



GROUP ESTES *realty*

What will the market look like this year?

Dear Client Advocates,

March 2017

We are a few months into the year and many potential buyers and sellers are wondering, is this a good year to get into the market? There is so much in the news, but how does that apply?

Meanwhile, many current homeowners are thinking about the value of their homes, even if they're not thinking of selling anytime soon. And we are delighted to keep you apprised of what is going on near your property (and properties!) with our quarterly and annual updates tailored to your locations.

These regular updates are also available to you or someone you know who may want to be 'watching' a particular neighborhood or community, perhaps multiple areas, as you evaluate your options and goals. We are pleased to offer you our quarterly and annual updates as well – just let us know your areas of interest. It's fun and informative to be curious...

This month's flyer introduces a national perspective and provides an overview of what's in store this year for the American real estate market based on expert predictions and current price and sales data. These forecasts provide insight into current trends and paint a picture of what may happen this year. And, yes indeed, there's Seattle as the Top Market for Home Appreciation as many of you have seen discussed in the Seattle Times and via the articles that we post on the Group Estes website.

Given what many buyers are experiencing in our local market, it's an important time to share some encouragement. We want to remind you that the odds to be the 'winning' bidder on a property are way better than the lottery. We have seen – *every* time one of our buyers doesn't get the first (or second, or third...) property they make an offer on – that the one they do get is the one they are delighted to get. You will learn something important with every property you like, every property you choose to discount, every offer and its terms and parameters (and concessions on your part as well), so that the culmination of those experiences do deliver 'the one.' And it is an honor for us to help to guide you through it all.

For our sellers, there is encouragement to share as well. It's a remarkable time and a remarkable market. If your next steps are well served by selling a property now, it is loads of fun for us to help you to navigate through it all. We have our phone chargers at the ready!!! (It really can be that wild.) And, for our sellers, we have been able to incent some very welcome results. As with so many things, there are pros and cons to a number of different approaches, dependent on the unique attributes of your property and your location, and even more importantly, your goals. Serving you through that process is also an honor.

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Before moving on to this month's highlighted vendors, Chris has a fundraiser for Northwest Harvest coming up in April. We're doing something new this time that hopefully you'll find intriguing and fun. First, the event will be at our office in West Redmond. Secondly, because it's at the office, come for the art (Stu's photography is hanging throughout), the snacks, the sparkling water, the white wine, or... come taste test two varietals – Cabernet Sauvignon and Syrah – from two of our favorite wineries – Dusted Valley and Robert Ramsey. What doesn't change is that Northwest Harvest (www.northwestharvest.org) can feed a family of three for \$.67 and it is a pleasure to support their efforts. Together, we have donated almost \$17,500 – let's see what more we can do this year! April 22nd from 4 to 6pm – keep an eye on your email next week for your Evite!

Bob will have another fundraiser in support of Meow Cat Rescue (www.meowcatrescue.org) later this year. Our most recent (and first) event raised over \$600 for this great organization. Once the date and location is set, we'll be sending out more information and an Evite.

Please reach out to us if you need any resources from our database. This month's highlighted vendors are:

Spotlight Vendors for March

Bel-Red Electric - info@belredelectric.com - 425-883-7178
Electrical

Rebecca Collias - Rhea Healing Essentials - rlcdancer@gmail.com - 206-805-0226
Massage

Joe Blundell - All Service Glass - Info@AllServiceGlass.com - 425-392-1122
Screens, Window Glass

Marla Beck - Andelcare - marla@andelcare.com - 425-283-0408
Elder Services, Hospice Care

Chris Mathews - Arbonne - chrismathews26@msn.com - 206-300-5992
Arbonne

As always, if you'd like to know more about our local market, want to know how much your home is worth or are thinking of buying or selling, give us a call. We would love to discuss the market with you and assist you with all of your real estate needs.

We appreciate your advocacy and the opportunity to be of continued service. We enjoy hearing from you and love sharing the resources in our database.

Sincerely,



Always looking for more ways to be of service ... if you know of someone who would appreciate the consistent level of service we provide, please introduce us via email, or call / text us with their name and contact information, and we'll be happy to follow up and take great care of them.

What's in Store for the Market in 2017?

What does the future hold for the housing market in 2017?

Experts have weighed in and one thing is for sure: The housing market is set to heat up this year!

PRICES ARE ALMOST AT PRE-RECESSION HIGHS

Nationally, the market is expected to normalize with healthy sales and moderate price growth.¹

However, some experts predict modest price declines because wages aren't keeping up with home prices.

The median home price has increased **43%** from 2010, while wages have only increased **5%**.²

Sources: 1. The Mortgage Reports
2. Dun & Bradstreet
3. NAR
4. Keeping Current Matters
5. REALTOR Magazine
6. BusinessWire

HOME SALES ARE EXPECTED TO INCREASE

Existing home sales are expected to reach **6 million**, up from **5.8 million** in 2016.³

Projections for total single family home sales for 2017⁴

- National Association of Realtors **6 million**
- Fannie Mae **6.2 million**
- Freddie Mac **6.2 million**
- Mortgage Bankers Association **6.5 million**

HOUSING APPRECIATION IS UP

Most markets report an increase in home appreciation, with the increases hitting near **10%** in the hottest markets, which have growing populations and tight supply.⁵

Top 3 Markets for Home Appreciation⁶

- Seattle, WA (up **11.2%**)
- Portland, OR (up **11.1%**)
- Denver, CO (up **9.9%**)

MAKE WAY FOR FIRST-TIME BUYERS

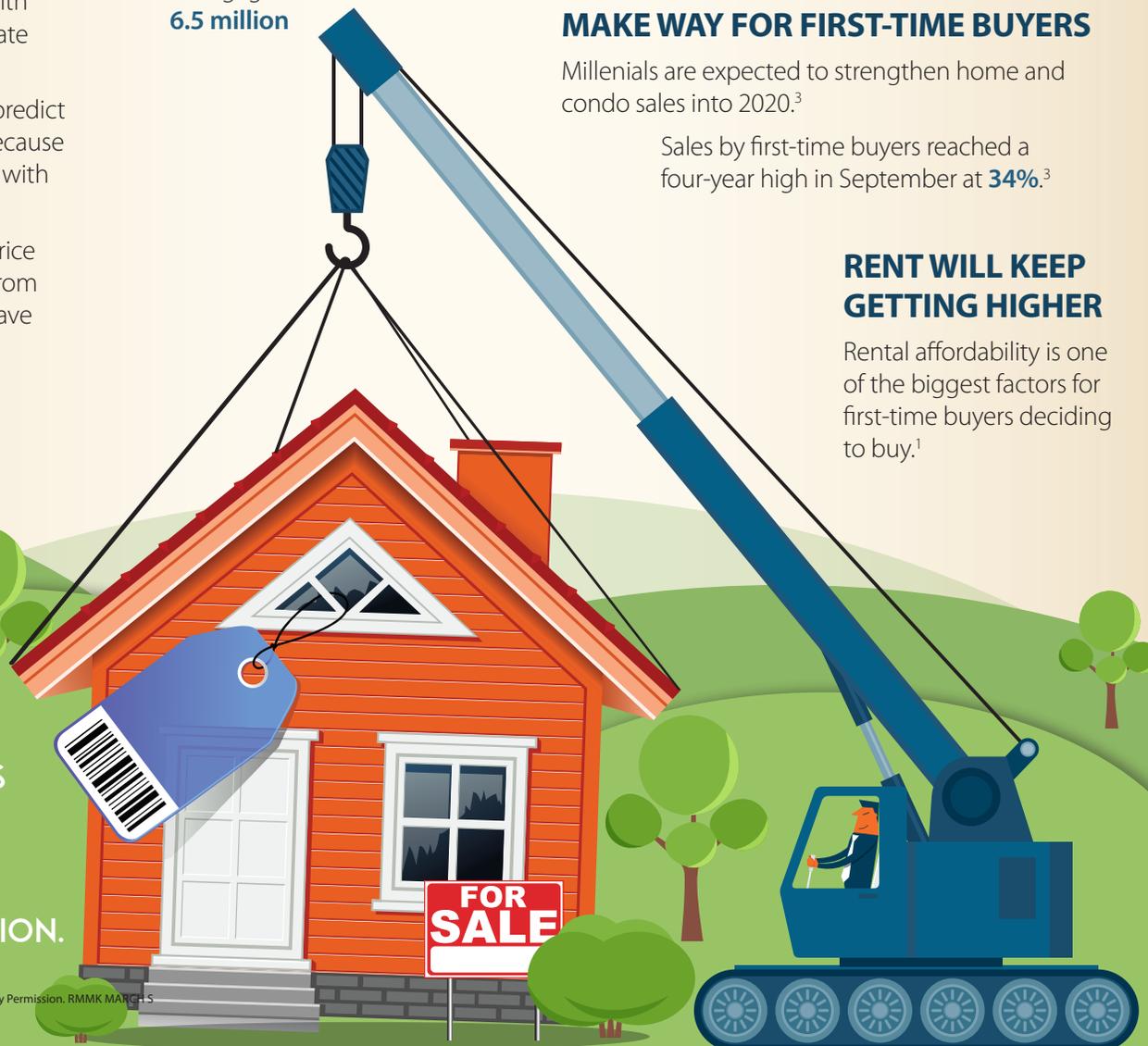
Millenials are expected to strengthen home and condo sales into 2020.³

Sales by first-time buyers reached a four-year high in September at **34%**.³

RENT WILL KEEP GETTING HIGHER

Rental affordability is one of the biggest factors for first-time buyers deciding to buy.¹

THE HOUSING MARKET IN 2017 IS EXPECTED TO BE FUELED BY HIGH DEMAND FOR NEW CONSTRUCTION.



3 Reasons to Take Housing Predictions with a Grain of Salt

At the beginning of the year, it's common to see articles in magazines, in newspapers and online that offer predictions about the national housing market. These forecasts may provide insight to real estate professionals and interested investors; however, to the average person who's thinking of buying or selling, the predictions often don't make a difference in their final decision. Here's why:

- 1. All real estate is local.** What's going on in the national market may not be an accurate reflection of what's going on in our market. If you want to know about our local market and what your home is worth, I'm happy to answer all of your real estate questions.
- 2. The future is uncertain.** Experts estimate future market trends based on current statistics and historical trends. In other words, they use past and current data to find clues as to what might happen next. However, national and global events can have an unforeseen impact on the economy, including the housing market. While experts may predict one thing now, the reality could turn out to be very different.



- 3. Buying and selling is a personal choice.** If you're ready to buy or sell a home, your decision may rely on factors other than the state of the market. For example, family changes and job relocations are two of the most common reasons people move. While it's smart to consider the state of the market when you're thinking of buying or selling, in the end, if you think it's a good time, then it's a good time.

If you're thinking of buying or selling or want an updated comparative market analysis (CMA) of your home, give me a call! I'm here to help you with all of your real estate needs and to answer any questions you have.

Thinking of buying or selling?



Why buy?

- 1. It is part of your financial plan.** You are financially ready and now have the freedom to make the property your home.
- 2. Circumstances are right.** Whether you've relocated for a job or just sold your home, circumstances may have forced your hand to buy.
- 3. There are lots of homes for sale in your desired market.** If your desired home is in a buyer's market, now is a great time to buy if you've been on the fence.



Why sell?

- 1. You've outgrown your home.** If your family is growing or your parents or adult children have moved in, it may be time to sell in favor of a larger home.
- 2. You want to live closer to family or friends.** If you want to spend more time with your loved ones, it may be time to sell and move closer to them.
- 3. You're relocating for a job.** Whether you're transferring within your company or you've found your dream job, a change in work circumstances may cause you to list your home.

