

Q: Is it a good time to buy? A: Absolutely*

by Rhonda Ender, BuyingRevolution Consultant

*If you plan to hold til 2010 or longer

Don't let the headlines scare you. Yes, there's been a national downturn in the real estate market. Yes, interest rates have been fluctuating. Yes, some big lenders have had to close their doors.

But if you're looking for your next home or for investment properties in Puget Sound, don't worry. Properties in King County have doubled in value every 10 years since the 1950s, and this trend is expected to continue.

In fact, this is a great time to buy. Why? 3 big reasons.


1. Some communities – including Puget Sound – continue to appreciate even though the national news bemoans a real estate downturn.
2. Interest rates, while higher than their all-time lows a few years back, are still historically very low.
3. When growth was explosive, many

new lenders jumped into the real estate market. Now that growth is normalizing, some companies are closing their doors, but there are still many lenders structured to perform well into the future.

What's more, King County – especially around Seattle and Bellevue – is naturally insulated from major real estate downturns. (See the column to the right.)

So if you plan to hold your properties for more than a couple of years, yes, the time is right. There are excellent properties and it's something of a buyer's market, so you have more negotiating room and price flexibility.

So go ahead: Negotiate for what you want and buy now.

P.S. Note, though, that if you have any issues in your credit history, now is the time to work on repairing them. From here on out, a near-perfect credit score is going to be as good as gold. 



Why Seattle Real Estate is the Best Bargain Anywhere

The Greater Seattle area:

- regularly outranks most major US cities as a great place to live
- is a healthy environment for starting and growing a new business
- has a strong local economy with a good diversity of industries including hi-tech, medical, manufacturing and services
- enjoys a low unemployment rate
- has a limited amount of land and properties in and around the city, which means they'll always be in demand

Before You Buy

Buying Revolution is the smartest way to buy your second – or third, or thirtieth – property, because in effect, you get a Buyer's Cashback for the work you do in searching out the property you want to buy. And when it comes to the smartest way to finance your purchase, rely on us to help you find the right loan at the right terms for your budget, timetable and priorities. As far as we're concerned, frankly, nothing else matters.