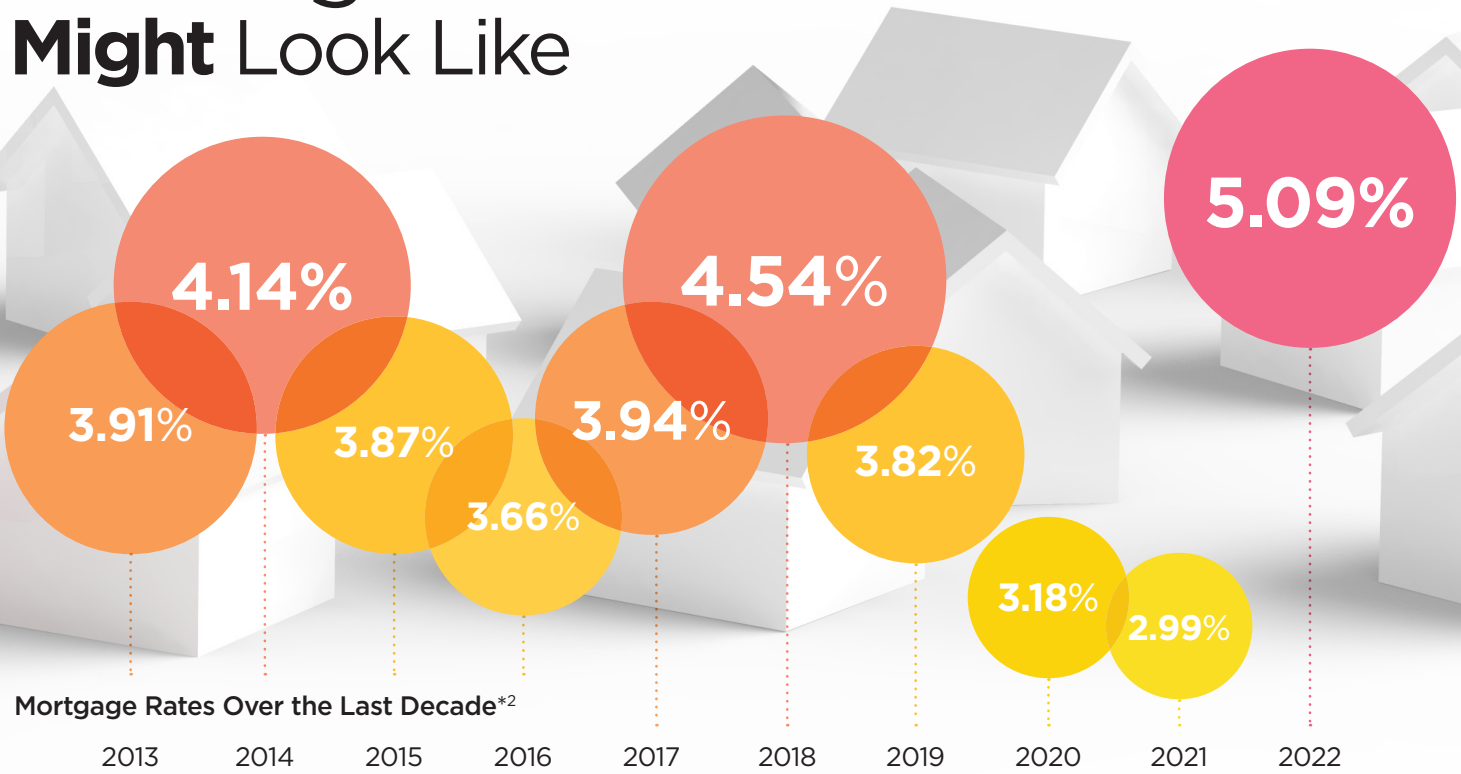


What a Normal Housing Market Might Look Like

Stable 30-Year Fixed-Rate

Many analysts believe that in a future normal market, 30-year fixed-rate mortgages will be around 5%-6%, slightly higher than in the past 10 years.¹



Mortgage Rates Over the Last Decade*²

*All rates are as of first week in June.

The last few years have been anything but “normal” when it comes to real estate. A normal market is balanced between a buyer and seller — one side does not have much of an advantage over the other.

Buyers' Perspective

- More homes to consider
- Less urgency to act immediately
- Home inspections are not waived
- Can request concessions from sellers
- Fewer bidding wars
- Homes are not bought sight-unseen

Sellers' Perspective

- Homes priced right sell quickly
- Equity in home built over time
- Homes may stay on the market longer
- Offers received at or close to the asking price
- May need to make repairs and/or concessions

I know the market can be confusing, but I am here to offer clear, concise information you can trust. Feel free to contact me and I will answer any questions you may have.

Different Types of Housing Markets



Sellers' Market

Occurs when there are more buyers than properties available. There is more competition, especially for homes priced right. Buyers may waive home inspections and requests for repairs.



Buyers' Market

Occurs when there are more properties for sale than buyers. Homes may stay on the market longer and sellers may have to make concessions and/or price reductions.



Balanced Market

This is the transitional time, normally three to six months, between a buyers' market and a sellers' market. Residential property prices are stable. Homes are sold at or near the asking price.



Local Market

For the individual buyer or seller, real estate is hyperlocal. Home sales and prices may be influenced in some way by a community's regulations, economic conditions or other significant factors.



National Market

When referencing this type of market, data, such as days on the market and prices, often reflects a median (halfway between the low and high numbers). Metrics may also only reflect numbers for a specific region (e.g., the Northeast) or just a portion of a region (e.g., the city of Boston).