



# Smart Sellers Are Listing In January & February

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*If you are already working with an agent, this  
is not meant as a solicitation for that business.*

With the new year comes a storm—a storm of new buyers entering the real estate market. Smart sellers are aware of this fact and are taking action.

In a typical year, spring is the season when most people decide to step into the real estate waters. 2010 is shaping up to be different for three major reasons:

### 1. Extension of the First-Time Home Buyer Tax Credit.

The First-Time Home Buyer Tax Credit was supposed to expire on November 30, 2009. However, the government decided to renew the \$8,000 bonus for first time home buyers—while extending it to others. Now, any homeowner who has lived in their home for five of the last eight years is eligible for a \$6,500 tax credit.

This has caused quite a stir as many people who hadn't thought about buying are considering entering the market. This factor alone is igniting a spring-like season for January.

### 2. Buyers are gaining back their lost consumer confidence.

With all the economic turmoil of the past year-and-a-half, it's no wonder many buyers have sat on the fence. With bad news reported each day for months at a time, consumer confidence cannot help but sink to new lows.

However, now consumer confidence is on the upswing. Americans understand that real estate is still a great investment and they are cautiously returning to the market.

### 3. Interest-rate shoppers.

Many buyers understand the value of the incredibly low interest rates of recent times. They are entering the market in droves just to take advantage of the low rates before the expected rise in 2010.

The bottom line is this -- more buyers mean it's time for you to get into the marketplace NOW. Waiting for the spring is not a good idea.

Don't delay. Give me a call at (360) 620-2690 or send an email to [mollyells@windermere.com](mailto:mollyells@windermere.com). Let's get your home listed now to take advantage of the current market.

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