

Who is buying Real Estate Now?

I had a client ask me this today and I thought I would look in to it and see.....

In Hilton Head Island, South Carolina there are **339 pending** listings this month. 242 Homes (Average price \$710,198),56 Villas (Average price \$368,549) and 41 lots (Average price \$404,129). That means that in the next 30-45 days there will be 339 more homes **SOLD!!!** If you take an average price of \$616,743 that means the people who have come to Hilton Head and loved all that they saw and experienced, have spent **\$209,075,949!** on these 339 homes,villas and lots. This new buyer is savvy,smart and confident.They know the rule to "Buy low and sell High" and they use it.Some people on the other hand know the cost of everything and the value of nothing.These new buyers know both cost and **VALUE**.They know that Hilton Head already had some of the lowest priced Ocean Front Real Estate on the East Coast. They know that the town has protected over 1100 acres from development and they know that it cost \$144,000,000.This new buyer knows when to take advantage of a great deal while selection is still good.These buyer's might be your neighbors,co-worker,clients, family.This new buyer is a couple preparing to retire,a young couple or family looking to build wealth for their future and their families future,while creating memories that will last a life time. They are the people at the party that talk about what they have done in life,their experiences and travels.These new buyers would rather listen to a story about Spanish moss and moon beams before a story about a stock certificate that you have in a safe deposit box. I guess a better question is , "Are you one of these people?" If I can help just let me know. There has never been a better time to be a buyer. I look forward to hearing from you soon!! Thanks!!!