

An American flag is positioned on the left side of the frame, set against a background of a field of tall grasses under a dramatic sunset sky. The sun is low on the horizon, creating a bright glow and long shadows. The sky is filled with soft, golden clouds.

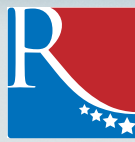
How To Pay Off Your Mortgage

 **10**
Years Early



s t e v e
 **ROCKEFELLER**


**GEORGE MASON
MORTGAGE, LLC**
A Subsidiary of United Bank



A mortgage is the most expensive purchase of your life.

Think about closing day. There's excitement as you sign the paperwork, but it also causes an ache in your stomach. I'm signing my life away.

Many people opt for a 30-year mortgage. Put that into perspective. It's owing a huge bill for 360 months of your life.

But what if you could lower that time? Use your hard-earned dollars toward something else?

You can do it. It's possible to cut your mortgage by a few years — or even a decade.

And it doesn't require a business degree or insider knowledge. All you need is a proven strategy.

Here are six action steps leading you to a faster, mortgage-free lifestyle.





Attack the principal

You can shave years off your mortgage by making payments toward your principal.

There are a few options:

Round up your mortgage payment. If you're paying \$1,750 per month, round it up to \$2,000 and apply the extra \$250 toward principal.

Some people use another strategy. They divide their monthly payment by 12, then make a separate payment toward principal each month.

You can also consider micro-payments. These are little payments throughout the month to reduce your principal. Whenever you spend less in a budget area, use the leftover money to make one of these payments.

Treat your mortgage like a 15-year (even if it's a 30)

This requires changing your mindset which in turn impacts your behavior.

Using a mortgage calculator, determine your monthly payment on a 15-year mortgage. Then start paying that amount, using the extra toward the loan principal.

For example, a 30-year, \$350,000 loan at 4.5% requires about \$900 more per month.

It's not easy, but the results are amazing.



Rent out an extra bedroom

Have unused space in your house? Consider it a way to reduce your mortgage.

To get started, partner with a service like Airbnb — but if you live within a homeowner's association, check your guidelines.

You can rent out a bedroom at \$750 per month and apply it to your mortgage. Do the math. That equates to \$9,000 per year.

Imagine placing that amount toward your principal each year!

You gain extra money without working a second job or interfering with your existing budget.

Use your tax refund

It's easy to blow your tax refund on something unimportant. But be strategic and use it to lower your mortgage.

80% of Americans receive a tax refund every year, typically several thousand dollars. Use those dollars to dramatically lower your mortgage principal.

This is a smart move, especially if you don't have high-interest debt.

Think of it as earning a return on your refund while also reducing your mortgage.



Go biweekly

Most homeowners pay a monthly mortgage, which means 12 payments a year.

When you go biweekly, you pay half your monthly amount every two weeks. Since there are 52 weeks in a year, you'll make 26 biweekly payments.

Why is that important? It equates to 13 monthly payments.

You'll end up paying less total interest while lowering your principal at a quicker pace.

This one simple change can save you thousands of dollars and lots of time.

Refinance your mortgage

A refi is one of the most overlooked ways to quickly pay off a mortgage.

Think about the scenarios:

When you refinance to a shorter term, it can lower your interest rate. A lower interest rate can mean a faster payoff.

Using that lower rate, continue making your previous payments. Higher payments (especially attacking the loan principal) = decreased payoff time.

You can also refinance to erase high-interest debt. Use the money you save and apply it to your mortgage repayment.

And, by the way, the refi process is a lot easier than you think. The "2% rule" no longer applies (the rate doesn't have to drop by 2% to make it worth your time).



These are simple and effective strategies to lower your mortgage payoff time. With a little discipline, the average person can do this!

There's no reason to be overwhelmed with the process. My goal is to make everything simple for you.

But maybe you have more questions. I'd love to help!

Reach out for a free "Mortgage Fitness Checkup" and let's develop your action plan.

Sincerely,

Steve Rockefeller
Senior Vice President
George Mason Mortgage
757.383.7062
www.mloans.com
steve@mloans.com





Testimonies

Steve was easily accessible and answered any question we might have simply and honestly. I would most definitely recommend he and George Mason Mortgage to my friends and family.

Richard W.

We knew from the moment we Steve that we were in good hands.

Keith F.

Steve was amazing throughout the entire process. He responded quickly when I had questions, no matter the time of day. I could not imagine working with anyone else!

Jenna W.

We have refinanced with Steve three times over the years and each time he has demonstrated exemplary professional customer service.

Brian M.

Steve was thorough, accurate and extremely interested in our well being.

Lorraine R.



steve
ROCKEFELLER

GEORGE MASON
MORTGAGE, LLC
A Subsidiary of United Bank