

Top Ten Reasons Why It's A Great Time To Buy Real Estate!

- 1. Selection, selection, selection.** There is a more balanced number of homes available in today's marketplace. Regardless of the price range a buyer desires, there are plenty of houses from which to choose. Just a few years ago the available inventory of homes dropped very low. A buyer was forced to make compromises if they were going to locate the home of their dreams. There is a great selection of homes, condos, townhouses, acreage and view properties. You can find large lots, small lots, and a lot that will accommodate your boat or RV. There are lots of options in this market.
- 2. No Bidding Wars.** In 2005 we had one client that made an offer on ten homes. They lost the first nine to the 'feeding frenzy' that existed. Other buyers bid the properties up substantially from the original listing price. There were escalation clauses where buyers authorized their agents to outbid other offers by thousands of dollars. There is no competitive bidding in this buyer's market.
- 3. You can make an offer.** A few years ago when you made an offer, the only question was how high above the list price could the buyer reach in hopes of being the best offer on the table. Today the sell price vs. list price ratio is about 96%. A seller will not be insulted if you 'make them an offer they can't refuse'.
- 4. Patience is tolerated.** In the hot seller's market that existed everything was rushed. Find a house before other buyers did. Hurry up and make the offer. But today a buyer can take their time, look at several homes and think about their decision.
- 5. Due diligence is welcomed.** In this market a buyer is encouraged to obtain a home inspection, pest and dry rot inspection and an appraisal. Prior to this market, many buyers waived these contingencies in order to gain an advantage with multiple offers.
- 6. There are plenty of specs.** In the not too distant past buyers had to 'play games' if they wanted a new home. There were lotteries and waiting lists in order to obtain new construction. Some buyers slept in their cars in order to get to the head of the lines. Today builders have plenty of specs ready for immediate occupancy.
- 7. Repair requests are welcomed.** After a buyer completes a home inspection, they are allowed to submit a repair request to the seller. In the past a seller might insist the home was sold 'as is'. Many times, there were back-up buyers waiting for a primary buyer to upset the seller whose home was increasing in value almost daily.
- 8. Fewer investors.** It is estimated that one third of all sales in 2005 were to investors. These non-owner occupied buyers caused more competition in the market. Now is a great time to buy without having to compete with as many prospective landlords.
- 9. Location, location, location.** Today's buyers can find homes in many desirable locations that can fulfill their needs; whether it be closer to work, within biking and/or walking distance to schools or public transportation or revitalized areas or up and coming urban centers of fun.
- 10. Real Financing is available.** The many zero down, no doc, adjustable and sub-prime loans have disappeared. Fixed rates are still around historical lows and are being rediscovered as a solid tool for stability in mortgage planning. FHA financing, first time homeowner bond programs, special loans for teachers, and police officers are back in business. It's a great time to buy real estate!



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