



TIPS TO HELP YOU NAVIGATE THE REAL ESTATE MARKET WITH CONFIDENCE

By keeping up with the housing market these simple tips will help you make smart decisions when it comes to real estate. Though Texas is a non-disclosure state, we'll try to help you navigate through current trends and the current state of the market.



BUILD A RELATIONSHIP WITH THE INVESTOR DEALS TEAM

The best way to stay up to date with what is happening with the market is to partner up with an Investor Deals team member and ask them what they think. We can tell you what types of properties are most popular, what price points are selling quickly, and what the trends are.

We also can help you set realistic expectations and give you our expert opinion. Remember we spend all day every day studying real estate, so we should have a clear idea of what is happening!



DON'T ALWAYS TRUST ZESTIMATES

Though Zestimate on Zillow can often be beneficial to learn what houses are going for in your area, they aren't always accurate. Specifically, in the state of Texas, where the final sale records for local housing is not disclosed to the public, the prices listed on Zestimate are definitely not reliable.

However, these types of apps and websites can give you a sense of what is hot and cold in your area and give you a general sense of what you might be able to list your house at. We caution you to not let this be your end all and contact an Investor Deals team member to get your home value or get you started in the investment property buying process.



CHECK IN WITH TITLE COMPANIES

Title companies are consistently producing data reports that are full of detailed information that can help you keep up with the housing markets. Local brokers use this same information to develop their market reports and listing presentations.

Having a title company on your side could give you a leg up on what is happening in your area.



BROWSE THROUGH LISTINGS

There are so many different listing platforms, and they can give you the most accurate information on what is pending, currently active, or sold. They can also give you an idea of what is selling, whether it's a kitchen remodel that is sealing the deal for buyers, or whether it purely has to do with the neighborhood.

Driving through the area can give you a sense of what the market is doing as well. Is there a lot of remodels and renovations? Are new neighborhoods under construction? These things could indicate that the market is doing well, and people are confidence homes will sell.



HAVE YOUR DUCKS IN A ROW

If you want to keep up with the housing market and be ready for whatever it may do, the best thing you can do is to stay prepared. If you're selling your investment property, make sure your home is ready to go. Keep it clean, make as many updates as you can, and keep up the curb appeal if you want to get top dollar. If you want to sell as is and leave the work for the next person, that is ok too, but just expect the price to be less than market value in respect to the work that it needs to be done.

If you're looking to buy, make sure you are

A - Available to look at property

B - Be ready to BUY

L - Have your lending in place. (even if you are borrowing from yourself)

E - Educated on the process it takes to purchase investment real estate.

And you have realistic expectations for the type of property you want. Try to narrow down your preferences and start looking at WWW.INVESTORDEALS.COM who can make the entire process easier when you work with them.



TO YOUR SUCCESS

We have given some tips to help you keep up with the housing market. Whether you are looking for when the right time to sell your rental property, or are dealing with the challenges of buying, the best way to take advantage of current trends is to partner with the Investor Deals team. Though you are always welcome and encouraged to do your own research, it pays to have someone on your side to make an informed decision, regardless of whether you're a seasoned investor or a first time investment property buyer.

We would love to help answer any questions you may have! Reach out to us today and let us help you with your real estate journey.

Take the time today to fill out our investor profile at WWW.FINDMEAHOUSEDEAL so we can help you find your next deal!

There is no "I" in TEAM WORK, and WE want to be on your TEAM!



Written by

Cathy Crowe is the owner of Investor Deals with 35+ years of experience in the real estate investment industry. To find out more about Cathy please visit the about page on InvestorDeals.com or contact her at 214-850-4527 | Cathy@InvestorDeals.com