#6b Realtor Flavor of the Month

Elite Club #37 September 2018

"Low-Inventory Prospecting Letter"

SARAH SMITH
REALTOR

Dear Homeowner,

There is a good chance you've been hearing about the hot the real estate market. Like many homeowners you might be considering a move but you've been waiting for the right time. As a real estate professional I'm thrilled to report a positive outlook for those who are thinking about selling.

Below are statistics that indicate it may be a sellers market.

- According to the Association of Realtors inventory of available homes has decreased 3.3 percent from December of 2014 to December of 2015. In December of 2015 there was a 5 month supply of homes, this is below the 6 month supply that many real estate professionals consider normal.

- The number of homes sold according to the National Associations for Realtors was 3.8 percent lower in 2015 than 2014, this is due in part to the lower number of homes available for sale. Typically when there are fewer homes for sale it is considered a sellers market.

- Additionally the National Associations of Realtors reported that single family home prices nationwide have risen 6.3 percent in 2015.

I am sharing this information with you because inventory in [city or neighborhood] is low, and I am hearing from agents and prospective buyers that they just can't find what they are looking for.

If you've thought about selling please give me a call. I'd love to visit with you for a no obligation and no pressure consultation.

Regards,

Sarah Smith

YOUR LOGO

ABC Realty | **www.sarahsmith.com** | **s.smith@abcrealty.com**
1234 S. Hampden Street | Denver, CO 80222 | 720.123.4567