



SALES TRENDS 2024 VS 2023

I am dedicated to giving my clients the greatest possible experience in their real estate ventures. The best way to do this is to hear from clients like you! Please scan here to leave me a google review!



https://g.page/r/CfQt_GYke_l1EBM/review

Thank You!

These statistics are specific to **Worcester County** - If you'd like a focus on your county, feel free to text me!

- The number of homes listed is **UP 6.47%**
- Listing Prices are **UP 2.1%** in 2024
- PRICE CHANGES ARE **UP 41.01%**
- # of Homes sold is **UP .72%**
- Days on market to an accepted offer is **DOWN 3%**
- Sale prices are **UP 7.04%**

Data is from **August 2023 through August 2024**. All in all, despite interest rates, 2024 is proving to be a strong sales market in Worcester County!

Do you own a Small Business in Massachusetts? Do you need advice on repairs or updates done to your Home? Visit My Small Business Massachusetts Facebook Group to promote your own business or learn about others!



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MORTGAGE MINUTE!

WHAT'S MY RATE?

As a mortgage consultant I get asked that question...ALOT! Understandably people want to compare rates to get "the best deal". However, there are many factors that go into determining a mortgage rate for a specific homebuyer and it is based on risk. The riskier the homebuying situation, the higher the interest rate. Here are some of the factors that go into determining a mortgage rate and the effect the factor has on the rate:

Credit Score - The higher the credit score the lower the interest rate

Down Payment - the higher the down payment the lower the interest rate

Type of Occupancy - buyers buying a primary residence vs. an investment property will receive a lower rate

Type of Property - buyers buying a single family have a lower interest rate than those buying a multi family residence

Also, mortgage rates fluctuate based upon many economic factors and can change daily if not more than once throughout the day. Given this, my best advice to a client is that once you've locked your interest rate with a lender don't look back and simply focus on the exciting home purchase and move in date ahead!

NEW ISSUES AFFECTING HOMEOWNER'S INSURANCE!

According to Axios Boston, the new threat that may affect your homeowner's insurance is **wind and flood** risks. In particular, the Boston area may see higher rates or non-renewals due to the risk level in that area.

Overall, 24 million properties in the U.S. have higher wind damage risks, 12 million have higher flood risks, and 4.4 million have higher wildfire risks - all may face higher insurance rates than previously.

If you want to check your property's flood risk, go to :

https://matracking.ehs.state.ma.us/planning_and_tools/flood-zones/flood-zones-tool.html



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