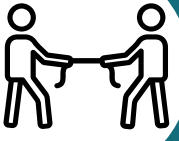


Putting off a home sale or purchase? You should consider **THE COST OF WAITING**



"I'll save money once rates go down." But...

...increasing home sale prices year after year can wipe out any savings on an interest rate reduction.



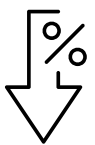
"I'll be a more competitive buyer if I wait." But...

...when interest rates drop, more buyers enter the market, causing more competition and driving sale prices up.



"I should save more cash first!" But...

...is your rate of saving going to outpace the increase in sales prices? Have you factored in the tax benefit to home ownership?



"I'm holding out for 4%." But...

...economists are not projecting mortgage rates to fall much below 6% in 2024.



"Houses won't cost *that* much more." But...

...the average price gain in the DC Metro area over the past ten years has been 6%... PER YEAR.



"I can wait, there are plenty of homes." But...

...the D.C. metro area is short almost 134,000 homes for sale or rent, one of the widest housing gaps in the country, a new Zillow analysis shows.



"At these interest rates, that monthly payment is steep!" But...

...remember - you can refinance! As we say in real estate "Marry the house, date the rate!"



"I can stay put for a few more years." But...

...consider your quality of life - if you can afford it, there's a lot to be said for starting the life you want sooner than later.



"I worry it won't be a good investment." But...

...financial advisors will tell you: Your home is a home, not an investment. Be cautious about buying a home that you're not going to be in for at least five years.

GO Brent



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