

SOUND OFF *Mary Foley*

# How has real estate changed when it comes to buying a home?



Real estate, something you can touch and feel. Home ownership is a substantial investment which leads to a feeling of pride and security, whether your needs direct you to a second home for a get-away, an investment for the future, a warm and comfortable place for your family or a satellite extension for your business self-employed or company employed.

The American Dream is still safe and sound. It is still the goal for which most people strive. Large or small, old or new, your

home is the one thing that gives you safety, respect and that warm feeling inside that you have achieved something important and it is all yours., or part of it is.

Most of the time, the so-called real estate market does not make a big difference whether a buyer buys or a seller sells. It is based upon personal needs. There are empty nesters, corporate employees, those who have outgrown their current house, or an individual who wants to make a drastic change to a so-called “tiny house.”

The buyers have changed over

the years. Currently a large part is made up of single career women, which was unheard of not so long ago. At one time, married couples dominated the market, but single women along with single couples now make up a large portion of the buyers

Whatever the reason, it always reflects back to the Realtor. He or she must in this world of real estate take into consideration that when he or she lists their client's home for sale or is guiding his or her buyer down the road to finding the right home, excellent ser-

vice must be provided. Knowledge, thoroughness, and concern for the client's future must be the priorities. The Realtor must realize that the average buyer and seller have become much more savvy due to the information network.

Therefore, the Realtor must be on top of his game at all times in order to bring a real estate transaction over the finish line in the best possible way.

*Mary Foley,  
William Pitt Sotheby's International  
Realty, (203) 240-5599 cell.*