

BE MY
VALENTINE?
☐ Yes ☐ No



February
2♥25

THE KENDRA HUDSON NEWSLETTER

THE B/CS REAL ESTATE REPORT



BUYING/SELLING..... WHEN THE TIME IS RIGHT!!!!

I'm often asked, "When is the best time to buy or sell a home?" My answer is always the same: Whenever the specific circumstance and/or time is right for you! Here's why: Most people tend to center their real estate strategic beliefs around mortgage rates. In my experience, this is not the right mindset or ideology. For starters, realize this: about one-third of all national home sales in 2024 were cash transactions, rendering mortgage rates a complete non-issue in one out of every three deals nationwide.

Another common misconception is that home buying is always prudent when mortgage rates are low. This is often not the case, as increased buyer demand (due to favorable mortgage rates) typically drives the prices of the homes being purchased upward when interest rates are low. You would be significantly better off long-term buying the same home at a lower price while mortgage rates are higher. You can always refinance later at a lower rate, but the contract purchase price is fixed forever.

Realize too that if you are selling your home in order to buy another home, you will be facing the same housing market dynamics in both transactions. You will never be able to sell when home prices are high and then buy when prices are low in the same basic time span. This is just the reality of real estate. Once you start to view the home buying and selling processes as being relative to each other, you will relax and do things when the time is right for you!

PERSONAL NOTE



Today is National Dog Day! As a huge dog lover, of course I will celebrate with my Boston Terrier Gus!

valentines
day



BRYAN-COLLEGE STATION MARKET STATISTICS FOR JANUARY 2025

SALES CLOSED: 184

TOTAL SALES VOLUME: \$71,769,000

AVERAGE SALES PRICE: \$325,000

AVERAGE DAYS ON MARKET: 114

2025 RES ANNUAL SALES BY PRICE RANGE

	JAN - MAR	APR - JUN	JUL - SEP	OCT-DEC
\$49,999 - \$99,999	5			
\$100,000 - \$199,999	20			
\$200,000 - \$299,999	52			
\$300,000 - \$399,999	44			
\$400,000 - \$499,999	25			
\$500,000 - \$599,999	8			
\$600,000 - \$699,999	13			
\$700,000 - \$799,999	2			
\$800,000 +	15			

Click the link button below to access the full BCS statistics report!

CLICK HERE



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5-STAR ZILLOW REALTOR
BRYAN/COLLEGE STATION



