



What You Need to Know About Timing & the Current Market

February 2009—New Extra



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In real estate, timing is critical. The moment of a transaction is paramount in determining the value of a property.

The current market—with its volatility both in real estate and stocks—is no exception. When the history books are written, this period will be recounted as an incredible time to buy real estate.

Why? The climate of our current market makes now a perfect time to buy because:

1. Consumers are concerned.

Consumer concern is at an all-time high for our lifetime. Nobody wants to invest in anything anymore. The bad news filtering down has bred an environment of fear.

As a result, buyers are sitting on the fence—waiting for the economy to improve. This means less competition and lower prices for the serious buyer.

Smart consumers see the opportunity in an uncertain environment. With prices and choices galore, they understand that now is a great time to buy.

2. Sellers are willing to negotiate.

Sellers are desperate right now. They want to make a deal and are willing to entertain offers that they would have scoffed at two or three years ago.

This has opened up room to negotiate when it comes to getting down to dollars. Buyers who have heard “no” from a seller are finding that their phones are ringing with a “yes” — often, weeks later!

3. Government stabilization.

Keeping the real estate industry safe and strong has been a major theme throughout 2008. This trend should continue as legislators ease restrictions to give consumers greater access to home ownership.

Don't wait for the history books to tell you that now is one of the greatest times ever to buy real estate. Long before the first book is published, take advantage of what's happening now—and get the deal of your lifetime.

Want more information on how trends are affecting sellers' behavior? Give me a call at (360) 620-2690 or send an email to mollyells@windermere.com. I'll help you take advantage of current conditions to maximize your opportunities.

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