

## 5 Reasons to Buy Now

1. **Terrific selection.** Inventory statistics tell the story, as do the abundance of “For Sale” signs in almost every neighborhood. The large number and wide variety of homes on the market, combined with fewer prospective buyers, means you can pick and choose in most areas.
2. **Motivated sellers.** Sellers may be more willing to negotiate today, so your chance to purchase a quality home at an attractive discount may never be better than right now. Price reductions, concessions and extra incentives are all possible in this market.
3. **No rushing required.** Buyers in today’s market can usually take their time to make an offer. (Outstanding homes in prime locations may be the exception to this rule.)
4. **Repair requests may be accepted.** Buyers who make reasonable repair requests rather than purchasing a home “as is” may hear “yes” from eager-to-please sellers.
5. **Legitimate financing is available.** Fixed rates are back after too many questionable adjustable-rate, zero-down, no-documentation sub-prime loans. 30-year fixed-rate mortgages are near 6 percent, close to historic low levels.

A final tip: Don’t shy away from listings that are back on the market after having been under contract or homes with prices that have been reduced. There was a time when it was assumed that a failed transaction must be due to a home inspection-related issue. However, more transactions are falling apart today because buyers are unable to secure financing. If you’re interested in a home with a reduced price tag, remember that it could have been overpriced from the start. If the sellers are motivated, they will reduce the price until it is in line with the market.