly even increase further.”

- Harvard Joint Center for Housing Studies

Flexible Repayment: More freedom in repayment terms.

Access to Large Credit: Potentially enough to pay off the full student loan balance.

Lower Interest Rates: HELOCs often have lower rates than student loans.



Lower Interest Rates: Typically lower than credit cards and personal loans.

Flexible Borrowing: Borrow as needed and only pay interest on what you use.

Simplified Payments: Consolidate multiple debts into one monthly payment.

Tax Deductibility: Interest may be tax-deductible (consult a tax professional).

Access to Credit: Ongoing access to funds if needed.

Potential for Faster Repayment: Lower interest rates can help pay off debt faster.

Improved Credit Score: Paying down high-interest debts can improve your score.

Flexible Repayment: Interest-only payments may be allowed during the draw period.



Home Repairs

Medical Emergencies

Loss of Employment

Car Repairs

Condo special assessment



Kitchen Improvements

- New Stone or Granite Countertops
- Appliances
- Backsplash/tile
- Lighting fixtures
- Flooring
- Center Island
- Cabinetry



Bath Improvements

- Lighting
- Mirrors/Medicine Cabinets
- Tiling
- Fixtures
- Floors
- Vanity
- Toilet/Tub/Shower



Energy Efficiency Improvements

- Solar panels
- New windows & doors
- Insulation & sealing leaks/drafts
- Programmable thermostats
- Tankless hot water heaters
- Energy efficient appliances



Curb Appeal

- . Paint
- . New shingles/cement board
- . Window boxes
- . Mailbox
- . House numbers
- . Planting
- . Light fixtures



Outdoor Space

- . Decking
- . Stone patios
- . Plantings
- . Outdoor lighting
- . Garden shed
- . Fountain
- . Fencing



Basement Refinishing

- Home theatre
- Guest suite
- Home gym
- Additional bedrooms
- Full bath



Accessory Dwelling Unit (ADU)

- In-law apartment
- Rental property



First Floor Bedroom Suite

- Aging in place
- Guests who want to avoid stairs





**Thank
you!**

Holly Donaldson Real Estate Expert

Coldwell Banker Realty, Cambridge
1000 Mass Ave. Cambridge MA 02138

Holly.Donaldson@NEMoves.com

617.230.4888

@HollyDonaldson02140

www.DonaldsonRG.com





Questions?

Harvard FCU's Home Buying Team



Helen Laskaris
hlaskaris@harvardfcu.org



Ryan Duckless
rduckless@harvardfcu.org



Daisy Familia
dfamilia@harvardfcu.org

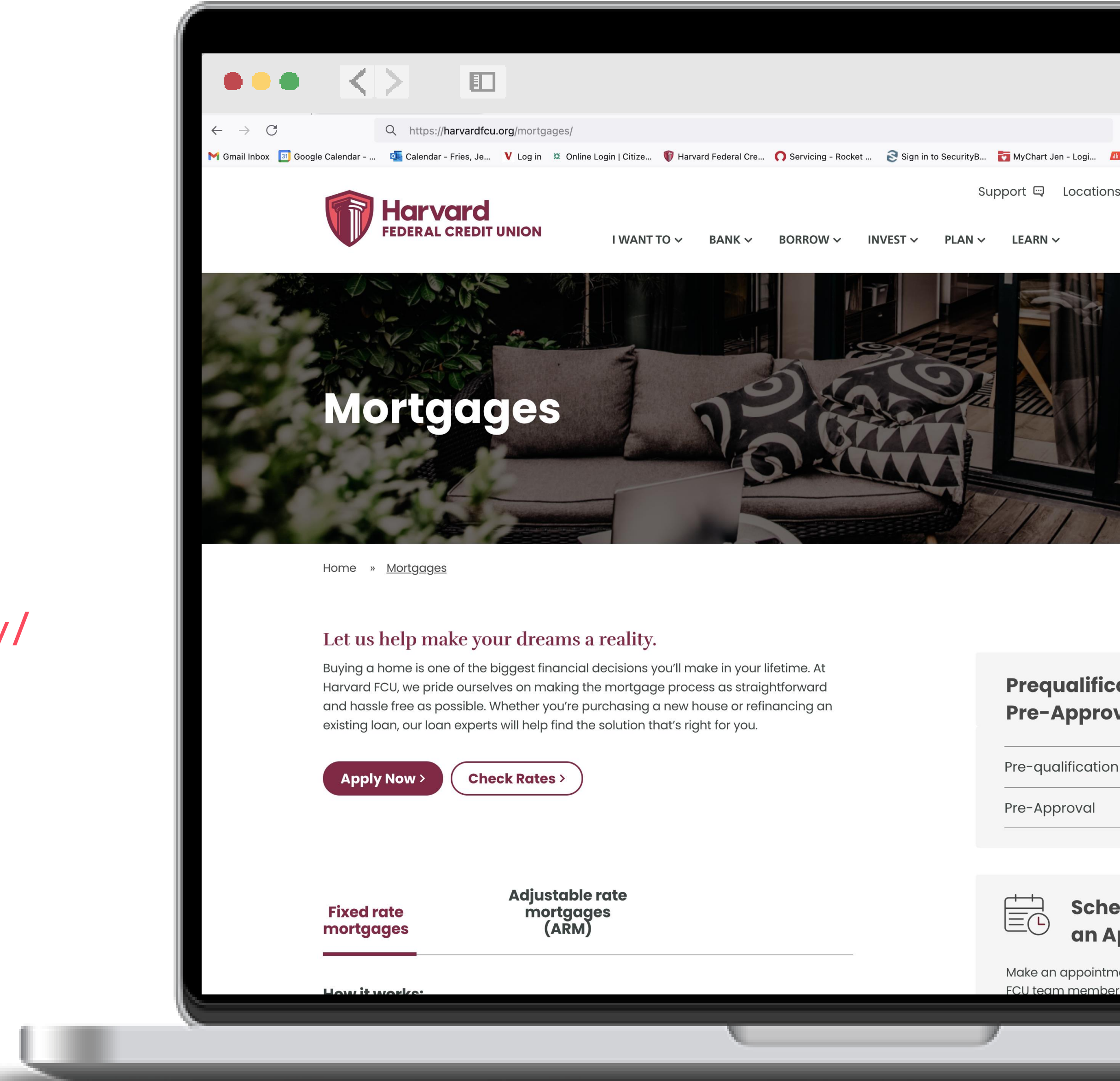


Sharon Cummings
scummings@harvardfcu.org

Harvard FCU Services & Products

Harvard FCU offers an array of home equity products and services for all.

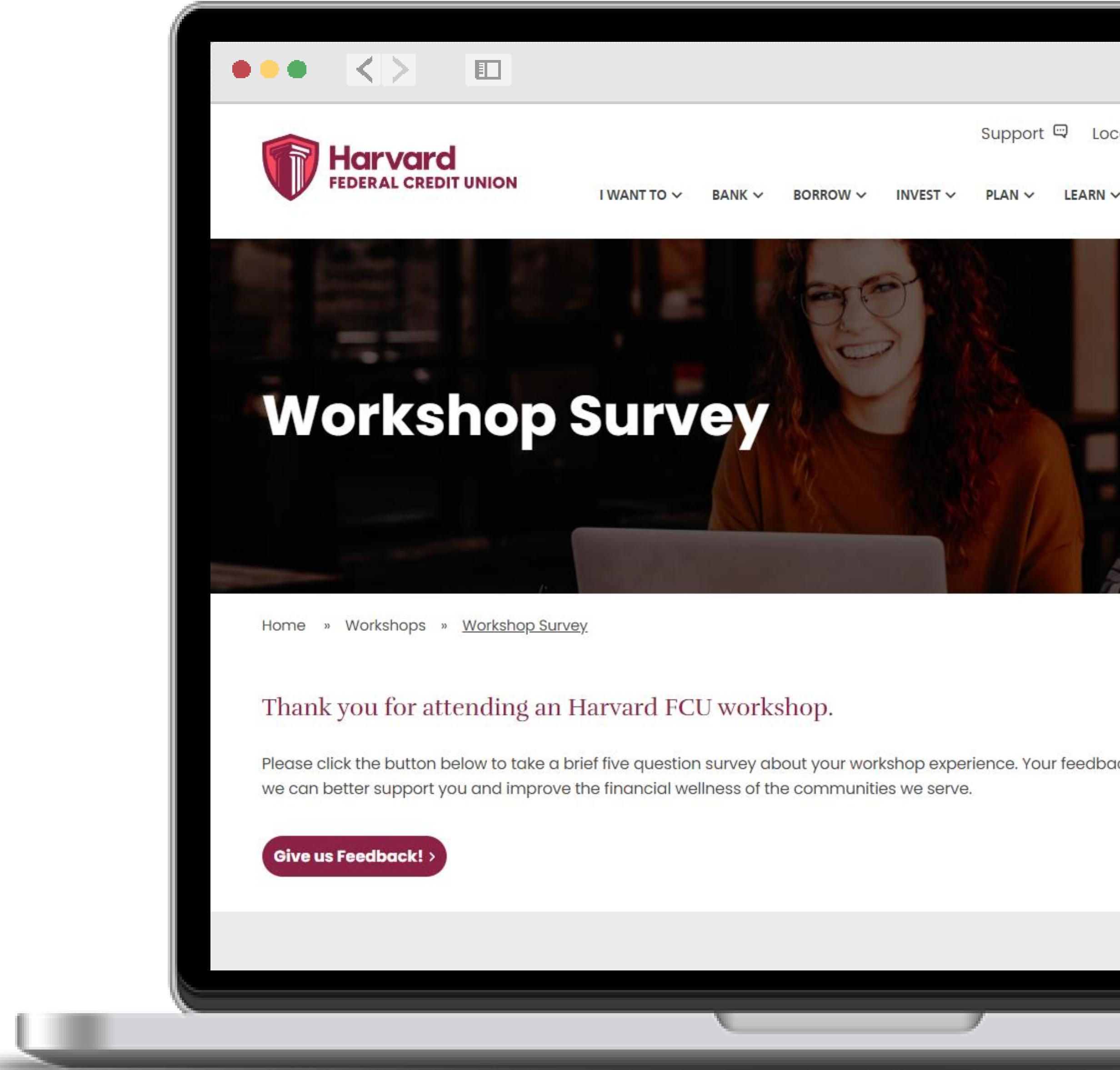
harvardfcu.org/home-loans/home-equity/



Survey Says

Let us know how you liked this webinar.

harvardfcu.org/survey



Thank You

*Remember Harvard
FCU is here.*

