

NICOLE PT

Keeping it real with real estate

April 2021

Slice of the Month

Munch Bunch
@munchbunch_eburg

I believe strongly in badass women-led businesses and I am so excited to support another food artist. See the attached Home Slice VIP Coupon.

Farm/Ranch of the Month

Barkcuterie
@ruffboardsco

Potentially the only thing better than a charcuterie board is one for your puppers! Like many of you, our dogs have put in overtime this past year. They deserve all the treats! See the attached Home Slice VIP Coupon.

Property Puns

Why do elements and chemicals make good real estate agents?

They have a lot of properties.

Food, Farm, and Family



Inspection & Appraisal done! Here's to closing!



Emersyn Cady Prigge-Taylor 3/14/21

"Sometimes we can only find our true direction when we let the wind of change carry us." Mimi Novic

Spring seems to be as fitting of a time as any to address the winds of change! Growing up in Ellensburg the wind meant one thing; spring time! Spring always makes me think of softball, flowering bulbs, and the possibilities summer holds.

What I have come to find is winds of change are going to blow one way or another, it's what you do with them that matters. Do you complain about the wind constantly or find some gratitude because it means winter is over?

Now, in theory that is easy. In practicality? Well, not so much. Over





House Hunting Tunes

Check out this month's house hunting cuts: **90s Country**. Just scan the QR code and let Spotify do the rest! 🙌

What's the Difference Between a Mortgage Pre-Approval and Pre-Qualifications?

When you're buying a home in this **hot** of a market, you have to do everything you can to stand out from your competition. Even then, many buyers are making four, five, six, or more offers before one is accepted.

Patience and preparedness are key!

- Team up with a local lender & understand your finances
- Get pre-approved!
- Learn more about the difference between pre-qual and pre-approval below!

👉 Get more in-depth 👉 <https://ellensburghomeforsale.com/whats-the-difference-between-a-mortgage-preapproval-and-prequalification/>

the past few weeks I have helped three of my buyers make extremely competitive offers only to be beat out by cash. Is that discouraging for both myself and my buyer(s)? Absolutely! Ask my wife! Yet, as more and more homes start to come onto the market there is hope and there are lessons to be learned.

With preparedness, patience, and persistence each of these buyers will make "thee offer" and find their home. They will each learn invaluable lessons about value, contingencies, homebuyer letters, and expectations. The winds of change will continue to blow and someday I will look back on this newsletter during a buyer's market and chuckle. Until then, spare a good vibe or two for these amazing folks I get to help? P.S. I HAVE A DAUGHTER!!! How magical is that?!? Wishing you a spring full of wonder!

Piece of the Pie: Reflecting on the Market Last Month

Buyer Demand remains strong with limited inventory. Inventory is down 69.1% and days on market is down from 44 to 21 compared to that same period in 2020 (a 52.3% reduction). Where's the good news? As long as buyers are financial prepared, persistent, and patient, homeownership is within reach. Do you know someone thinking of selling? I may just have the buyer for them - please give them my info and have them reach out!



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