

Get ready for real estate decision in 2025

Mario Fazio - January 2025

With the start of a brand new year, we have a renewed optimism about the future.

If you are buying or selling real estate in 2025, your process should start now. Begin with an appointment with an experienced realtor to lay out a plan of action.

If you are a buyer, go over your finances and check with your lending institution about your borrowing status and abilities to get new financing. Things are changing as mortgage rates continue to drop, allowing more flexibility to finance new purchases of homes.

If you are a seller, again begin with an appointment with an experienced realtor to see what you need to do to get your home ready for the market.

Buying or selling, I always recommend jumping in ahead of the crowd before the typical upcoming spring market rush.

If you're selling, having less competition is always a plus and you will be the only game in town.

If you're buying you have less people looking at that same house and location, so should have more time to assess and properly inspect.

The most important thing is to be ready to act, and getting the proper advice is key to smart decisions.

In today's world of social media connectivity everyone knows a realtor, and some realtors buy positive reviews and boost rankings on Google to lure people. Be sure to question your advisors before enlisting their help regarding past dealings, satisfactory outcomes, and "real" customer reviews.

Finding trusted, experienced, competent help that has your best interests in mind is not hard. You must look past the social media fabricated illusion of success and hype, to find the right fit for you.

2025 is promising to be a year of new beginnings, and a better economic environment for everyone.

Our area is not only beautiful and sought after, but we also seem to be in a place on the planet that does not have all the climate change turmoil. I see it as just one more reason people are discovering our hidden gem. If all our local politicians get their collective acts together, we will begin to head in the right direction and more people will migrate here from around the country. Get ready now!