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LOCAL SALES REPORT

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Think Home Prices Will Crash? Here's What the Experts Actually Expect.

One of the biggest reasons buyers are still sitting on the sidelines is because they think home prices are going to come down.

- Some believe a crash is coming and they'll get a better deal if they hold off
- Others worry they'll buy now and watch their home's value fall later
- Nobody wants to overpay or buy right before values drop

But here's the question they are asking: **What if the crash you're waiting for isn't actually coming?** Because that's what the latest data suggests.



Experts Are Not Calling for a Crash:

Some markets are seeing small price declines right now. **But that's not the same**

thing as a nationwide crash. While some places are going through a price adjustment, Realtor.com data shows home prices are still rising in 71% of housing markets across the country.

What if the crash you're waiting for ISN'T actually coming? Because that's what the latest data suggests.

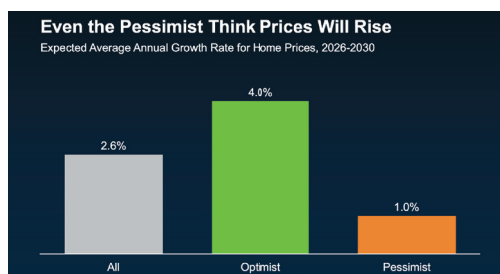
Home Prices Will Rise for the Next 5 Years:

Every quarter, experts are asked where they think home prices are headed. They largely

agreed...they don't think a crash is coming.

Even the Pessimists Aren't Predicting a Crash:

Optimists think we'll see prices go up roughly 4% a year. Pessimists say it'll be closer to 1%. The reality may be



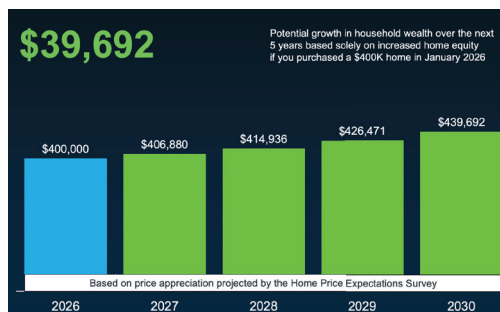
somewhere in the middle.

This Means Waiting Could Actually Cost You:

According to the experts,

a widespread crash isn't in the cards. In fact, based on the HPES forecast, a buyer who purchased a \$400,000 home this January would gain nearly \$40,000 in equity over the next 5 years from appreciation alone.

Of course, this all depends on local market conditions. This is a national average. Broadly speaking, if the experts are right, the bigger risk isn't that prices will crash. It may be waiting for a crash that never comes. Because depending on your market, if you wait, you could be missing out on \$40k in equity or paying \$40k more in 5 years for the same house.



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Bottom Line: A lot of buyers are waiting because they think prices will fall, but that's not what the experts are saying.

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