

## REAL ESTATE REALITIES

**Warren Buffet said, "The time to get interested is when no one else is."**



So, how does that apply to today's crazy real estate market when all that we see in the daily headlines is the following? The National Association of Realtors said Tuesday that Sales of previously occupied homes in the United States fell 27 percent in July, the weakest showing in 15 years and that it was the largest monthly drop in the four decades that records have been kept. Or, the drop in July sales compared with June was worst in the Midwest, at 35 percent. Many time individuals get so focused on the headline they forget to read the whole story. One thing that people forget is that the news media needs to sensationalize the news so they can sell more of their product. These two headlines simply state that the real estate market is terrible and you should not buy or sell a home now. But if you actually look at the reality of the market this is the best time ever to do either.

What we have now is a market that is controlled by the banks (they do not like owning homes) and the government. That is why we are hearing so much about; Foreclosure, Short Sale, Sheriff's Sale, Redemption Periods, Loan Modifications, HAFA, HAMP and FANNIE-FREDDIE. Most people do not have a clear understanding of what these things mean or how they work, and that's why it is important to check with a full time real estate professional.

**If you follow the rules of the market, like Mr. Buffett, they say this the best time ever to buy or sell.** Today can be a great opportunity for you to get the best value on a home. What most buyers, sellers and even some agents see is a lot of confusion within the market place, so they decide to sit out and do nothing. But the people that see this as a tremendous opportunity for buyers and sellers alike will have the advantage in this today's market.

If you are a buyer, the best values are the homes that are being sold as a Short Sale. These are homes the banks and sellers are anxious to sell, so a patient buyer who has an agent who is educated in this process will get a tremendous value.

As for sellers, you also have an opportunity that we have never seen in our housing market. **You have the banks willing to work with you to get your home sold,** so you don't need to have it foreclosed on and you can move on with your life.

You see not all real estate agents are the same. Some love to work with buyers only and others like to only sell homes. But this turn in the market has left a huge gap because very few agents really understand how this crazy real estate market can really help their client to accomplish their end result.

There are two custom programs that are huge hits. One is called Bigger Roofs (move up buyer and seller) and the second is called RockBottomPrices.com (buyers and investors). These two programs explain how buyers and sellers can take advantage of this market. I have helped many clients buy and sell their homes with these programs. If you have any questions please feel free to give me a call. We can talk about options. All information is confidential and I would be glad to help. Bob Beutler, Major (ret).

Contact me, [Bob@callbob.net](mailto:Bob@callbob.net) or 612-558-7355. One more important detail, it will cost you nothing out of your pocket because the banks pay our fee. It's FREE!

*Email or call Bob with real estate questions about today's market.*