

A BUYER'S MARKET...FINALLY!

Since the spring of 1999 our Northern Virginia real estate market has been heavily weighted in favor of sellers. The interest rates and creative financing options were excellent. The inventory was low and the buyers were plentiful, creating a "Seller's Market". Home prices skyrocketed.

Suddenly, in July, 2005, the steady stream of buyers dwindled to a trickle. Homes, which had been selling in days, with multiple offers, were now sitting on the market for months. Serious sellers had to lower their prices. This state of the market continues with a large inventory of available properties and climbing interest rates.

Buyers...it's your turn. Interest rates are still below 7%, there are a lot of homes to look at, sellers are willing to negotiate and many have already lowered their prices considerably. They need to sell. Now you can buy without having to make a quick decision. No need to eliminate a home inspection or offer ridiculously high prices to beat out the other buyers.

In today's market you can look at a plenty of homes before making a decision,. When you find something you like, we will provide guidance in making a reasonable offer and help you negotiate the best terms for you...the buyer!

The truth is we need buyers and are willing offering generous incentives. If you elect Barbara Sipos and associates as your Buyer Agent, we will:

- Pay for a Home Owner Warranty policy for the first year
- Pay 6 months of Home Owner Association dues or 3 months of Condo fees and
- We will rebate 20% of our commission to you at settlement.

If the price is 300,000 and we receive 3% or \$9,000, we will rebate \$1800 toward your closing costs.

To explore the possibilities and find out more, about our credentials and buyer services, call us directly at Barbara Sipos and associates of RE/Max Choice toll free at 800-457-2535 or locally 703-978-9400 x260 or e-mail us at bsipos@cox.net