

How's the Local Market?



Residential Properties Only

(These statistics represent a 1 week snapshot of May 14 - May 20, 2010.)

Active Listings on 5/20/10	862
New to the Market	35
Sale Pendings	36
Closed	38

Average conventional Interest Rate: 4.75% 30 Years - 0 Points APR 4.939%
Average FHA Interest Rate: 4.75% 30 Years - 0 Points APR 4.939%
*tied to your credit score

Question: With all of the information that is available on the internet, is it necessary to have a REALTOR® assist me in the buying or selling of a home?

Answer: That is a very good question. The internet, an amazing tool for a new century, has provided us all with an outstanding method for sharing information across the world. Unfortunately, along with all of the valuable information, it has provided an equal amount of dis-information.

Through the use of their regional multiple listing services, local court records, and the internet, REALTORS® provide information that is concrete, accurate, and substantive to the consumer—something the internet alone cannot guarantee. REALTORS® sift through and analyze information daily that is applicable to your specific scenario. They also identify and assess incorrect or misleading information. Beyond price, REALTORS® evaluate the current market conditions, the location, and the appearance, inside and out, of hundreds of homes to determine the overall ability of a house to sell.

What happens when a buyer and seller agree on a price? What's next? REALTORS® provide guidance throughout the process. The needs are many.

For buyers a few of the questions:

- What inspections do I choose and who will do them?
- Where do I find the best financing?
- How do I choose a closing date?
- What do I have to do to close, who helps me?

For sellers:

- What information about my home am I required to share (disclosure)?
- How do I resolve the mortgage on my home?
- What do I do about buyer's requests for repairs to be done by seller?
- How do I make sure the buyer can perform?

The most intriguing aspect about these and the multitude of other questions is that there is no single, correct solution that works for every buyer and seller! The reality is, every new set of circumstances requires a different set of solutions, and those who have been involved in these situations time and again, can deftly maneuver through the potential pitfalls and legal webs that inevitably await the unsuspecting, unaided consumer.

For most people, buying and/or selling a home might be something they only do three or four times in a lifetime. REALTORS® do them every day. Over time, processes change, laws change, markets change. REALTORS® monitor these changes and adapt to new conditions to make the experience of buying or selling the simplest, and most seamless experience possible. The value of knowledge and experience that a REALTORS® can provide to a buyer or seller before, during, and after their relationship, extends well beyond the capabilities of the internet.