

# Market Trends

## Home Buyers of the World: Unite!



Source: [www.realtytimes.com](http://www.realtytimes.com)

### Market Stabilizing

The Tempe market is finally starting to normalize, after the inflated prices of 2005 and the subsequent leveling-off of prices in 2006. Although sales in Tempe are down 13% versus last year for March, there are signs the market is leveling off.

### It's *Still* a Buyer's Market

If you are thinking about buying a home, now may be the perfect time. Rates are still at historical lows, home prices are lower, and there is a large selection of homes to choose from.

### Meet the Walsh Team!



Patrick Walsh



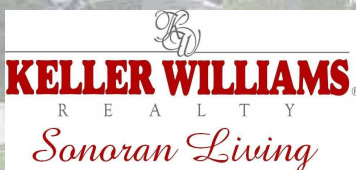
Lois Tiedemann

### Foreclosures May Not Hit Tempe Hard

The market is likely to stabilize in the coming months. One-hundred percent financing, a lending technique that relies solely on credit score, is no longer being implemented. The result will be that new buyers will have to have more resources than credit to purchase a home, and "feeding frenzies" like we saw in 2005 will be less likely to return. However, with so many people having purchased homes on their credit, there may be a wave of foreclosures in many parts of the valley, with Tempe emerging pretty unscathed. This heralds a continuation of the buyer's market and swollen supply of houses, with sellers at a disadvantage in price negotiation. So if you can, buy now and sell later!

### Want More Info On *Your* Neighborhood?

I now have an amazing new internet tool, **Market SnapShot**, to assist my friends and clients to obtain an up-to-date market status report for your current or future neighborhood. It allows you to view what's going on in your neighborhood, such as recent and current sales prices of comparable homes, along with other useful information. Or, if buying a new home is in your future, this complimentary program allows you to see what homes are selling for in the area that you're interested in. Contact my office today and Sara, my our Market SnapShot coordinator, will work with you to provide your very own Market SnapShot!



*And by the way... if you know of someone who would appreciate the level of service I provide, please call me with their name and contact information. I'd be happy to follow up with them and take care of their real estate needs!*

### Patrick Walsh

Office: (480) 768-9333  
 Cellular: (602) 369-3224  
 Email: [pwalsh@kw.com](mailto:pwalsh@kw.com)  
<http://www.tempe-listings.com>