



Harvard
FEDERAL CREDIT UNION

Welcome!

2026 Home Buying Forum

Assembling Your Team | Wednesday, Feb 25

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 Hosts



Jen Fries

Community Engagement Manager



Sharon Cummings

Senior Mortgage Loan Originator



Harvard
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Thrive Home Buyer Forum



The Home Buying Process

Tuesday, Feb 24



Assembling Your Team

Wednesday, Feb 25



Affordable Home Buying

Thursday, Feb 26



Margaritas & Mortgage Advice

Thursday, March 12 in-person at the Painted Burro

You're Invited!

Margaritas & Mocktails with the MLOs

New Date!

Thursday, March 12th

Painted Burro, Harvard Square

4:30-6:00pm



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 The Market

Hear from a Realtor about the current market conditions to help you with your search.

2 The Legal Process

An attorney will walk you through what to expect and common problems to avoid in making an offer.

3 Q&A

Ask your questions in the Q&A feature of Zoom. We will cover as many as we can.



Meet Your Presenter

Dino Confalone

Realtor, Sotheby's International





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INTERNATIONAL REALTY



2026 Spring Home Buying Forum

An aerial view of a city skyline, likely New York City, featuring numerous skyscrapers and a harbor with several boats. The sky is overcast with grey clouds.

The Real Estate Industry & Market Intel

2026

Welcome

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The Dino Confalone Team



Dino Confalone
Realtor®
2026 Chair, Greater Boston Real Estate Board
2023 "Realtor of the Year", Boston Association of Realtors
2021 President, Boston Association of Realtors

Powerful Together

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The Dino Confalone Team



- *Realtor for 33 years*
- *Former CFO*
- *Current Chair of The Greater Boston Real Estate Board – oldest in the country founded in 1889*
- *Married with 2 boys, a Freshman in College and a Freshman in High School*
- *Local area expert – born, raised & educated in Boston*

About Me

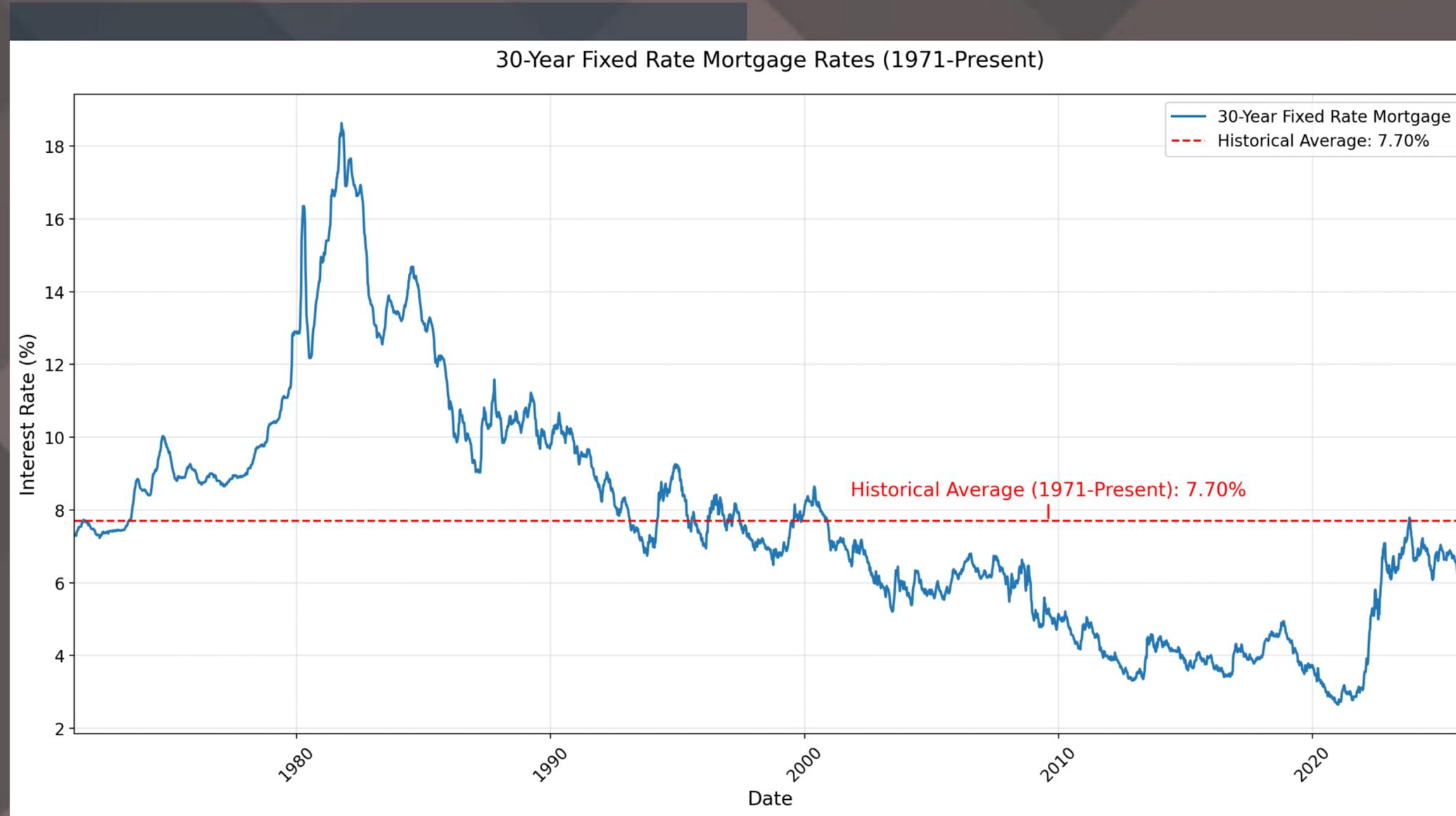
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The Dino Confalone Team

- Market Data
- Real Estate in the News - *Changes in the Industry*
- The role of a Realtor & the process
- Q&A

What is The Average Interest Rate Over The Last 50 Years?

The *30 Year Fixed Mortgage* Rate in the United States averaged 7.70% *from 1971 until 2025*, reaching an all time high of 18.63 percent in October of 1981 and a record low of 2.65 percent in January of 2021



Historical Rates

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<u>Year</u>	<u>Type</u>	<u>Median Sales Price</u>	-	<u>Year</u>	<u>Type</u>	<u>Median Sales Price</u>
2025	Condo	\$696,250	-	2025	Single	\$882,000
2024		\$725,000	-	2024		\$860,000
2023		\$695,000	-	2023		\$824,250
2022		\$660,000		2022		\$801,000
2021		\$625,000		2021		\$750,000
2020		\$586,163		2020		\$679,000
2019		\$570,000		2019		\$620,000
2018		\$565,000		2018		\$610,000
2017		\$523,000		2017		\$580,000
2016		\$487,095		2016		\$540,000
2015		\$450,000		2015		\$515,388
2014		\$415,000		2014		\$491,813
2013		\$392,500		2013		\$461,000
2012		\$369,900		2012		\$430,000
2011		\$350,000		2011		\$425,000
2010		\$340,000		2010		\$427,500
2009		\$324,000		2009		\$407,500
2008		\$342,000		2008		\$420,000
2007		\$350,000		2007		\$452,000
2006		\$337,500		2006		\$455,000
2005		\$339,805		2005		\$465,000

Appreciation over 20 years



The Dino Confalone Team

Recent Changes in the Real Estate Industry

- * as of August 2024 - Buyer Agent Agreements are required*
- * as of August 2025 - Renters do not pay a real estate commission, unless they agree to a Rental Agent contract*
- * as of October 2025 - Buyers have the right to have a home inspection*

Hiring a Realtor

- *The word Realtor means that the person abides by a code of ethics and is managed by the National Association of Realtors. There are also “non-Realtor’s”, be specific*
- *Recommendations are great*
- *Require a Homebuying Consultation meeting*
- *Full-time, well known & established*

- **Buyer Agency Contracts**
 - Ensure a specific timeframe - *beginning & end date*
 - Clear expectations on both sides
 - Clarification of how your Buyer Agent receives compensation

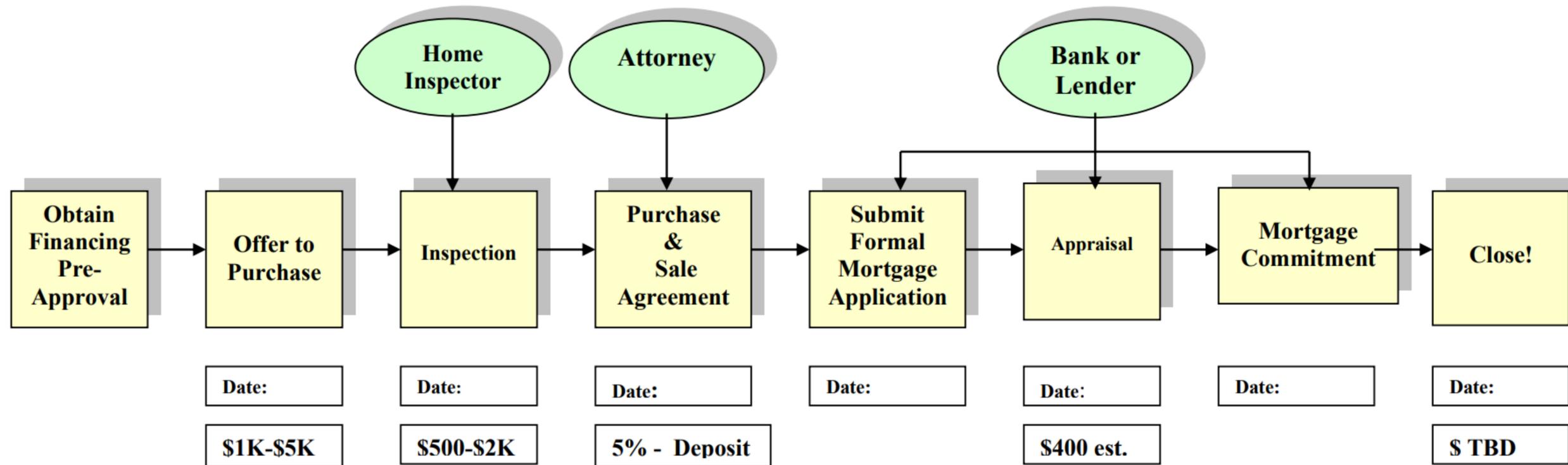
** In our region, Sellers generally continue to offer buyer agency compensation. In this scenario, Buyer Agent compensation comes from the seller proceeds. If the Seller does not offer Buyer Agency compensation, the Buyer is responsible for this expense.*

A Realtor will:

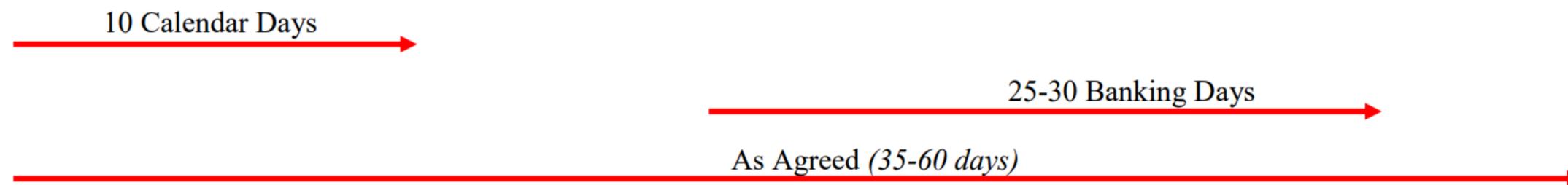
- - exclusively represent your interests
- - be your trusted partner and go through the entire homebuying process with you from start to finish
- - act as the quarterback between all professionals involved in the transaction (*Seller Agents, inspectors, lenders, attorneys*)

Tools for your search:

- - *MLS (Multiple Listing Service) is the primary real estate database that is used across the country*
- - *Zillow/Redfin/Trulia/Moveto etc. are periphery web sites that pull data from the MLS*
- - *local City/Town Assessors Database*
- - *local City/Town Building Department – make sure there are no open building permits!*



Note: These costs are estimates only. The actual costs will be determined by the service providers.



You marry the house not the rate

Focus on what makes you happy! Where do you see yourself in 5 years?

Do not wait – get pre-approved and start looking! Values will not decrease.

Hire a “Buyer Agent” to represent your interests. You need an expert to guide you through the process.

Q&A

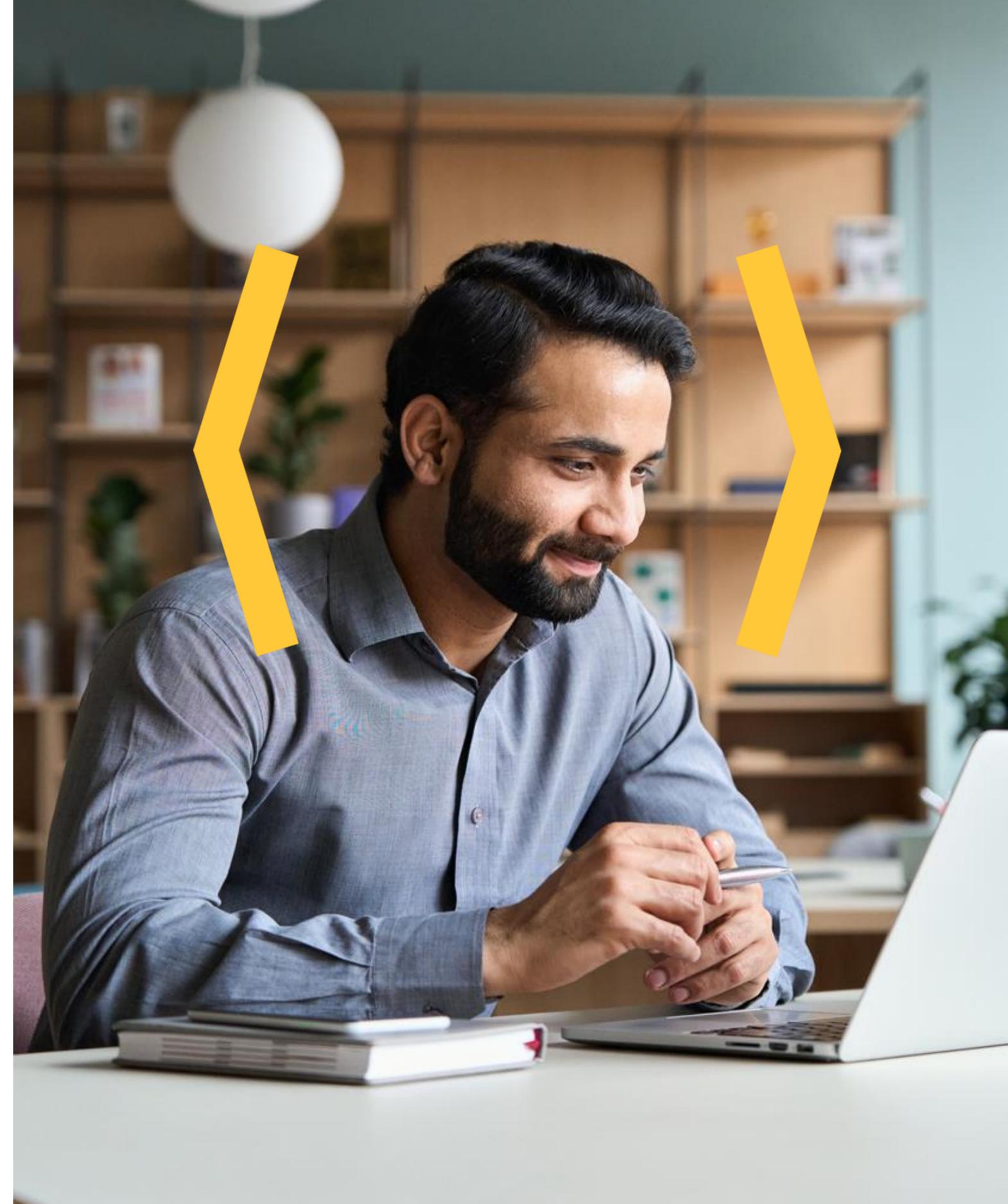
In Summary

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Do Your Homework

- Prequalification letter with your loan officer
- Invest time in learning the market
- Be flexible in your mindset, no property is perfect
- Can improve condition of a house, but not the location
- Consider a 2-family for additional rental income or a condo as an entry
- You will find the right home for you!



Meet Your Presenter

Sarah Ricciardelli

Ricciardelli & Small, LLC



FIRST TIME HOME BUYERS SEMINAR

Sarah Ricciardelli , Esq.



RICCIARDELLI & SMALL, LLC
— COUNSELLORS AT LAW —

About Our Firm

- ▶ Ricciardelli & Small, LLC
- ▶ Over 25 years in practice
- ▶ Residential and Commercial Real Estate
 - ▶ Transactional specific firm
 - ▶ Specialize in the sale of condominiums (including condo conversions), Single Family, Multi-Family, Commercial Space
 - ▶ Represent Buyers, Sellers and Lenders

The Components of an Offer

▶ Contingencies

- ▶ Financing/risks of waiving financing/appraisal/inspection contingencies
- ▶ Home sale contingencies
- ▶ Any request to have the seller contribute to the buyer's closing costs should be included in the Offer.
- ▶ Any appliances or other items included in the sale should be itemized in the offer.
- ▶ Condo review contingency

▶ DATES MATTER

The Components of the Purchase and Sale Agreement (the “P&S”)

- ▶ Difference between Offer and P&S/What’s included:
 - ▶ Period of time
 - ▶ Amount of Terms
 - ▶ Main terms vs. detail
 - ▶ Sets the scene for the remainder of the transaction
 - ▶ Amount of money at risk
 - ▶ \$1,000 vs. 5% of purchase price
 - ▶ IF NOT IN P&S, then NOT IN AGREEMENT
 - ▶ Inspection issues
 - ▶ Contingencies
 - ▶ Why the loan commitment deadline is so important

The PS is signed now what?

- ▶ **Work with your lender to get your financing approved. Time is of the essence/diligence is important.**
- ▶ **A lawyer can help track your mortgage commitment date.**
- ▶ **A lawyer can help review the title commitment and related title documents. Having someone with knowledge do that is very important.**
- ▶ **A lawyer can answer questions and help resolve problems during the course of the transaction.**

CLOSING DAY

- ▶ Schedule Final Walk Through
- ▶ Wire remaining funds to law office (check's usually okay for P&S deposit, but NOT for Closing)
- ▶ Closing is essentially formalization of the terms of the P&S.
- ▶ No negotiating of terms at the Closing table.
 - ▶ i.e. interest rate
- ▶ After signing, last step is to record the documents
 - ▶ Deed, mortgage, homestead, etc. All public record.
 - ▶ **ONLY** a lawyer and NOT a lender, title company, or a real estate broker can give you legal advice.

Some Final Advice

- ▶ Purchasing a home can be a stressful process.
- ▶ Purchasing a home is one of the largest financial transactions of one's life
- ▶ So, it is important to have a good team surrounding you!!

Any Questions?

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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

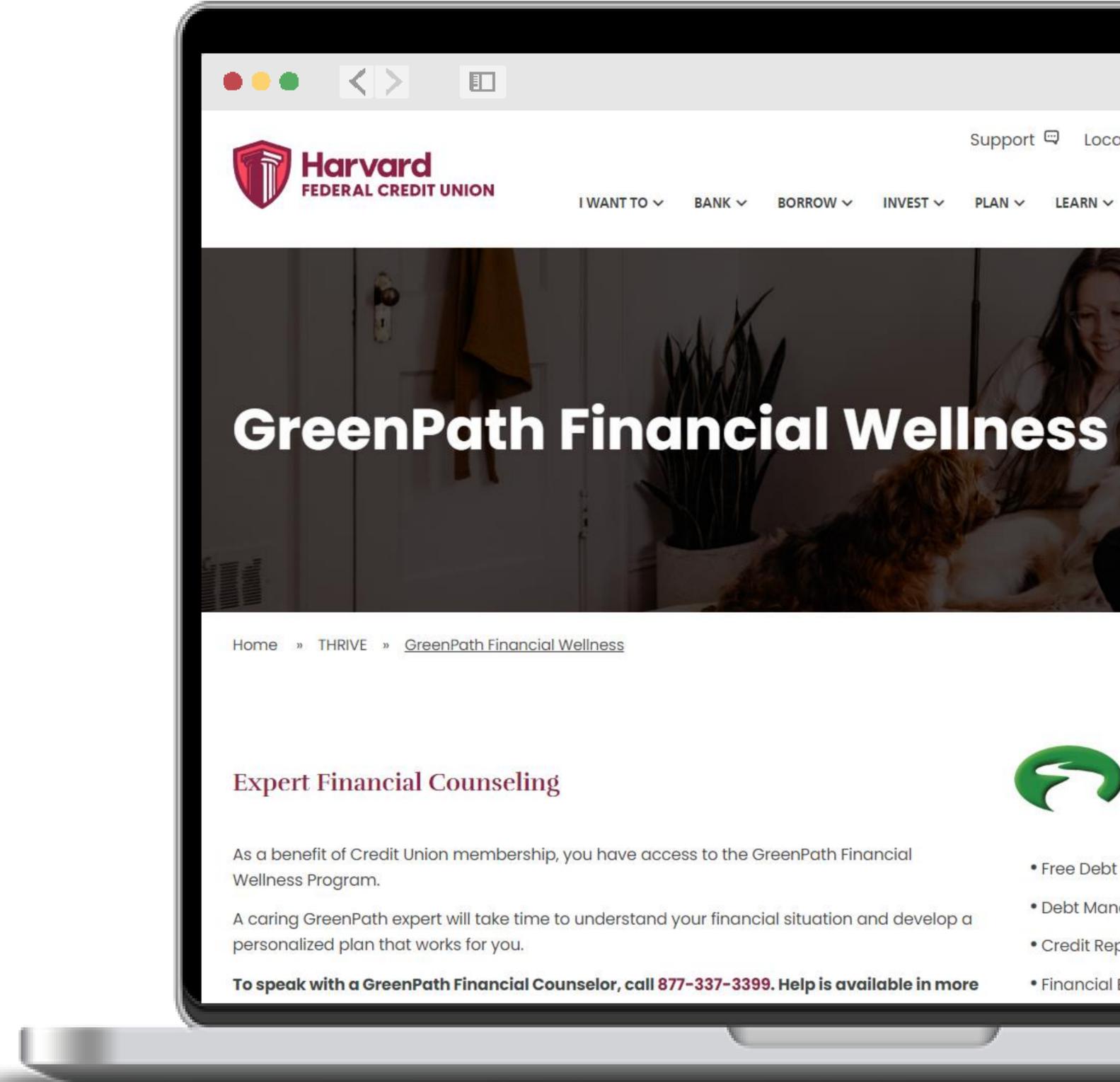
Low down payment options for eligible
borrowers

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

GreenPath

GreenPath Financial Wellness offers free credit, debt, budget, housing, and federal student loan counseling.

harvardfcu.org/greenpath





Questions?

Please submit your questions using the Q&A feature!

Harvard FCU's Home Buying Team



Sharon Cummings

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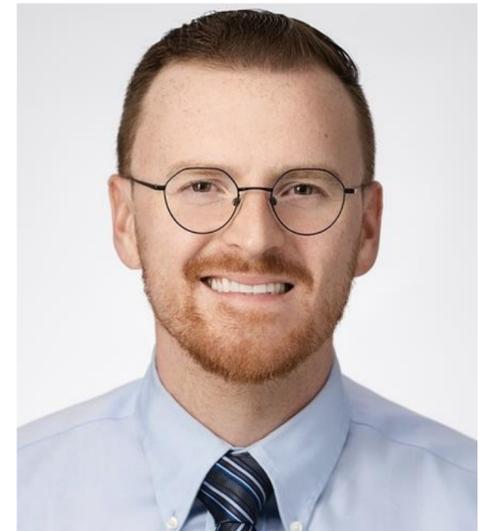
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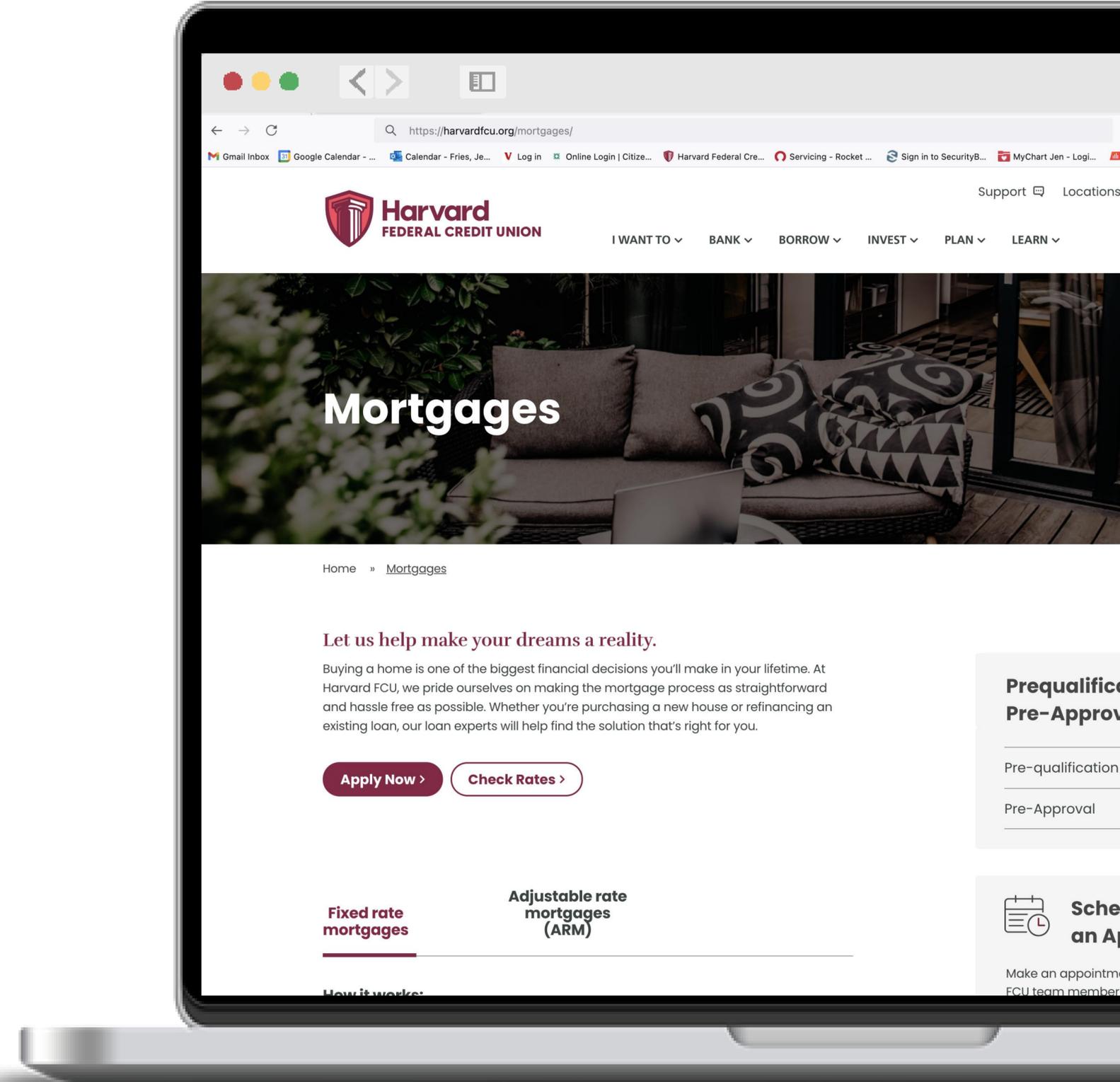
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Harvard FCU Services & Products

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

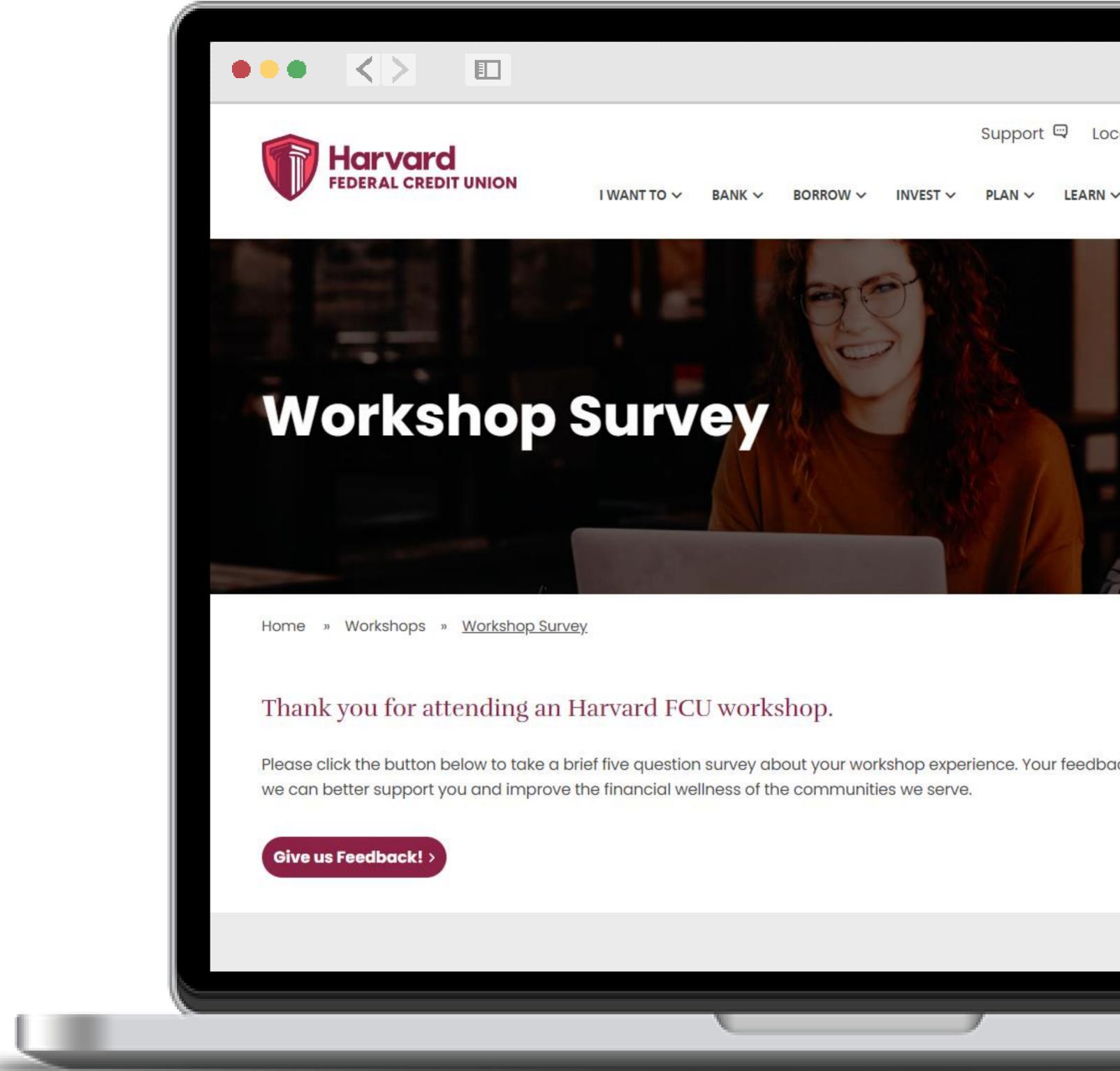
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Survey Says

Let us know how you liked this webinar.

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Thank You

See you tomorrow!

Affordable Home Buying | Thursday, Feb 26

