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Empower | Educate | Encourage

November 2022

I'm at a loss. The mainstream media is predicting doom and gloom. But, from a street view, the world looks different. As a 30+ year Broker, I may see things differently. Things I call BS.

·7% interest rates are not high

A home for sale for 3 months is not long

·Timed Price Reductions do not mean prices are falling

•And some listings simply don't sell and they expire during their listing period because the Seller and Agent didn't price the property correctly.

This is normal Real Estate and personally, I'm very glad to get back to normal after 3 years of fantasy land.

Y'all do realize that we've been living in fantasy land for the last 3 years. 3% rates are not normal. 113 offers on a listing the day it hits the market is not normal, waiving all contingencies is not normal, and 20%+ appreciation annually is not normal. I'm glad we experienced it, but that's no longer the case.

Despite the media predicting and announcing that prices are crashing, the fact is that home price appreciation is decelerating, which means that prices are going up more slowly. Not Crashing! The FED has pretty much assured the public that they will continue raising the Federal Funds Rate which will likely result in mortgage interest rates reaching 8% and possibly 9%. So, here's the deal. People need to live somewhere. 1)Move in with Family, 2) Rent somewhere, 3) Buy a Home, 4) Secure a Rent to Own Property and hedge your bet, or 5) Go Homeless (probably not a great option). We can help you with three of the five options above.

Unfortunately, For Rent homes are scarce and expensive. Fortunately, For Sale homes are becoming more plentiful and there are creative ways to lower interest rates and reduce closing costs. And fortunately and unfortunately, Rent to Own Homes are a great option but investors only purchase in select areas which may restrict your ability to choose your perfect neighborhood.

If you'd like to learn more about any of these options, please reach out to the C21Beggins agent who sent you this newsletter.

I told our agents to forget almost everything we taught them about working with buyers and sellers a year ago. We've re-taught them. This is a whole different market, and it takes different approaches. If you're looking to buy and/or sell in this market, your well-trained C21 Beggins agent is here to assist you and is knowledgeable about how to protect our customers in this Complicated, Complex, and Competitive market. Give your CENTURY 21 Beggins agent a call. We just may be able to provide a cool solution, and we're happy to help. We're here for you and we've got your back!

Until next time, may you have fair weather and following seas! Craig J. Beggins President, CENTURY 21 Beggins Enterprises

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Sarah started out in Hospitality with Hyatt hotels, then went into property management. This gave her an advantage to see the bigger picture in housing when moving, and the struggles people work through. Helping people make big decisions with peace of mind and seeing them happy in a home is her passion.

She has three dogs who are her joy and her daily exercise! You can find Sarah at a park, gardening or the beach on a day off enjoying Florida sunshine. Sarah enjoys seeing the potential in things, creating a world where vision comes to life. This is her approach to older and new homes alike.

Working with Century 21 Beggins is a great advantage, because we are not only the largest Century 21 in the SouthEast United States with over 10 offices, we train daily! You are not just hiring one agent, but a whole team who represents you in the highest standard: Single Agency. This allows for Confidentiality, Obedience, loyalty and Full Disclosure, which many brokerages cannot offer. Call today to start the conversation!

LANGUAGES

English

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Looking forward to working together!



