



**Your Best Move**

Keller Williams Realty Partners



## Helen's Monthly Update & Real Estate News

March, 2019

### Getting In the Head Of A Buyer

Selling your house is competitive. Every seller on the market wants the best price and is pulling from the same pool of buyers in the neighborhood. How do you get the competitive edge? You need to get in the head of your target audience... the buyer! When you figure out what they are thinking and looking for, you'll know how to stage and market our home to get the most money in the shortest amount of time.

Read the full article at <https://www.helenoliveri.com/getting-head-buyer-2/>

### How Your Credit Score Affects Your Mortgage Rate

Without a high credit score, you won't qualify for the best mortgage rates available, which could mean you'll end up paying more money over the term of your mortgage. The difference between 3.5% and 3.75% can add up, especially if you're applying for a 30-year fixed-rate mortgage. If you want to buy a home, it's time to talk credit.

Read the full article at: <https://www.helenoliveri.com/credit-score-affects-mortgage-rate/>

### Current Market Update

We had a HOT February, even though the weather was cold...

12 properties sold, almost \$6 million in sales and 2 properties that Helen brought the buyer and seller together!

March came rather fast, and the market in our area is moving just as quickly. With more buyers out early, the spring market is already in full motion. If you're thinking about buying or selling, now is the time to get started and call me today!



Hawthorn Woods Gem

33 Copperfield Dr.  
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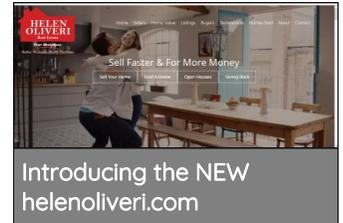
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Questions or comments? Email us at [helen@helenoliveri.com](mailto:helen@helenoliveri.com) or call 847.967.0022