

# Home for the *Holidays*

As mortgage rates lower, the real estate market typically becomes more competitive. Working with a qualified professional real estate agent helps get you into the home of your dreams.

## Buying a home? A buyer's agent will...

- ✓ Connect you with a lender.
- ✓ Take the time to listen and understand your priorities.
- ✓ Scout and recommend properties.
- ✓ Arrange and attend property inspections after your offer is accepted.



## Selling a home? A listing agent will...

- ✓ Conduct a Comparative Market Analysis.
- ✓ Advise you how to prepare your home for listing.
- ✓ Competitively price your home to sell.
- ✓ Create a comprehensive home marketing plan.

## Whether you're buying or selling, a professional real estate agent will...

- ✓ Negotiate the best deal to get the price and terms you want.
- ✓ Provide complete transaction management.
- ✓ Keep you informed every step of the way.
- ✓ Have a robust database of referrals to other service professionals.

The holidays can be hectic, but you may find you have pockets of time where you can talk with family and friends about buying or selling a home. Spring is anticipated to be a competitive time — you don't want to get left behind!

# Homework for the *Holidays*

## Getting Ready to Buy?

- Check your credit scores.
- Review your finances and set a budget.
- Research the process of getting preapproved.

## Getting Ready to Sell?

- Decide when you would like to sell your home (time of year, personal schedules etc.)
- Start a list of small repairs you can do yourself.
- Start decluttering.

## For Both Buyers and Sellers

- Create a wish list of “must-haves” and “nice to have” for your next home.
- Start researching areas where you might want to live.
- I'm in your corner, so reach out.**

If you or someone you know is considering a move, feel free to contact me with any questions. I'm here to offer clear, concise information you can trust.