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changes. Economic conditions play a major role. When mortgage interest rates rise significantly, fewer buyers can afford homes, which can cool demand and shift the market toward buyers. Conversely, low interest rates tend to bring more buyers into the market, increasing competition for limited inventory.

Local and national economic health matters too. Job growth, wage increases, and economic confidence encourage home buying, while recession fears, layoffs, or economic uncertainty can reduce demand. Population trends also influence markets, as areas experiencing growth from migration or population increases often see sustained seller's markets.

Housing supply is equally important. When construction of new homes slows due to labor shortages, material costs, or regulatory barriers, inventory tightens. When builders ramp up construction or when many homeowners decide to sell simultaneously, supply increases, potentially shifting the market toward buyers.

What This Means for You

If you're a potential buyer, a buyer's market offers opportunities to negotiate better deals, take your time with decisions, and potentially purchase a home below asking price. However,

buyer's markets often coincide with economic uncertainty, so ensuring your job security and finances are stable remains important.

If you're considering selling, a seller's market can help you achieve top dollar for your property with fewer concessions. However, if you're also planning to buy another home, you'll face the same competitive pressures on the buying side.

The real estate market rarely stays static. By watching key indicators like inventory levels, days on market, and pricing trends, you can better time your decisions and understand what kind of negotiating position you'll have. Whether you're buying or selling, knowledge of market conditions empowers you to navigate the housing market with greater confidence and strategy.

Remember that real estate is ultimately local. National trends matter, but your specific city or neighborhood may operate differently from the broader market. Working with a knowledgeable local real estate agent can help you understand the unique dynamics of your area and make informed decisions regardless of market conditions.

**This article was created with some help from AI, but edited, reviewed, and fact-checked by a real person.*

IN THE *Spotlight*

BUFFALO



Soon to be completed, this will be the last home available in Marrano's Colvin Estates, so don't miss out! Spacious bedrooms, including an expanded Primary Suite with large WIC and spa-like tiled shower. Loaded with desirable features, such as a 9' ceilings, a convenient Mud Room off the attached 2 car Garage, 2nd floor Laundry, cozy gas fireplace, and an open Kitchen/Family Room design that is perfect for entertaining! Call to schedule a tour! Marrano. **809-8678**

AMHERST



New Patio Home community in Amherst. Harding Road features just 8 exclusive homesites in a prime, convenient location. Choose from ranch plans w/optional lofts or 2-story layouts, all the modern features you want. Deep lots, easy access to everything you need. Ask about Marrano's 3.9% APR mortgage buydown for 1st 10 years. Save thousands! Marrano. **809-8674**

WILLIAMSVILLE



This is your chance to own a luxury townhome at Stonham Place for an incredible price of \$549,900 - drastically reduced for quick sale. Loaded w/upscale amenities & packed w/everything you could want in a brand-new townhome. Limited number available-don't wait! Choose from 1st-flr primary suite layout or 3 bdrms on 2nd-flr. Marrano. Visit model: 37A Stonham Place (off Main near Youngs) Sat-Wed 1-5. **809-8674**

LOCKPORT NEW COMMUNITY



ESSEX HOMES: Lincoln Woods Estates offers 10 stunning homesites! Estate sized lots with gorgeous rear-yard vistas starting in the high \$500k's. Visit our offsite model home at 5194 Bridle Path Lane in Lewiston Saturdays - Wednesdays 1-5pm!



RaeAnn Plouffe
716-725-7577
Salesperson

LANCASTER



Close-out Special. Last chance to own a brand-new townhome in Marrano's Lancaster community, Juniper Townhomes. Featuring 1st-floor Primary suite w/attached bath. Conv open Kitchen/Family Rm layout with gas fireplace (end unit). Marrano. Call for info. **809-8678**

CLARENCE



Spectacular, upscale community, Woodland Hills in Clarence, is the premier location. The new home at 5201 Kandefer's Trail is one of three for immediate occupancy. All the amenities you've been looking for including a full front porch w/Craftsman columns & stone accents, 2-story foyer, & open-concept living space. Gourmet kitchen, family rm, & sunroom are seamlessly connected for a bright, airy atmosphere. A dedicated home office, luxurious primary suite, convenient mudroom, 3-car garage, large covered porch plus high-end features blend stylish design w/practical functionality. Marrano. Visit the model: 521 Kandefer's Trail (off Greiner near Harris Hill) Sat-Wed 1-5. **809-8669**.

HAMBURG NEW COMMUNITY



ESSEX HOMES: Pleasant Woods Estates offers 22 beautifully treed, estate size, cul-de-sac lots. Prime proximity to the Village of Hamburg, Hamburg School District, & direct access to Glen Meadows Park. Homes starting in the \$600k's. Visit our offsite model home at 52 Knoche Way in Orchard Park Sat-Wed 1-5pm!



Robert Bingel
716-383-0004
Salesperson

WILLIAMSVILLE NEW LISTING



190 & 196 Mill St. 4 beds 3 full baths. Beautifully updated historic home w/ garage apartment on a rare double lot in the heart of the Village of Williamsville. Income and Investment opportunity. Thoughtful improvements blend seamlessly with original character. **\$699,900**



Sheryl Brooks
716-563-9188
Lic. R.E.
Salesperson