

## A Good Time to Buy or Sell

If you dive into some of the most robust reports in the real estate industry, you'll find that now is a very favorable time to sell your home.

The latest consumer findings from a National Association of Realtors survey revealed that 46% of people considered the middle of 2019 an optimal time to sell a home, up from prior surveys. The boost can be attributed to the slowdown of appreciation and a solid economy.

An increased number of Americans also think that now is a good time to buy a home, and of those respondents, 38% answered that they strongly believe that notion, and 27% said they moderately believe the present is a good time to buy, according to the



NAR.

### Consumer Attitudes

Respondents to the 2019 NAR survey were also asked to share their thoughts on future home prices in their neighborhoods. Forty-three percent said they believe prices will remain the same in their

communities over the next six months, while 49% said they expect to see a price increase in their communities over the next six months.

Among those surveyed who do not own a home, 27% said they believe it would be very difficult to qualify for a mortgage

due to their financial state. Thirty percent said it would be somewhat difficult to qualify.

### How to Find the Right Time

Knowing the right time to buy a house is a key factor in finding the perfect fit for you and your family. Data shows that U.S. home

prices cost about 8.4% less in the first two months of the year than they do in July and August, according to the NAR.

### Consider Interest Rates

In the past few years, the Federal Reserve has sustained a policy of raising interest rates to keep inflation low and the economy stable. In early 2019, 30-year fixed mortgage interest rates rose to between 4.5 and 5%, depending on the lending institution. Interest rates were much lower in 2017, when home buyers could secure a 30-year fixed-rate mortgage for less than 4%.

This change may seem slight, but every interest percentage point can make a big difference on total interest paid over the life of your mortgage.