



# The **BAREFOOT** Realtor

## This Is Absolutely The Best Time To Buy

1. **PRICE TO SELL.** If you really must sell now, don't mess around. List your house based on what the market dictates today, not the prices that friends, neighbors, & co-workers got last winter or spring.
2. **CONSIDER ALL CREDIBLE OFFERS.** Holding fast for a better offer might put you in a situation where you're merely playing catch-up with a moving market. Don't assume there'll always be another offer coming in. You may need to come off your price 5% in some areas & 10% or more in others.
3. **OFFER TO PROFFER.** Buyers are requesting all kinds of enticements to spice the pot. Club membership, prepaid lawn maintenance, moving-expense reimbursements, all appliances included & liberal repair credits are just a few possible throw-ins. Don't be shocked if you hear, "Throw in that plasma TV & we've got a deal." Consider in advance how far you'll be willing to go.
4. **CATCH THE WAVE AT THE SOURCE.** Prepare your home for sale at the very earliest point this spring, the time when seasonal buying interest is just starting to build.
5. **PRESERVE YOUR EQUITY.** Until the market stabilizes, refrain from borrowing from home equity or raiding your 401k to pay your bills, or for vacations & other purchases.
6. **GAIN IN A SELL-BUY SCENARIO.** If you'll be buying another home at the same time you're selling your current one, the price reduction on the new one can compensate for the "loss" you're taking on the old one. If you plan a "move up" to a better neighborhood & are paying 10% below list after selling your old home for 10% below list, your net dollar savings will actually be more.
7. **STAY IF POSSIBLE.** If you're happy in your home & are meeting your expenses but want to sell due to continuing housing bubble fears, sit a spell. A home is a shelter 1st, & an investment 2nd. Except for a handful of markets that are still hyper-inflated, odds are that it will pay to ride out the storm.

Call **NICKE BAREFOOT,**  
**Barefoot Realtor**



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