

HRPV-bread-May 3, 2021

Welcome to the Heather Ridge Real Estate website for...you guessed it, Heather Ridge. This site is dedicated to its real estate and ten HOAs. Along with our wives, Pete and I have lived in Heather Ridge for over 30 years, and no other agents can say they know the community better or are more dedicated to it than us. This is our focus.

This week's *Bread* is about the shortage of homes for metro Denver, the country, and in fact the world. How's that for a momentous topic?

What caused this to happen? The long and short answer is Covid. What's important now is to understand present and future issues for "informed" real estate decisions as a home seller or buyer.

Right now, the toughest job in real estate is a broker working with a buyer, especially a first-time one. Statistically speaking for the metro area, on average homes are selling for about 5% more than their asking prices...that is if you're not out-bid by someone else. The more buyers that lose out to other buyers, the more their frustration grows, so they become determined to get the next one come "hell or low appraisal."

So how does affect sellers?

This market is like no other market Pete and I have ever experienced. Sellers need to know the strengths and pitfalls of a sellers' market that it's not without its benefits and risks. As listing agents, our job is to help sellers "get their home sold" for the optimum dollar price with the least amount of drama, angst, or bloodshed when deal-killing issues pop up.

The best way to solve those problems is with a plan, and we have that plan. Please give us a call so we may earn your trust. We listen first, then custom tailor your plan to your needs.

Remember, "Never leave home without us."