

REAL ESTATE MARKET ANALYSIS | MARCH 2015

HOW I HELP YOU INVEST WISELY

**PURCHASING
A HOME IS
INVESTING
YOUR MONEY**

While working in real estate full time for many years, I've met lots of people who have made mistakes investing in homes. Especially first time buyers that don't use a really smart, seasoned, professional agent that cares about earning your business for a lifetime. Here are some recent scenarios I've run across. . .

**MANY
FACTORS
CAN LIMIT
APPRECIATION**

A single lady had an agent help her purchase a home where almost every neighbor had tried unsuccessfully for 10 years to sell and get off that street due to external obsolescence. The home also had a dysfunctional floor plan and the exterior was constructed of material not popular with buyers. These conditions existed when she purchased and the agent did not tell her. She will lose money if she is ever able to sell. Did that agent get a client for life?

**CONSIDER
RESALE
WHEN
PURCHASING**

A couple purchased a townhome where the HOA made decisions to keep fees low, which eliminated most financing options for those without cash. They purchased a unit next to a busy street and paid the same as the quiet units. These conditions existed when they purchased and their agent did not inform them. Needing to sell and not able to do a short sale, the condo went back to the bank and they won't be able to buy a home again for many years.

**GET THE
INFORMATION
YOU CAN
TRUST**

A single guy wanted to purchase a home. His family interfered by insisting he save money by getting a tiny house, limited bedrooms, in a not-so-great area because he didn't need more. He listened to family instead of his agent. When he wanted out, he lost money selling instead of investing wisely.

**YOU WIN
WITH A GREAT
PROFESSIONAL
AGENT
FOR LIFE**

A couple's family size increased with new children in their first home. Their agent was no longer in business to consult on the matter. Rather than moving, they decided to add on and do a luxury remodel. They ended up overbuilding for the area and could not sell for anything close to what they owed. Their home ended up going back to the bank and now they are renting.

It can cost you plenty to not make an informed decision. I'm really smart, very experienced, and will help and coach you and earn your business for a lifetime.

GORDON HUNT
REALTOR

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