Anticipating Autumn

by Corey - 08-01-2013

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If you were in Washington the last week of July when temperatures dropped to a blissful 70-degrees, it was hard *not* to think about the upcoming change in seasons.

September is an important month for new inventory coming on the market as sellers time their property's launch with the end of summer vacations, the start of the academic school year and the reconvening of Congress. Or, in simpler terms, when buyers are back.

Sellers have been asking us questions about the state of the market. Here's a high-level summary:

- Sequestration has not slowed the real estate market. In fact, after the latest round of earnings reports, The Washington Post reported that "big defense contractors are weathering the federal budget sequester far more easily than they projected."
- This is not a bubble. Unlike the 2002-2007 cycle, buyers today are end-users qualified by lenders, not speculative investors. The *Post* noted that "Washington’s strong labor market" is the driving force behind the real estate resurgence. GMU's Stephen Fuller recently confirmed that Washington Metropolitan Area continues to post strong job growth.
- Our firm represents hundreds of active buyers that haven't found a home that meets their needs. They are actively waiting for new homes to list.

Our market continues to improve rapidly. If seeking advice on a real estate transaction, we welcome the opportunity to be of service. We are proud to have a history of exceeding the expectations of the world's most discerning buyers and sellers, regardless of listing price or location.