



Smarter homes & communities

Q: Is now the time to buy?

A: Yes! Now more than ever is the best time to buy. Never in our lifetime have there been more benefits to buy. There are many myths out there today about the market and when to buy, so how do you know when it is right for you?

MYTH 1

I shouldn't buy until the market has "bottomed out."

TRUTH

How will you know the market has "bottomed out?" The truth is no one knows. There will come a day when you wake up and the paper or TV tells you its here, but by that time it will be to late to take advantage of some of the best of the home inventory on the market.

MYTH 2

Even if I wanted to buy, banks are not loaning money and I don't have 20% to put down.

TRUTH

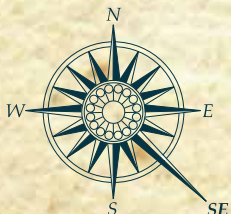
Lenders continue to make loans everyday to qualified buyers who are making smart purchasing decisions. And many loans, including FHA loans only require 3.5% down. Much of that cost can be covered when you buy new from Southeastern with our builder incentive programs. Ask an agent for details.

MYTH 3

Now is not the best time to sell my current home.

TRUTH

Real Estate is all about location and fortunately Sumner County has a lot going for it. Prices are stable and the market is still strong. With that said, even if you take a small loss on your current home all prices in the market have been adjusted just like your home.



Southeastern

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www.TheSmarterChoice.net