

Ep 57 Understanding Today's Real Estate Market Mariana Silva

Mon, May 01, 2023 1:57PM 35:15

SUMMARY KEYWORDS

house, mariana, people, clients, equity, homebuyer, real estate, buyers, market, mortgage, buy, good, rent, pay, property, triangle, remodel, furnace, absolutely, bit

SPEAKERS

Liz, AD, Terri, Mariana

- L** Liz 00:00

Searching for a home can be an exciting and stressful activity at the same time, especially with so many ups and downs in the market. In this episode we're chatting with Mariana Silva, Real Estate Agent at Invest Realty Group to discuss the current trends with the housing market and how today's buyers can make the most of it. Stay tuned.
- M** Mariana 00:23

You're listening to Triangle's Making Money Personal podcast where we engage in real talk about financial matters that affect our community. Today's episode is sponsored by Triangle Credit Union recently voted best credit union in New Hampshire.
- L** Liz 00:39

Welcome to the Making Money Personal podcast. This is Liz and Terri here and we're excited to be chatting with Mariana Silva from Invest Realty Group. Welcome, Mariana.
- M** Mariana 00:47

Hello, hello, thank you for having me. It's a pleasure being here. And I hope to get some knowledge to all of you.
- L** Liz 00:53

Awesome. Well, let's just start off with sharing a little bit about who you are and your company and what you do.

M Mariana 01:00

Sure, absolutely. So my name is Mariana Silva. I am a local real estate agent. We do mainly southern New Hampshire and northern Mass. We opened Invest Realty back in 2008. During the recession, you know, when everybody was calling me crazy, everybody was shutting down, you should not open a business. That's actually when we opened. And we've been open and successful since then. Which is amazing. We do have a great team of realtors that work with us. And we make a lot of dreams of homeownership into reality.

L Liz 01:32

Wow. 2008. So what was the motivation leading to that? Like the decision to open your own business?

M Mariana 01:39

Oh, gosh. So back in the days for those who remember the recession of 2008. So my husband had been in real estate since 2002. And he's a biochemist, but he actually really enjoyed real estate and he was a realtor, full-time realtor. When things went down south I told him, Okay, you either have to go back being a biochemist, or you're going to have to leave the company that you work for, and we're going to open our own company. He's like Mariana that sounds insane. Like everybody is now leaving real estate because like, there was no sales. Nobody was buying anything. And I said, Listen, we either go all in or all out. And that's when we opened.

L Liz 02:18

Wow, what good instincts, though? I would think, right?

T Terri 02:23

Yeah, like you, you guys are staying on the ship and everybody else is jumping off. Did you see like a big change in that during that transition time.

M Mariana 02:29

Oh, my gosh, crazy. So back then, you know, people used to do a lot of short sales. I'm like, Okay, let's become a specialist on that. And with market, real estate market, it keeps changing. And our job as agents is to adapt, and to teach our clients, the new trends, what's been changing, but real estate will never stay the same.

L Liz 02:49

Wow. Okay, so the housing market, then to the housing market now we're gonna, like just talk a little bit about like, how is it trending right now? Because, you know, 2008 was crazy. And then even COVID, I guess there was a lot going on during the COVID period where the housing prices were all over the place. And then we have the situation today. So can you like, explain a little bit about what you're seeing?

M

Mariana 03:09

Sure, absolutely. So during the pandemic, I remember everybody started freaking out, right? And like, oh, my gosh, there will be another housing crisis. And I looked at it and I'm like, hold on, guys. Think about it. People stay more home. People need more space. People are gonna move out from the Boston area, because first they are now working remotely. They can come to New Hampshire, they will get more house for their money. And that's exactly what happened. And during the pandemic, when a lot of people were complaining, I'm like, Guys, be ready because the market is gonna go crazy. And that's exactly what happened. So everybody, people who were living in a condo, they were now looking for single family because they needed the yard, you know, their kids were not allowed to go out, they were not allowed to have playdates. So and a lot of people, I think during the pandemic, they started searching for more quality of life. You know, so it wasn't really that hurry, busy life, everybody was like, Okay, it's time for me to enjoy life a little. And since then, you know, the market was absolutely crazy, since the pandemic, and that also brought the low interest rates, people were seeing the 2.5% - 3%. And I'm like, enjoy it while you can, because that's not the norm. And a lot of people did, you know, and now with the market, the rates did go up. And a lot of people are like, Oh, my gosh, the rates went up, you know, I can't buy a house anymore. Well, now the rates are actually back to normal. It's not that they're high. I think they're just back to normal during the pandemic, I mean, I do not want to go back to another pandemic to see the rates in the high twos and low threes again. Please, No I'd rather have the fives and the 6s. So, and at the same time, what's been happening lately, the rents are absolutely sky high. When I look at new rentals come to the area. I'm like, what? \$3,000 for Nashua, are these people crazy? So what's been happening now people are being pushed into buying a house, because there's no way out. You need a roof over your head. You can either pay high rents or you can actually purchase something that's yours.

L

Liz 05:19

So they're opting to purchase something.

M

Mariana 05:21

Absolutely. It's the smart move.

L

Liz 05:23

So the demand hasn't really cooled down, is what you're saying?

M

Mariana 05:26

Absolutely not. And even now, yesterday, I had two offers accepted from buyers, clients of mine. And both of them they had more than 15 offers. So we are going back to the crazy, but it's not as bad as it was last year. And to be honest, when the market was with a very low interest rate, I kept saying we need something to balance this out. It was being very unfair, because people they were beating like there was no tomorrow people were paying over what the house was worth. They were waiving the home inspection. And most of those people they were first time homebuyers, how can a first time homebuyer waive the home inspection and then they buy something that they know absolutely nothing about? So I you know, a lot of people they look at it, this the with the rates going up, that was a negative thing to the market. I think it was a great thing. You know, it just brought a little bit more balance. We still have a lot of buyers, especially for houses priced, I would say under \$550,000. The more expensive houses, you know, they're still sitting on the market a little bit longer. But on the price range, it's still multiple offers, but it's not as crazy as it used to be. Which makes me happy.

L

Liz 06:42

Yeah, the frenzy has kind of died down a bit.

M

Mariana 06:45

Yeah.

T

Terri 06:46

So Mariana, what is the what would you say is the median house price for Nashua right now,

M

Mariana 06:53

For Nashua when they checked last year was about \$480,000. Okay. What I usually tell my clients, especially the first time homebuyer, don't be stuck on what is the price, the median price right now, you should seek what fits in your budget, you know, so sometimes I have a client "Oh, I was just pre-approved for \$800,000." That's great. Are you comfortable with that monthly payment? You know, at the end of the day, you're going to be the one paying the mortgage. So when I meet with someone, the first thing we do, okay, let's see first how much you can afford. Second, I want you to know the monthly payment you're getting yourself into. I had a client, just last month, she closed on the house, and she had been through a divorce. And she was trying to, you know, get a fresh start. And she got pre approved for \$250,000. And she's like "Mariana, and I know we're not gonna find anything nice for that price." We found her a very cute townhouse, two bedrooms, one and a half bath. It was great. The monthly payment was less than what she was paying in rent. So it's still amazing.

L

Liz 07:56

Yeah. well. that gives me some hope. And probably a lot of other people out there too. Because

when like my husband and I are always kind of seeking out, they're looking to see what's around. And you know, the prices are just so high for a lot of these places. But it's nice to hear that there are some out there that you can find within a good price range if you work with a good realtor.

M Mariana 08:15

Yeah. And you know, our goal and all of our agents, we have the same goal, which is always make sure that the buyer is going to find something that they're not going to regret later. So I usually tell my clients, I don't care how much you're approved for, you know, we will find something that fits your budget.

L Liz 08:32

Yeah, that's good to know.

T Terri 08:34

That is good to know. Absolutely.

L Liz 08:36

So how do the different times of year impact home buying?

M Mariana 08:40

So it impacts a lot. And the main reason is a lot of people, so the average American, they stay on their same property for a maximum eight years. And the reason is eight years, it's usually when people have kids and they need more room, or their kids go to college, they want to downsize. This time of the year now the spring market, everybody's like, "Oh, you know, spring market is here. I should wait until the spring market so I can actually buy something." What happens is a lot of people with small kids, you don't want to move in the middle of the calendar school year. Because now your kid's gonna have to, you know, start a brand new school in the middle of the school year. And most people especially with kids, they wait until this time of the year. So the closing that the closing means the day that they actually get the keys to the house someone looking to buy now, they'll most likely get the keys at the end of the school year, which is perfect. You know, so then the kids can spend the summer and then start fresh in a brand new school.

L Liz 09:40

Hmm. So springtime is probably busiest.

M Mariana 09:43

It is the busiest when I have clients who don't have the concern about the schools with the kids, right. I usually tell them avoid spring market. Let's look during the winter. Usually when I saw like snowstorms, right, remember how I was just saying that we still seem multiple offers for the same property. Snow storm hits, there is a new listing, I'll be the first one there. Why? Because a lot of people are not there looking shopping during snow days during cold days. I'm like, that's when we're going to avoid the multiple offers. Oh, that's brilliant.

L Liz 10:16

That really is.

T Terri 10:17

Can just go back to I always kind of thought that the spring thing was more just because no one wanted to go out in the cold. I didn't put it I didn't associate it with like school years and things like that. And I actually have two children. So but that's kind of brilliant. So weather not only the the seasons, but the weather then could impact your housing search as well.

M Mariana 10:40

It does. It does. I usually tell them you know, the best time to buy is yesterday, no matter what, what month of the year we are in, the best time to buy was yesterday. So if you were looking now during the spring, you should have bought yesterday, but let's do it now. Now will work too. You know,

L Liz 10:55

it's not too late. It's not too late.

T Terri 10:58

Liz is taking all of these notes.

L Liz 10:59

I'm like scribbling over to share with her husband.

M Mariana 11:03

Just tell him to listen to the podcast.

T Terri 11:05

Exactly. That's what I'll do. I'll say here, listen to this episode, you'll get a lot from it.

L Liz 11:13

Okay, so when it comes to seasonal home buying, what are some things that homeowners should be looking at? Like when it comes to like particular seasons? For example. If someone's looking in the fall, is there something different they should be paying attention to on the property versus if they're looking in the spring?

M Mariana 11:28

Not really. If you're a first time homebuyer, in New England, we see a lot of old houses, okay, it's very normal. I show houses, the oldest one I have ever shown, I think was 1780. That was the year built. Around here, you're going to see a lot of houses built in 1900s, early 1900s, 1910, 1920. Just keep in mind, if you're a first time homebuyer, you should really get a home inspection. Make sure that you know what you're getting yourself into. People usually ask what is the worst thing about real estate.? And I always tell them, HGTV. Why? Because a lot of those first time homebuyers, they start watching those shows. And they are under the impression that they can remodel a whole house with \$15,000, which is not realistic. So once again, when you're looking at a house, the most important thing to do is keep in mind location. You know, I usually tell my clients most important thing, location. Second most important thing is location. And third most important thing is location. And then the fourth most important thing is to know the things that need replacement in the property. Are you going to have the funds to do it to make sure that you don't get yourself into something that you cannot afford?

L Liz 12:43

Yeah. How do you estimate what kinds of funds you might need on top of because there's like the home price right? And then you have to anticipate the closing costs. So like when a homeowner is like going through the house? I would think like a kitchen would probably be the most expensive room to model remodel?

M Mariana 13:00

It is but there there are other, Cosmetics is something especially for first time homebuyer I mean you're buying a house for yourself. If you can't afford to do a remodel on your kitchen right now ,you're not gonna die. Okay, leave on the kitchen as long as it's functional. Yeah, you can remodel two years in three years. My main concern what I try to pass along to my buyers is to make sure, is there any structural mechanical thing that we need replacement soon? And a house is pretty much like a car. So let's say if you're out to buy a used car, right? And we know tires, they usually last what 30,000 miles. If you see a tire that you can see that needs replacement soon how much would they cost about \$1,000? Are you going to have the \$1,000 to replace before winter? You know, so same thing. So furnace, roof, everything has a timeline.

Okay. If you buy a house let's say the furnace usually lasts about 30 to 35 years and then you fall in love with the house but the furnace is already 38 years old. That should tell you it's about time for it to break. And I used to tell my buyers make sure call a few places around to have an estimate on how much it will cost you. I don't want you calling me on New Year's Day oh my furnace is not working and I don't have the money to replace it. So a house is pretty much like a car. But make sure you know that you remember it's a big purchase. And for most clients a house will be the biggest investment they're ever gonna make in their lives.

T

Terri 14:32

Mariana so with your expertise, like when you go in I know that you had mentioned you don't want to forego the home inspection. Right. So and I think it's as a financial institution who offers mortgages I believe that we do require home inspection. I think that's a good idea. But as a realtor, Do you, can you go in and when you're walking through a home with a client can you recognize that this is an old furnace, you know, you're gonna have to, you know, do you is that the type of thing that you would offer as a suggestion?

M

Mariana 15:08

So had has a licensed real estate agent, we're not licensed real estate inspectors. So we cannot do the inspection for the client. But our job is to look at the disclosures that's provided by the seller. And usually ask, Do you know the age of the roof? Do you know the age of the furnace? And if they know of any problems? I love that in New Hampshire, the property disclosure, it's mandatory. In Massachusetts, it's not. So sometimes in Mass you put an offer in a house, and you don't really know the age of anything. In New Hampshire, that form is mandatory. So it's going to be there with every single transaction. Sometimes the seller would just put that "I have no idea I don't know", during the during the showing if the clients are really interested in the property, most of those that have a label with an ear on it. And I have a lot of experience where it can tell them, Okay, a roof, that type of roof lasts about 30 years, and then we'll look at the disclosures together. So they can have an idea. But to answer your question, no, I cannot, you know, do inspections during the showing for the client. But obviously, we can always look at a disclosure together. And even before the showing I tell them, "Hey, did you see that that house? You know, the roof is near the end of its life? So is the furnace." You know, and especially first time homebuyers, a lot of people now it's not uncommon to see that they only have enough money for the down payment and the closing costs. So after closing, they're left with like \$2,000 in the bank account. You know, we want to make sure that they're not going to get into something that it's going to be a buyer's remorse later.

L

Liz 16:48

Great. Well, at this time, we're gonna take a really quick break, and then we'll be back after a word from our sponsor.

A

AD 16:55

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L Liz 17:41

We're back with Mariana Silva talking about real estate and home buying. Mariana. So how would you encourage homebuyers, you kind of touched on this a little bit but how would you encourage homebuyers who are kind of like maybe enthusiastic about home prices maybe going down a little bit but a little scared because of interest rates going up a little bit? What would you give them, what advice would you encourage them with?

M Mariana 18:03

So it depends on the buyer. If you're renting right now, if you listen to this podcast and you're renting right now, I want you to get your calculator. Okay, multiply your rent by 12 months, and then multiply for how many years have you been renting? And you'll be amazed to see the answer. Sometimes people have spent over \$200,000 in rent, and they have no idea. So if that's your case, I highly recommend you to seek financial advice to see if you're ready to buy now. And like I said, the way I look at it, okay, interest rate right now it's about 6%. And rent is 100%. See the difference? So you're literally wasting 100% of your money every single month when you're paying rent. That's the way how I look at it. That's how, you know, I teach my clients. A lot of people now, there is not much inventory on the market. And the reason is, if you bought a house, let's say three years ago, and you got the really low interest rate, there is not a lot of motivation for them to sell and get into a higher rate right now. That's why we're not seeing a lot of inventory on the market. Once again, let's say if you have four kids and you drive a little sedan, right, if you just got pregnant with twins now you have four kids, does that car fit you. No, you're gonna have to buy a minivan.

T Terri 19:30

You just lost me at the minivan.

M Mariana 19:33

Same concept with a house you know. Is your house fitting you right now? If they answer yes, okay, you can try to wait until the rates go down. But from my experience with the rate there's never a perfect perfect time. When the prices are high, rates are low when the rates are low, the price go a little bit down. So it's really you know, what works for you.

T Terri 19:50

T Terri 19:56

Right. And I will say like my own experience. You know, when we first bought our house, it was 1990 I think it was probably 1998. And the rates were up like 8% I think when we closed on our house was like, 8.25%. And then it just kept going down. And then, you know, I could probably refinance like, five times over five years, which you've probably, I know that there's closing costs for every refinance. But, you know, that's the thing is like, I just, we would just refinance when it made sense for us to do so.

M Mariana 20:31

Yes, absolutely. And United States is one of the only countries that you can refinance at any time. A lot of countries out there, you cannot refinance a house until the loan is paid off. Wow. Yeah. We are so lucky. And some people don't even know it. Yeah.

L Liz 20:48

I never knew that.

T Terri 20:49

I didn't either. Mariana is like this international business owner. Ty-co

L Liz 20:56

Tycoon?

T Terri 20:58

Tike on. That's awesome. No, I did not know that either.

M Mariana 21:03

So regarding to your question, again, what I usually tell them, it's what works for you don't focus on the market focus on yourself.

L Liz 21:11

Yeah.

M Mariana 21:12

People made awesome deals when the market was high. People made some bad deals when

the market was low. So it's really what works for you and your family.

L

Liz 21:21

Yeah, that's sound advice because people want to, I think people get emotionally involved with news and current events, and all this kind of stuff. So when you sit down and do the math, and you determine what you can afford, that's really the safest bet. And sometimes you can still afford it. If the interest rate is that like, don't be scared of the interest rate, if you can still afford it. And if like you said, if it makes sense for you. So that's really good advice. We're coming down to like some of our last questions here. So I just, you're bringing up so many good points for people. I'm really happy about this. What's one piece of financial advice you would like to leave with the people listening, when it comes to either buying a house getting financing anything like that?

M

Mariana 22:02

Sure, absolutely. So let's start with the worst thing that happens to especially first time homebuyers, okay. Most people first they try to compare it to their friends. "Oh, I had a friend who bought it. And her rate was this." Well, whatever worked for your friends back in the day didn't work for you. Once again, focus on yourself. Second, I always try to sit down with my buyers and explain it to them that your first house does not need to be your dream house. And I hear that a lot. Sometimes a client comes in and they're like "whoa, I was only pre approved for \$400,000. I am going to wait because next year I'm going to get a raise. And then I'll wait until maybe you know next year or two years from now. So I can buy something better." And then comes next year. And they're like, Oh, now I have a more expensive car, I'm gonna have to wait again. And then now they're in this cycle that they're never buying a house because they're just trying to wait until they can afford that house with a three car garage, an in ground pool. So guess what, that does not have to be your first house. I'm not saying it won't be the second or the third. It just doesn't have to be the first. My first house I remember when I bought it. I was 23 years old. And it was awful. It was a multifamily. You know and when we bought I'm like okay, we need the the additional income to help us pay for the mortgage. So we bought a multifamily. And when I walked in, I'm like, oh my goodness, this is awful. We had to remodel the entire place. And I still own the house I still have it. It still makes me good money. But once again, you know if I look at the house now I'm like, Oh my gosh, if it was today, I would never go inside the house. But guess what, that was actually my first step on my ladder. You know, it wasn't my last house. My husband hates me because I'm in real estate and I want to move all the time.

T

Terri 24:04

I think that, like my nephew is in real estate and does the same thing Mariana, that's crazy.

M

Mariana 24:09

I know. We're just blessed.



Liz 24:15

Well, you see so many good houses out there you know you're always on top of that stuff.



Mariana 24:19

So you know it takes a lot and sometimes people see where you are now and they want to compare where you are now to where they are now and it just not fair. You know, I always tell people don't compare to your friend. "Oh, my friend just bought a house with a pool. Now I want a house with a pool." Maybe that house that your friend has right now it was not their first house right? Do not compare yourself to other people. Do what works for you.



Terri 24:43

Yeah, no, that is really good information and a good suggestion because I will tell you, I think I feel like I am so opposite. Mariana, I appreciate you. You know what you're sharing. But I am so opposite of who you are as a person now. I think like, like, just in terms of, I am so averse to moving. Like, I don't you know what I mean? Like, I am a creature of habit. And so for me, I can't even fathom like building my real, like a real estate empire like, you know, like just because that's just not who I am. But I, I can see the value in that for sure.



Mariana 25:23

Yes, absolutely. For example, I have a lot of clients, you know, they they're looking to retire soon or their kids moved out and they still live in a big house. Big house, a lot of maintenance, a lot of work. And sometimes, okay, and I keep telling my husband? Oh, we just moved. And I said, the moment my kids go to college, I'm moving in to an all-inclusive condo where they even have like, daily service to my driveway. So we change all the time. Okay. People change cars all the time, correct.



Terri 25:57

That's right.



Mariana 25:57

And my mom had a really hard time because she doesn't like moving. And I keep telling her we are not trees. We don't have roots for a reason.



Terri 26:08

Wow. Mariana just for those people who are listening and looking straight at me right into my soul right now. Oh, that's brilliant.

M

Mariana 26:13

Yes. So if your property is not working out for you, it's a good time and the market right now, if you're looking if you're, if you have been debating, oh, I don't know if I should sell my house. I don't know if I should go to something smaller or even something bigger. Right now people have something that they should really really pay attention to, which is the equity they have on their house. I have another client, they just sold a house with me. And they were sitting on a lot of equity. They had like \$400,000 worth of equity. And the wife wanted something bigger, right? And the husband is like, "No, we have a very low mortgage, I do not want anything bigger. That's her she's never happy." And I sat down with him like, Okay, let's look at it this way. You have enough equity here to buy two different properties. Why don't you buy a multifamily that will generate you some extra income to help you pay for the more expensive house? It is they actually did what I told them. You know what, now you just really like no that that was fantastic. But can you do? Can you do me a favor? Can you explain what equity is just a little bit for somebody who might be just tuning in for the first time?

T

Terri 27:25

Excellent. Good stuff.

M

Mariana 27:25

So, equity. This client, for example, they bought the house back with me back in 2017. Okay, they had \$400,000, because they bought it for a very good price. And on top of that, they did a lot of remodeling to the house. So their house should they on the market was worth \$600,000. But the total mortgage was the balance on their mortgage was \$150,000. So the difference between what your house is worth today and what your mortgage is, that's your equity. And your equity, you can use it at any time. What I don't recommend, oh, I'm gonna get in trouble with Triangle Credit Union. I love Triangle just one thing that I really don't like, is people sometimes they look at the houses like it is an ATM machine. Your house your equity is not an ATM machine. Okay, stop spending the equity towards a new boat, towards expensive vacations. But if you're investing your money back into real estate, I always say you know, real estate money should go into real estate. And a lot of people so like those clients, they had a lot of equity, they were able to use the \$400,000 to buy two houses, amazing. One of them, they're making enough money extra on the rentals to help offset the more expensive mortgage on the single family. And sometimes I went to a listing the other day, they owned a house for 25 years. And when I went there, I always asked, you know, do you know your current balance on your mortgage? And they're like, oh, no, I don't know. We have to look at it. I'm like, okay, so I did a quick CMA before I went in there. And their house was worth about \$550,000. When I got there, she's like, Oh, let me look for it. So she got into her account online. And I looked and she owes on the house \$510,000. I'm like, hold on you being here. You bought this house 25 years ago, and you still owe almost as much as you and she bought the house for like \$150,000. I'm like what's been happening? So she's like, Oh, I lost count how many times I took equity on this house. So and people they forget that that equity that you're removing, it's been added to your current balance. You know, it's not free money. So people have to stop looking at their equity like it, it's free money. But the equity right now a lot of people it's the perfect time. If they're on the fence if they should sell it or not. I'm telling you right now it's the perfect time.

I had another client, she actually she retired her and her husband, they had a house. And they're like, oh, Mariana, it was really hard for him because he can't really retire. Living on retirement, is not very easy for most people. And what they did, they sold the house. With the equity they bought a little two bedroom apartment here in Nashua, South Nashua, and they're mortgage free, they don't have any payment. Which worked out amazing for them. You know, they used that. So just use your equity wisely, you know, and work with someone who's honest, to make sure they will give you the right advice.

L Liz 27:42

Well, really quickly, we're gonna we're gonna move into our rapid fire session. But before we do, I just want to give you a chance to share with the audience like where are there ways that they can contact you or find more information about you and your business? If you want to just maybe list some links or websites?

M Mariana 30:49

Absolutely. So we have three offices. One is here in Nashua, New Hampshire, right off exit six. We have another one in Tewksbury Mass, and I also have one in Hyannis, Cape Cod.

L Liz 31:00

Oh, nice.

M Mariana 31:02

Yes, yes. My phone number is 603-438-4263. You can visit us on the website investrealtyhomes.com and we have a team of amazing agents. You can look for me or any one that works with us. I guarantee you can't get any better than that.

T Terri 31:27

Mariana, you had mentioned before, when I actually before we even started recording today, but you obviously speak Portuguese, right? Do most of your agents speak Portuguese? I feel like it's important for people who are listening if they're, you know if there are other languages that are spoken, so.

M Mariana 31:45

Absolutely. So almost everyone that works in our office, they are bilingual, either Portuguese or Spanish.

T Terri 31:50



Terri 31:52

Okay, nice. Awesome. Yes. Excellent. Great.



Liz 31:54

Well, at this time, we're gonna roll into rapid fire. So I don't know if they explain to you what our rapid fire session is at all. Have I?



Mariana 32:00

No you did not.



Liz 32:01

So all this is it's nothing scary.



Mariana 32:03

Put me in the Hot Seat.



Liz 32:06

Basically, we're just gonna have a little fun. So we're going to ask you 10 questions this or that you respond with the first one that comes to mind. You don't have to explain if you don't want to sometimes people do. But Terri's got the list, so she's gonna rattle them off.



Terri 32:21

Okay, are you ready? Okay, here we go. Okay, first question. gardening or shopping?



Mariana 32:27

Shopping. It's shopping therapy. It's not shopping it's retail therapy.



Terri 32:35

I'm gonna have to change my question next time. Miami or Maui?



Mariana 32:42

Miami

.....

T Terri 32:43
Tea or Coffee?

M Mariana 32:45
Coffee.

T Terri 32:46
HGTV or History Channel?

M Mariana 32:48
Oh, You know the answer. It's History Channel.

T Terri 32:56
That's super funny. Game night or movie night?

M Mariana 32:59
Game night.

T Terri 33:01
Margarita or Martini?

M Mariana 33:03
Margarita.

T Terri 33:04
Reading or movies?

M Mariana 33:06

Reading.

T Terri 33:07
Staycation or vacation?

M Mariana 33:08
Vacation. I'm in real estate, come one. I work seven days a week, nonstop.

L Liz 33:16
She's like, I gotta get away.

T Terri 33:19
Pizza or tacos?

M Mariana 33:21
Tacos.

T Terri 33:22
All right, last one. Marshalls or TJ Maxx?

M Mariana 33:25
Oh, gosh. Is there a difference? Can I answer home goods?

T Terri 33:36
Again, going back into the real estate. Yeah.

L Liz 33:42
Well, thank you so much Mariana.

M Mariana 33:44

Sorry, I just want to mention that a lot of people they love new purses and new shoes. Guys, I go to Floor and Decor. Oh, my goodness. I'm telling you. It's like I want to be there all day.

T Terri 34:01

I think that Mariana should come back. I absolutely know what Mariana, I feel like that this was such good information that you shared today. But also, I'd love to hear more about real estate as an investment. I feel like that that should be probably our next session. And so we can just kind of unpack that a little bit more.

M Mariana 34:20

Absolutely. Count me in.

L Liz 34:22

Fantastic. Awesome. Okay. Wonderful. Well, thank you so much for taking time out of your day to record with us as really appreciate it.

M Mariana 34:29

Thank you very much. It was a pleasure being here. And I hope your husband listens to the podcast.

L Liz 34:35

I'll let him know.

M Mariana 34:37

Yes, thank you so much for having me. Thank you.

L Liz 34:39

Thank you, Mariana. Have a good day.

M Mariana 34:41

You too.

A

AD 34:43

That wraps up this episode of The Making Money Personal podcast. If you've enjoyed today's show, we would love to hear from you. Email your thoughts about this show or any other ideas at tcupodcast@trianglecu.org. Thank you to all of our subscribers and if you haven't yet, please hit that subscribe button wherever you listen to podcasts so you don't miss out on any new episodes or money tips. Thank you for listening and have a great day.