

Do you know anybody who seems to be outgrowing their home? Many of us are concerned about losing the equity gained over the last five to seven years? But with all of the headlines in the press regarding the state of the housing market, no one seems to be sure whether now is a good time to sell or not? Throughout our market, move up buyers – those who are looking to sell their home and move up to a larger, more expensive home – are pondering these questions and many are ultimately finding success in selling their homes rather than waiting by the sidelines for the market to pick up.

### **Coldwell Banker Residential Believes Now is a Good Time to Move Up. Here's why:**

According to the National Association of Realtors®, a typical home seller owns their home for six years before deciding to sell. So, for many people looking to move up in today's market, those individuals purchased their home at least in 2005.

Certainly the fear of not getting top dollar for your current home is understandable, but as a buyer you must consider both sides of the transaction. If you are considering a move to a more expensive home, but have decided to wait until the market picks up, you may want to reconsider. It may not make sense to wait. Many people who are buying and selling right now are move up buyers – who are using equity positioning to obtain better, more expensive housing. As a seller you may enjoy the benefit of years of high appreciation rates and, on the other side of the transaction, as a buyer you enjoy near historically low interest rates and a large selection of homes to choose from. The result: on both sides of the coin, you win! In the last 15 years we've seen very few opportunities in which buyers – and sellers too – can prevail and now truly may be the time.

If you'd like to discuss your opportunities in relation to the current real estate market, please contact me at (858) 676-5250, today. I am just a phone call away. Looking forward to doing business with you.



Please refer us to your friends for their real estate needs: buying, selling, and property mgmt!  
Our business grows mainly through your referrals. Thank you!

Questions or comments? Email us at [rashid@rashidrealty.com](mailto:rashid@rashidrealty.com) or call (858) 676-5250