

# Hello NEIGHBOR!



470-586-0415 

JewellMichaelRealty.com 

JewellMichaelSales@gmail.com 

It's Jewell Michael, your local real estate agent. In my continued effort to provide relevant, useful information to the residents of Barrow County, I wanted to share this market update with you.



Buyer's have the negotiating power.



Median Sell Price of Homes  
\$361K 



Average Days on Market  
76



January Homes Sold in Barrow County  
82

- **Interest Rates:** Mortgage-backed securities have been steady, which helps keep rates predictable. You, my client, can have more confidence when planning a purchase or refinancing.
- **Economic Update:** The stock market has been mostly positive, though momentum has slowed a bit. When stocks pause, bonds get more attention, which helps keep rates stable. Some tech companies are still strong, while homebuilders and other housing-related companies are facing pressure.
- **Mortgages:** Recent underperformance from companies like Lowe's has spilled over into homebuilders and other housing-sensitive stocks, keeping this sector on the defensive. These shifts can influence mortgage-backed securities, which in turn can impact mortgage rates.

## What This Means for Buyers

Rates are holding steady, but you could shift if equities or bond yields change. That makes now a smart time to move forward on a purchase or explore refinancing. Let's connect so you can take advantage of opportunities and secure favorable financing.

## Buyers Gain \$30K In Purchasing Power

If affordability slowed you down last year, things may be starting to shift. According to Zillow, the average U.S. household earning a median income can now afford a \$331,000 home, which is about \$30,000 more than they could afford at this time last year.



470-586-0415



JewellMichaelRealty.com



JewellMichaelSales@gmail.com



## Nearly 1 in 7 Home Sales Are Falling Through *Strategies To Keep Deals On Track*

January saw nearly 40,000 home-sale agreements canceled nationwide, which is about 13.7% of all homes that went under contract. That's up from 13.1% last January and marks the highest January cancellation rate since Redfin began tracking data in 2017.

Why are more sales falling through? One major reason is that it's a buyer's market. With more sellers than buyers, buyers hold the negotiating power. They may walk away if inspections reveal issues or if another property catches their eye.

Financial uncertainty is another factor. Housing costs have eased from their peak but remain high. Some buyers cancel because they feel nervous about making such a large purchase amid concerns about layoffs, tariffs affecting monthly budgets, or other economic pressures. First-time buyers feel the pinch the most, since they often use most of their savings for a down payment and don't have equity from a previous home sale to fall back on.

Understanding these challenges can help us take proactive steps to keep your closing on track. Here are a few strategies I'll employ to help you stay on track:

- Making sure you address inspection issues promptly and thoroughly.
- Setting and understanding expectations from the start so you're prepared, and not surprised during the process.
- Be present and supportive throughout the process so you feel confident every step of the way.

*Happy St. Patrick's Day*



2750 Premiere Pkwy STE 200  
Duluth, GA 30097  
(770) 495-5050



*Jewell Michael Realty*



470-586-0415



JewellMichaelRealty.com



JewellMichaelSales@gmail.com



## The Homes For American Families Act

### *What It Means For You and Your Realtor*

The Homes for American Families Act just went into effect, placing new limits on big investment firms buying single-family homes, condos, and townhouses. The goal is to make it easier for everyday buyers to get a foot on the property ladder without going head-to-head with deep-pocketed investors.

Right now, large institutional investors own about 3.8% of single-family rental homes nationwide, and in some markets, their presence is even higher. These purchases can make it harder for you, the buyer, to compete and may drive up prices in hot markets.

The new law specifically targets investment funds that manage more than \$150 million in assets and will be overseen by the Justice Department's antitrust division. Homebuilders constructing new units are not affected, so newly built homes remain fully available for you, the buyer.

With fewer institutional buyers chasing single-family homes, we may have a better chance of landing the home you've been dreaming about. Supply, pricing, and competition could all shift, creating opportunities for me to guide you and your family into homes without facing stiff competition from big investors.

*Happy St. Patrick's Day*



2750 Premiere Pkwy STE 200  
Duluth, GA 30097  
(770) 495-5050



*Jewell Michael Realty*