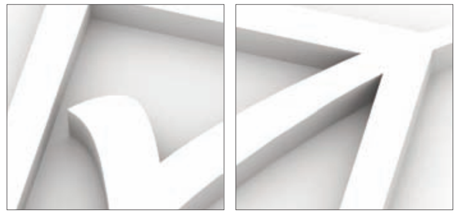


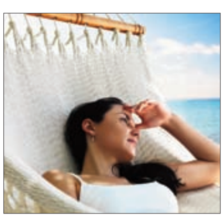
It’s time for a few Real Estate Reality Checks:

In a recent study, 72% of homebuyers and homesellers said they think this is a good time to buy a home. Here are some real reasons for that optimism...

Is this a good time for first-time buyers to buy?
The selection is big. Prices are good. You don’t have to worry about selling another property. And if you have reasonable credit scores, financing is easily available. All things considered, it’s an excellent time for first-timers.

Is this any time to move up to a bigger home?
Given the market, when you sell your home, you might get less than you would have two years ago. But given the selection and the prices today, chances are good you might just get a lot of house for the money. For a net gain. So, yes, bigger can be better!

How does our region compare with other parts of the country?
This region is economically stable. And it’s still growing. Ours is a diverse economic base and job growth is expected to continue. This has translated into real estate numbers that are much less severe than many other American cities and regions.



Should you just “wait out” the real estate market?
This is one of those “rear view mirror” questions. We won’t really know whether the market has hit bottom until after it has. If you wait until then, a pent-up demand will have been created. And you might have waited too long. So, don’t. Because...

It’s time to buy!

Prudential

Fox & Roach,
REALTORS®