



MARKET SPOTLIGHT!

GRAFTON

- 13 single family sold or accepted offers in February
- Average list price was \$827,659. Average sale price was \$622,500
- Average days to offer was 21
- It's important to note that 4 of these homes are new construction that will not close for several months-this affected average sale price
- 9 condos accepted an offer in February
- Average list price was \$421,755. Average sale price was \$524,000
- Average days to offer was 8

Is the Housing Market Going to Crash?

While a crystal ball is out of reach, many well known economists say a crash is NOT coming. Look at what many are saying and see why:

- Bad mortgage loans led to the 2008 crash. Lending rules are stricter and better controlled than ever.
- Lack of available house "inventory" continues - as long as the supply is less than the demand, a crash is illogical.
- Many potential sellers are staying put as they have a low interest rate mortgage - this also contributes to low inventory.
- While some areas of the US are experiencing pricing decreases, an appropriately priced home in MA is still selling in less than 60 days, which is significantly less time than in a downward housing market.
- Foreclosures have not increased dramatically - one reason is because even people struggling to pay their mortgage often have significant equity in their homes, allowing them to sell at a profit.
- Some buyers hoped to "sit it out" and wait for prices and/or interest rates to decrease - in MA there has been only slight pricing drops (in certain areas), many areas are seeing slight pricing increases. Interest rates have not decreased - more often they have increased.

One housing expert said : "Buyers sitting on the sidelines today in anticipation of lower prices tomorrow may end up disappointed," (Neda Navab quoted).

MILLVILLE

- 2 single family homes sold or accepted offers in February
- Average list price was \$639,950. Average sale price was \$670,000
- Average days to offer was 42
- 1 condo accepted an offer in February, none sold
- List price is \$300,000. It has not closed yet
- Average days to offer was 5
- Its important to note that as of the 2020 census, Grafton had 19,664 residents and Millville had 3174 residents

Check Out My Website!



Download Homebot for useful information about your home, including a home value estimate!



How to Choose a Seller's Agent?

Choosing a Realtor to represent a seller is more detailed than you may think. What Matters?

- Experience- Have they worked in various economic times?
- Do they keep up with sales and market trends?
- What knowledge do they have of your town, and what is appealing about it?
- Are they willing to advise you on preparing your home for sale?
- Do they pay for a professional photographer?
- Do they have a marketing plan they can provide you?
- Does their marketing plan include a variety of ways to showcase your home?
- Do they conduct open houses?
- Ask them about sales they have negotiated - how do they do it?
- How do they find buyers for your home?
- How do they guide you once an offer is accepted?
- How do they handle home inspections?
- Do they have recommendations for vendors who can help - stage, clean, move, or cover the legal process.

One of my pet peeves is seeing a listing where the Realtor couldn't be bothered to pay for professional photos. Real Estate is like Tinder- Photos matter. Bad photos = swipe left! Your home should be presented in its best possible light.

The answers you get to these questions will lead you to the best Realtor to sell your house. I would love to sit with you or someone you know whose thinking of selling when its time to sell!



Carla Horn



MORTGAGE MINUTE BY ROB HASER

Want to Increase your Credit Score....

"65% of your credit score is made up of payment history, and available (unused) credit.

A good rule of thumb is to never be late on paying a bill or credit card, and also keep your credit card balances to 25% of the available credit limit on the card. By following these 2 simple rules, you can maximize your credit score!"

Robert.haser@huntmortgage.com

WE LIVE HERE.
WE LEND HERE.

Apply for a pre-approval today.
Visit HUNTMortgage.com

HUNT
Since 1911
MORTGAGE



HUNT Mortgage Corporation - NMLS #37405

