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# The Voice of Real Estate

## The Value of a REALTOR®



## Is that your equity showing?

Have your kids left the nest? Maybe some are moving back in? Perhaps you started collecting cars and need a bigger garage? If you are looking to change your living situation, now is a great time to move your house on the market and fine tune what you actually need in a home.

Right now it is a seller's market. Homes are going fast and when priced right, sellers are getting their asking price, or even more! So while it might cost a bit more to change your living situation, you, most likely, will get more out of your sale and will sell quickly, making it an easier transition to your ideal home.

The real estate market is gaining ground, and looks similar to the way it was about ten years ago, but it's not exactly the same. What's the difference between then and now? There isn't loose lending, new construction in abundance or speculative investing. We do have consumer demand, job growth, controlled lending, low inventory and population growth. So while it may look like it could be a bubble, it lacks the elements to make it volatile.

Whether you want to invest your equity in a new home or just need to change your living arrangement for any reason, now is the time to act while rates are low and the market is active. Contact a REALTOR® to find out the many options available to you.

## WHAT MAKES RIGHT NOW A SELLER'S MARKET?



## Um, you might not know this, but...

boy this is awkward... your equity is showing. Yea, right there, your home's current value minus your balance of what you owe. Are you going to do something with that?

Great, you've contacted your REALTOR® and found your equity. Now what to do with it? Maybe you want to do some repairs on your home and increase the value (especially if you are planning to sell soon). You could use it to pay for higher education, retirement investing, consolidating debt and much more. Best of all, you can use it as a down payment on a new home or second home and start building even more equity!

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## Did You Know?

Competition for homes is fierce - it's a seller's market.



## It pays to hire a REALTOR®

You can earn up to 20% more when you hire a REALTOR® than selling alone.



## Now is the Time!

70% of consumers think now is a good time to buy a home, and they are ready.