



REAL ESTATE NEWSLETTER

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Cold Weather Brings Opportunity!

If you are thinking of selling this time of year, some of the benefits include:

- Buyers who want to be in their new home before winter takes hold
- Less homes on the market can mean buyer demand remains strong
- Serious buyers are looking during fall and winter - they're generally ready to make a decision

Keep in mind it's good to have these things done because they are seasonal:

- Heating system/Boiler tuned up
- House power washed
- Gutters cleaned
- Exterior wood elements painted and in good shape

If you are thinking of buying this time of year, some of the benefits include:

- Less competition with other buyers
- Open house attendance is down - more opportunity for you to succeed with your offer
- Sellers may be more open to price negotiation or closing cost credits, IF a property has been on the market for 20+ days

Buyers should always have an updated preapproval (not more than 30 days old), due to interest rate changes

All in all, a house that is well prepared for sale, and priced reasonably, is going to get offers in 4-14 days. Instead of getting 10-20 offers as in past recent years, 1-3 offers is more common.

It's still a GREAT time to **SELL** or **BUY!**



September Market

Spotlight

DUDLEY

Single Family Homes

- Average number of homes listed - 15
- Average number of homes with accepted offers or sold - 13
- Average list price - \$433,780
- Average sale price - \$415,233
- Average number of days to accepted offer - 20

Condos

- Average number of condos listed - 1
- Average number of condos with accepted offers or sold - 3
- Average list price - \$499,000
- Average sale price - \$164,000
- Average number of days to accepted offer - 83

WESTBOROUGH

Single Family Homes

- Average number of homes listed - 13
- Average number of homes with accepted offers or sold - 15
- Average list price - \$786,738
- Average sale price - \$864,321
- Average number of days to accepted offer - 14

Condos

- Average number of condos listed - 11
- Average number of condos with accepted offers or sold - 9
- Average list price - \$491,997
- Average sale price - \$625,692
- Average number of days to accepted offer - 20

Thank you for your Referrals!

Mortgage News

Are you or a family member considering buying your first home?

If so, check out the Mass Housing website: <https://www.masshousing.com>

Two of the programs they offer include:

Down Payment Assistance

How do you see if you're eligible?

1. You must be approved for a Mass Housing mortgage.
2. You may be eligible for down payment assistance of 10% of a home's purchase price, up to either \$50,000 or \$30,000, depending on where you're buying - See the website for a town list.

AND,

Massachusetts Housing Partnership (www.mhp.net) is offering Mass-DREAMS (Delivering Real Equity and Mortgage Stability) grants.

This program offers down payment, closing cost, and other forms of mortgage assistance specifically to low - and moderate - income first-time homebuyers.

This new program must be paired with an MHP ONE mortgage product, and helps increase your purchasing power, and create an opportunity to purchase your first home in Massachusetts.

Thinking of Moving out of State?

Why 'fall' for just any house when you can find the perfect one? I can help you find a home in an area you really love.

First home, second home, retirement dream, whatever it is, I can help you get there. Give me a call if you or someone you know are considering relocating.

