



REAL ESTATE NEWS

Keeping You Up To Date On Housing Trends
& The Local Real Estate Market



Provided By: Kirstine & Clive Openshaw, Real Estate Specialist

October Edition

Volunteering In Our Community

Fall has arrived and we are nearing the Holidays quickly. You've undoubtedly noticed that everything is now flavored with "Pumpkin Spice" and the tastes, smells and sights are getting everyone into the Holiday spirit.

Inside my real estate business, I'm involved with a Mastermind Group of agents all over the country that try to give back to our individual communities as much as possible. Especially around Thanksgiving time, we've always looked at this as a time to reflect on how fortunate we are, what great families we all have and the love we should embrace for our fellow neighbors.

Unfortunately, we still have poverty in America. As a matter of fact, we have it right here in our area. This Thanksgiving, there will be families as well as single Mom's and single Dad's that can't provide a bountiful feast for their loved ones. As you can imagine, nothing could be more disheartening or humiliating for the provider of a family, so we try to help out wherever possible.

Each year, a large group of us take it upon ourselves to order precooked Thanksgiving dinners from local restaurants and we then hand deliver them to needy families all over the city.

Last year, the leader of our Mastermind Group personally delivered 50 meals in his town and inspired all of us to deliver to THOUSANDS of families from sea to shining sea.

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Happiness, love and gratitude are things that are extremely important to me here in our community. I would encourage anyone that wants to create good will, good feelings and good examples for your children to just find a family or two that could use a little bit of cheer and help them out with a big family dinner or anything else that may be of assistance.

We've found these families by checking with local churches, food banks and even running a few ads online to ensure we find good families that are simply down on their luck.

If you'd like to talk about this a little more, simply give me a call. Otherwise, help out anywhere you can!

This Won't Last Forever

I've been very happy to see that over the past few years, mortgage rates have become more normalized, making it much better for people to get into the ownership of rental properties.

With those more normalized guidelines, also comes opportunity for those that are interested to break into the investing world with very little cash out of pocket.

We all know that nearly ALL massively successful and wealthy people have given credit to real estate for a large percentage of their empire. It seems that every time you read an article about a multi-millionaire, they'll talk about how they started with just one or two rental properties and leveraged off of that to generate a huge portfolio of properties and millions of dollars. I'm sure you've seen those articles yourself.

The problem is that it can be scary if you are venturing into something you've never done before. After all, you certainly don't want to make a mistake or get into something that costs you money.

That's why you use a professional advisor! As a licensed real estate pro, we look at these things all day - every day. We've worked with new investors as well as seasoned pro's so we know what makes the most sense and how to get started in the right direction. One thing I've always leaned on when discussing real estate investments is that absolutely EVERY SINGLE ONE of the wealthy individuals I've spoken to or learned from said that the one regret they have is that they didn't start earlier. All of them let fear stand in the way of them acquiring their first transaction.

Many times, I hear that people simply didn't realize that investments were so attainable. They thought that they'd need a huge down payment and a 750 credit score or some other unknown requirements that would keep them from qualifying. That's not the case.

Lending guidelines change all the time, but it's always been exciting to me to see that someone can acquire an

investment property with a minimal down payment and nearly "average" credit. Best of all, they can earn a positive cash flow each month to give them some extra money but in the meantime, that tenant is buying down the mortgage so that you'll eventually own that home free and clear!

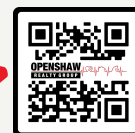
We've heard from some families that are just looking to acquire a couple of rental houses so that they can leave something for their children once they pass on several years (hopefully decades!) down the road. It's a nice little surprise for your children to find out that you left a house to them that's owned free and clear and is consistently bringing in a large rental check every month!

Fortunately, these are things that can be done in a far away distant area and they require NONE of your own labor or time. Remember, it's always smarter to use a property manager so you never have to lift a finger.

Let the professionals handle it and you just cash the checks each month while watching your equity position grow!

My job is to help your family in making smart moves in real estate. Want to chat about it?

Have you watched our Cost of Buying vs Cost of Waiting Video?



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Quote of the Month

An investment in knowledge pays the best interest.

-Benjamin Franklin

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The Danger of Multiple Offers On Your House

Today, I wanted to discuss something that sounds counterintuitive at first glance... The danger of multiple offers on your house.

You may be thinking, "But wait, don't I want a ton of offers on my home to drive up the price?!"

While that is a potential scenario that could help you, I want to discuss some of the overlooked scenarios that happen during a multiple offer situation.

Let's jump into it...

Managing Expectations: Receiving multiple offers can create high expectations, but it's essential to remember that not all offers are equal. Some may come with contingencies or financing challenges. Your experienced real estate agent can help you evaluate and negotiate the strongest offer.

Choosing the Right Offer: It can be challenging to select the best offer when you have multiple options on the table. It's not always about accepting the highest price; other factors, such as the buyer's financial strength, contingencies, and flexibility, should also be considered.

Appraisal Concerns: If the winning offer significantly exceeds the home's appraised value, it may result in financing issues for the buyer. A skilled real estate agent can help you navigate this situation and find solutions that benefit both parties.

Buyer Financing: Some buyers may submit offers without secure financing. This can lead to delays and uncertainty in the closing process. An experienced agent can verify the buyer's financial readiness to avoid potential hiccups.

Inspection and Repair Requests: Multiple offers can lead to less negotiation power for the seller when it comes to inspection and repair requests. It's crucial to have a clear strategy in place to handle such requests without compromising your position.

Buyer's Remorse: In highly competitive situations, buyers may rush their decision to secure a property. This can sometimes lead to buyer's remorse or renegotiations down the line, potentially affecting your sale timeline.

Dealing with Backup Offers: Even after accepting an offer, you may have backup offers in place. Deciding how to handle these backup offers can be a delicate process and may require guidance from your agent.

Timing Challenges: Coordinating closing dates with multiple buyers and their lenders can be challenging. Delays from one transaction can have a domino effect on others. An experienced agent can help streamline the process and ensure smooth closings.

As your trusted real estate advisor, I'm here to help you navigate the complexities of selling your home, especially when dealing with multiple offers. My goal is to protect your interests, maximize your profit, and minimize potential pitfalls along the way.

If you're considering selling your home or have any questions about the real estate market, please don't hesitate to reach out. I'm here to provide you with expert guidance and support throughout your home-selling journey.

Best,

Kirstine Openshaw



FEATURED HOME OF THE MONTH!

Weatherford TX!
Equestrian's Look Out!
2 Primary Suites!
3 Stall True Horse Barn.
Wheelchair Accessible!



3 BEDS - 3 BATHS - 3,410 SQFT \$685,000
CALL ME TO SCHEDULE A TOUR OR ASK ME
HOW I CAN FIND YOU THE PERFECT HOME!
940-372-0044

Kicking Off The Fall Season!

Y	N	G	O	U	R	D	S	E	S	I	P	S	O
S	T	R	L	T	A	E	J	L	N	C	U	A	D
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LEAF PILES
HARVEST
PUMPKIN SPICE
APPLE PICKING
GOURDS
HAYRIDES
JACK O' LANTERN
ACORNS
HALLOWEEN
COSTUMES
CANDY
CIDER
RAKING
FULL MOON
AUTUMN

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Selling? View
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SCAN ME

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Free Home Value



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