



It's a GOOD time to be
a BUYER!

I know this sounds crazy, but hear me out...

Over the last 24 months, many buyers had to purchase a home site unseen, waive all contingencies and bid HIGH above asking price, JUST TO GET A HOME!

Most had to COMPROMISED.

A recent study by Homelight found that 70% of recent buyers have at least one regret.

1 in 5 admit they bought to quickly

Buyers today have more confidence:

- **More negotiating power**
- **more options**
- **more time to weigh options.**



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How much EQUITY does the average US Homeowner have?

According to New Data, **the average US Home Owner now has more than \$274,000 in EQUITY!**

For Context, that's UP from \$182,000 before the pandemic.

Everyones situation is unique and every market is different -

Including OURS.

If it's been more than 12 months since. you've received an equity update, I can help!

Just reply, "I'm Curious" to this note with your current address and my team will get to work for you.



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Buyers are looking to purchase a
HOME, not hire a contractor!

Most buyers right now are just not as interested in fixer uppers.

Between high mortgage rates and construction costs, non-renovated homes are sitting on the market longer.

Turnkey Properties, on the other hand, those priced well and widely promoted, are selling faster.

These are the UPGRADES that could make a huge difference to a potential Buyer- Hardwood floors, Fresh Paint, Kitchen Updates and Bathroom Updates

Even if you're not thinking of selling soon, its important to stay updated on these trends.

Recent study from a Wall Street Journal Article



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