4 RS Ε B any SE **CAN EXPECT IN 2023**



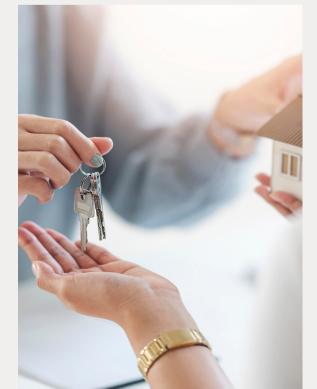






LESS COMPETITION FOR BUYERS

With mortgage rates fluctuating, some potential buyers are dropping out of the market. For those still looking, that means less competition and less pressure to "panic" buy. Buyers will have more time to make decisions and be able to ask for seller concessions and home inspections.







MARRY THE HOUSE, DATE THE RATE

Even though mortgage rates are higher now than they were a year ago, buyers do not need to feel they will also be locked into that rate. Buying a home they love now should be their priority. When rates cycle down in a year or two, they can refinance.

2



MARKET STILL MAKING ADJUSTMENTS

Between interest rates, inventory and inflated (or deflated) home prices, buyers and sellers will continue to see adjustments in the market. I can help guide you through these shifts whether you are selling or buying a home.







I AM HERE For You

In this shifting market, trust the advice of an experienced real estate agent. I can advise you on all aspects of real estate, including any investment opportunities you may be considering. I can also refer you to experienced agents in other areas if you, a friend or family member ever need one





Save for later

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SOURCES:

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2. www.zillow.com/home-values/24/ky/

3. www.nar.realtor/newsroom/existing-home-sales-receded-1-5-in-december 4. www.realtor.com/research/december-2022-data/