New Economic Forecast Predicts Modest Real Estate Market Through 2019

December 31, 2018

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According to the National Association of Realtors, an article published predicts a modest real estate market through 2019 based on a report from expert economists. While much of this growth will be in commercial real estate, the residential side is expected to continue strong as well. In fact, the National Association of Realtors shows that new home sales are expected to increase.

While NAR is predicting modest increases for the coming year, more sellers are expected to list their homes now that they can obtain higher prices from the equity they have gained in their properties. According to Danielle Hale, who is a chief economist for the NAR, ?Another year of stronger housing demand and sales will be driven by increasing consumer confidence and solid job growth.?

What this means for buyers is they are now confident enough in the housing market and their own job security to finally make the move to purchase a home. Sellers have gained enough equity with rising home prices to be able to afford to sell their homes and use the money as a down payment for their next home.

While the latest forecasts for the housing industry are positive, it doesn?t mean sellers will have an easy time

selling their homes if they don?t present them in the right light. Even with limited inventory, buyers want to find a home that meets their needs. One way sellers can present their homes in the best way is by staging, according to Evan Roberts, a home buyer with Dependable Homebuyers.

?Staging a home is simply setting it up to appeal to today?s buyers,? Roberts says. For homes no longer lived in, that may mean setting up a few pieces of furniture to provide that ?lived-in? feel. For sellers who are still living in their homes, it means creating the right feeling with the furniture and decorations they have.

Roberts provides some tips on staging with an article on his blog. Reducing clutter is one of the most important steps every seller should take. By packing away excess items, they create a more open feel to a room. Adding lighting to a room makes it feel bigger. Other steps sellers can take to stage their homes include painting the walls and displaying art work. It pays to keep the walls neutral, but you can include color with accessories that add warmth or interest to a room.

Professional stagers can help sellers set up their homes in a way that appeals to buyers, but homeowners can learn many of the same tricks on their own. Taking the time to stage a home can help it sell faster and for a higher price, especially in the current seller?s market.

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