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Dave Windsor's 'Alaska Real Estate'

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Triple Salchow May Not Be Enough

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Figure Skating in Beijing took a new turn in these Olympics. Even a triple salchow, an edge jump accomplished with a takeoff from the inside edge of one foot and a landing on the outside edge of the opposite foot, was not enough to win the competition. Beijing was the year of the Quad, where skaters rotate four times in the air at incredible speed.

Real Estate faces its own challenges at this time where, in a hot and tight market, speed and agility are essential to win the day. You must have a hotline to inventory updates and a hotline to your Realtor. Your Realtor must have a hotline to your lender and be in good standing with listing licensees.

This level of real estate professionalism requires years to develop and, even then, you could end up with the silver medal when shopping for a home. Only the gold wins the prize.

The limited inventory in housing is still attracting multiple offers. Anything from 3 to 10 offers on a listing are not uncommon. Loan originators may write a similar 3 to 10 pre-qualification letters for an anxious borrower in a day but many of those efforts are in vain.

The year of the quad demonstrated that discipline and speed on the ice are crucial. Real Estate also needs a slick and aggressive element at this time when the number of buyers, motivated by 30 year rates around 4% or lower, exceed the number of sellers.

The bottom line is to make sure you are pre-qualified with an available lender who can issue your letter in support of an offer pronto. Second, and most important, ask your Realtor if they are going to be available on short notice, especially at the weekend, to show you property, write an offer and construct that offer in an aggressive manner.

I have never seen a pending

sale with two separate buyers. Only one buyer gets the gold.

Dave

Windsor

A stylized handwritten flourish or signature element, consisting of a long, sweeping line that curves upwards and then downwards.

