

FACTORS THAT AFFECT MARKET VALUE

For prospective home buyer's and seller's it's important that you understand how the real estate market can be affected, and what attributes influence value. Comprehending the different types of real estate markets will go a great distance in establishing a sense of your position in the current market as a homebuyer, or seller.

PROPERTY

The age, style, size, shape, landscaping, and even the amount of privacy will affect a property's value.

CONDITION OF THE PROPERTY

The general condition of the home's fundamental systems such as the furnace, electrical, plumbing, central air conditioning system, etc. Additionally the appearance and condition of the fixtures, and even the floor plan (is the home open concept, or maybe has it yet to be modernized?) can affect the market value.

LOCATION

The closeness of the home to significant amenities such as public transportation, schools, shopping, and parks will unquestionably influence a property's market value. Furthermore, the ambiance of the neighborhood such as, low or high-

crime, proximity to major traffic routes, and even future development plans for the neighborhood are just a few qualities to name that will maintain considerable influence in the calculation of the property's market value, and the response from prospective buyers.

COMPARABLE PROPERTIES

This section is absolutely essential that your REALTOR® conducts a thorough Comparative Market Analysis. This investigation will shed light on recent sales that compare to your home, and will most certainly assist in the calculation of your property's current market value. In a nutshell, a Comparative Market Analysis will provide you with an analysis of the current market, and will provide data as to what other similar properties have been selling for in your general area.

THE ECONOMY & THE CURRENT MARKET CONDITIONS

The market value of a home will be directly affected by the number of people looking to buy, the number of homes currently on the market, the current mortgage rates, and even the state of the local and national economy.

THREE TO KEEP AN EYE ON

It's an absolute proven fact that the market will always be the presiding judge in determining a property's value, regardless of the current state of the home, or it's appeal. There are three types of market conditions to be aware of and to understand how exactly they may affect you.

- 1) **A BUYER'S MARKET:** This market is generally slower. A buyer's market occurs when the supply of available homes is greater than the sum of buyers.
- 2) **A SELLER'S MARKET:** This is commonly considered a fierce market. A seller's market occurs when the amount of buyer's on the market (demand) exceeds the number of homes on the market.
- 3) **A BALANCED MARKET:** This particular market will showcase equality in the supply of available homes and the number of buyer's on the market.

As a dedicated, and passionate REALTOR® I will be there for all of my clients every step of the way, so this is why I say *"Don't worry, relax, and let me be your real estate agent in shining armor."*