

TOP TEN REASONS TO BUY REAL ESTATE ON HILTON HEAD

- 1) **Selection, Selection, Selection:** Hilton Head already has the location, location, location and now you have choices. With nearly 6000 pieces of property on the market ranging from Homes, Villas, land and boat slips to even a place to park your RV. In 2005 you would have had to choose between just a few units and you would have had to choose fast and pay what the sellers were asking. Today you have choices which means the law of supply and demand is alive and well. Higher inventories translates to better pricing for buyers
- 2) **No Bidding Wars:** In 2005 if you made a offer on a home you were competing with 3 or more other people. That means that you probably did not get exactly what you wanted, but you were able to get on Hilton Head. Today you can not only get on the Island but you can get what you want at the price you want it in most cases. The buyer sets the price in this market
- 3) **You Can Make an offer:** Several years ago you would have had to decide how much above the asking price should I go. Today the Buyer is in charge and typically you can purchase for 3-10 percent below asking price and in some cases even more.
- 4) **Patience is tolerated:** In a sellers market everything is rushed. You become afraid that you might lose the opportunity. In a buyer market Sellers are more patient with buyers because they know that they have choices. This means that you can get more of what you want in your home.
- 5) **Due diligence is welcomed:** Sellers want you to get the home inspected and appraised. In a sellers market these rights are often waived to gain an advantage over other offers. You not only get what you want but in the condition that you expect.
- 6) **There are plenty of new homes:** Beaufort County is growing by leaps and bounds. There are plenty of quick turn homes that builders have and are ready to deal. They need to move to the next phase so when there are only two homes left they want to deal. Plenty of incentives are offered like special financing, free appliances, dues paid and many more. In a sellers market these are not available
- 7) **Repair request are welcome:** Once the inspection has been completed sellers are more likely to accommodate by fixing everything. They must be better than their competition down the street in order to make the deal. In a sellers market the sellers is less likely to have to fix anything.
- 8) **Few Investors :** Investors drive prices up. When they are not in the market in droves prices settle down. You do not have to compete with investors in a buyers market. Less competition means better values and more choices.
- 9) **Location, Location, Location:** It is Hilton Head Island. It is an Island there is only so much land. Villas on average over a 10 year period appreciate over 10% per year. That means that is you Villa appreciated 10% per year on average it 7 short years it will have double in value. This coupled with selection is one of the most powerful tools a buyer can have.
- 10) **Legitimate financing is available:** The zero down loans are few and far between. This means that those buyers that were leveraging fairly heavy are no longer in the market. Less buyers same amount of homes. People always say buy low sell high. This is it. This is the low. Supply and demand rules the market place.

