Overall Market Conditions

How the Market Affects Your Buying Decisions

Part of your planning process includes being aware of market conditions in your area. I'll research the market to give you the latest statistics on market trends, so you can make a smart buying decision.

For Example:

Number of homes on the market in your price range/market area _____

Number of homes in your price range sold in the last 30 days _____

Number of days on the market for these homes _____

Percent of sales price to list price _____

Buyer competition for homes in your price range is: ☐ High ☐ Medium ☐ Low

Market trends:

_____

_____

_____

Suggested buying strategies for this market:

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Excerpted from *Your Complete Buyer's Agent Toolkit*, www.carlacross.com.

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