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The Market Winds Are Shifting



This could be time for the arrival of Mary Poppins: the real estate market winds are shifting!

We are seeing:

- Increase in market inventory
- Longer days on the market
- Half of homes sold have had a price reduction (but still sold within 95% of original list)
- Few multiple offer situations
- Sellers willing to accept offers below list price

It has been a very strong sellers' market for the past 3 years. The weather vane is shifting toward the buyers. The reduction in price helps offset the increase in mortgage rates.

If you are a buyer, and have been waiting for the perfect time to buy, this may be your opportunity. (See the Cost of Waiting article, page 2) Call us today!



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Pack First Properties Supports Edwards Center Fundraiser



Eldin Lougee, Pack First Properties broker, contributes a portion of every commission to worthy charitable causes. In keeping with this commitment, Eldin sponsored a table at the recent Annual Fundraising Luncheon for Edwards Center, which provides life changing support to individuals and families with adult children with special needs like developmental and intellectual disabilities.

Eldin has a young adult son named David who enjoys their day program 3 days a week. He is supported by welcoming staff and peers to socialize, learn about health and hygiene, and meet new friends while experiencing new activities. Edwards Center offers social and educational programs, job skills training support, and supported living situations. Their mission is to take care of those individuals for life.

Thank you to the friends and colleagues that were our guests for the luncheon and gave generously in support of the Edwards Center: American Pacific Mortgage, Pack First Properties, Inc, Eagle Home Mortgage, Hillsboro VFW Auxiliary.



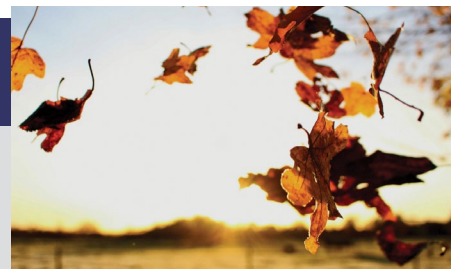
Fall Maintenance Checklist

The days are getting shorter and there's a chill in the air - fall is upon us! It's time to start preparing your home for winter so be sure to add the following tasks to your to-do list.

Seal Up: Caulk and seal around exterior door and window frames as well as the gaps where pipes or wiring enter the home.

Look Up: Check the roof for missing or damaged shingles. Although you should have a professional inspect and repair the roof, you can do a preliminary survey using binoculars.

Clear It Out: Clear gutters and eaves troughs of leaves, sticks and other debris. Consider installing leaf guards if your gutters can accommodate them. Don't forget to check the seams between sections of gutter as well as between the gutter and downspouts.



Put It Away: Drain garden hoses and store them indoors. Shut off outdoor faucets and make sure exterior pipes are drained of water.

Warm It Up: Have the furnace inspected. Most utility companies will provide basic inspections at no charge. Replace disposable furnace air filters or clean the permanent type according to the manufacturer's instructions.

Light That Fire: Have the firebox and chimney professionally cleaned before lighting a fire this season. Creosote, a by product of wood burning, can build up to dangerous levels and cause a serious chimney fire if not removed.

"Pack" first, you'll soon be *Moving!*

November 2018 Newsletter

THE COST OF WAITING

Real estate market prices are rising and so are interest rates. If you are in the market to buy a home, there is a real Cost of Waiting.

Home prices rose 6.7% in Hillsboro/Forest Grove last year. Last year 30 year fixed mortgage rates were around 3.83%. This year rates are 4.75%. Next year is forecasted to be 5.1% per Bankrate.com.

A \$400,000 house today will cost \$426,800 a year from now. This also requires a larger down payment. And, monthly payments (principle and interest only) go from ~\$1,669 to ~\$1,854, \$185 more per month.

Time frame	Purchase Price	20% Down Payment	Amount Financed	30 yr Fixed Interest Rate 740 Credit (Est.)	Monthly Payment (P+I only)
Buy Now	\$400,000	\$80,000	\$320,000	4.75%	\$1,669.27
Wait 6 months (3.35% increase)	\$413,400	\$82,680	\$330,720	4.9%	\$1,755.22
Wait 1 year (6.7% increase)	\$426,800	\$85,360	\$341,440	5.1%	\$1,853.85

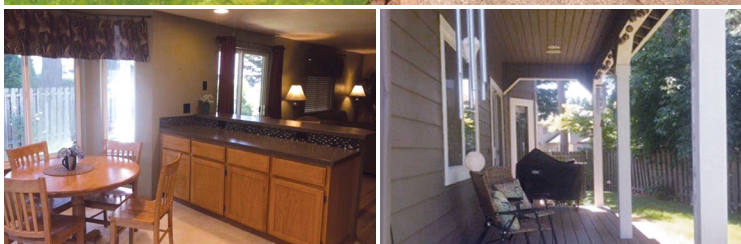
Summary: If market conditions continue (there is talk that appreciation is moderating) and you wait 1 year to buy, for the same house, you will pay \$26,800 more, have to pay \$5,360 more for a 20% down payment, and pay \$185 more per month for 30 years.

What are you waiting for? Call us today!

NEW RENTAL - AVAILABLE DECEMBER 1st!

Hillsboro \$2,295/mo

Great contemporary living in this 4 bed/2.5 bath, 2-story home. Beautiful hardwood floors, open floorplan with large kitchen/eat area/family room and separate vaulted living/dining combo. Also has central air, sprinklers and gas fireplace. Just off Evergreen Road makes easy access to freeways and Intel. Treed cul-de-sac offers ample parking for cars/RV, tool shed, covered back porch. Call LeeAnn Pack at 503-708-0940 for more information or a showing.



Get Your Listing "SOLD"!

Pack First Properties has had many happy sellers this year and if you are thinking about moving any time soon, be sure to give us a call! Let's discuss the changing market conditions and strategies that are right for your home and family.



REAL ESTATE HIGHLIGHTS

Below are the 12 month appreciation figures for your area during September 2017 to September 2018.

N Portland - 5.7%	Gresham/Troutdale - 9.5%
NE Portland - 3.8%	Milwaukie/Clackamas - 5.0%
SE Portland - 6.9%	Oregon City/Canby - 6.5%
W Portland - 3.4%	Lake Oswego/West Linn - 3.4%
Mt. Hood - 6.1%	NW Washington Co. - 3.8%
Beaverton/Aloha - 7.7%	Hillsboro/Forest Grove - 6.7%
Tigard/Wilsonville - 7.9%	Columbia County - 10.9%
	Yamhill County - 9.3%

♥ Do you know someone who is buying or selling? We love referrals! ♥



"Pack" first, you'll soon be *Moving!*

Are you planning to sell?
Call 503.648.3000 or visit PackFirst.com
for a FREE MARKET EVALUATION!