

# The Top 10 Reasons It's A Great Time To Buy Real Estate

---

- 1. Selection, selection, selection!** There are many resale homes on the market in MetroWest. Regardless of the price range a buyer desires, there are plenty of homes from which to choose. Just a few years ago, the resale inventory was 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 and townhomes. There are lots of options in the marketplace.
- 2. No bidding wars!** The “feeding frenzy” that existed made buyers bid 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 very little competitive bidding.
- 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%.
- 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. Today a buyer can take their time.
- 5. Due diligence is welcomed!** In this market, a buyer is encouraged to obtain a home inspection, pest inspection, etc. In the past, many buyers waived these contingencies in order to gain an advantage when there were multiple offers.
- 6. 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.

7. **Few, if any investors!** Many homes were sold to investors. They caused the market to inflate and affordability to decline. Mortgage fraud became commonplace.
8. **Location, location, location!** Today's buyers can find homes closer to work. Today, reasonably priced homes are within biking or walking distance to schools, rapid transit and relatives. You no longer have to go further West.
9. **Real financing is available!** The "wink wink" zero down, no doc, adjustable, sub-prime loans are gone. Fixed rates are back. FHA financing, first-time homeowner programs, special loans for teachers and police officers are back.

## IT'S A GREAT TIME TO BUY REAL ESTATE!!!!!!

---

Joan Hathaway

Methodical – Innovative – Assertive

Making Real Estate EZ Through My Technology-Driven Business Model

RE/MAX First Choice Real Estate

800-736-2908, x239

[Joan@JoanHathaway.com](mailto:Joan@JoanHathaway.com)

[www.FindYourNextHouseHere.com](http://www.FindYourNextHouseHere.com)