



# MYTHS ABOUT TODAY'S HOUSING MARKET



## BUYER MYTH

YOU SHOULD WAIT TO BUY UNTIL PRICES AND RATES FALL...

## REALITY

PRICES & RATES ARE EXPECTED TO CONTINUE TO RISE.

## SELLER MYTH

YOU CAN SET THE ASKING PRICE AT WHATEVER YOU WANT...

## REALITY

PRICING COMPETITIVELY ATTRACTS MORE OFFERS & SELLS FASTER.

## BUYER MYTH

WAIVING THE HOME INSPECTION IS A GOOD IDEA...

## REALITY

KNOWING THE HOME'S CONDITION SAVES YOU IN THE LONG RUN.

## SELLER MYTH

YOU HAVE TO RENOVATE YOUR HOUSE BEFORE SELLING...

## REALITY

SOME RENOVATIONS AREN'T WORTH IT IN TODAY'S MARKET.

SOURCE: KEEPING CURRENT MATTERS