

at home

WITH MICHELLE GALLAGHER

April
NEWSLETTER

2022

MAKE YOUR OFFER
STAND OUT

MORTGAGE RATES
ON THE RISE...
SHOULD I BUY?

MARKET STATS
MARCH 2022

APRIL HOME
MAINTENANCE TIPS



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5 WAYS TO MAKE YOUR OFFER

stand out

- **SUBMIT YOUR PROOF OF FUNDS**

In order to be ready for an offer, you need to demonstrate that you have the funds in place. This generally a Mortgage Agreement in Principal or proof of cash in the bank

- **MAKE A STRONG OFFER**

In a seller's market, you need to make a good strong offer. It is highly likely there will be more than offering. You do not want to offend the seller with a low offer.

- **TIME SCALES**

If you can, offer to work within the seller's time frame. People have different time scales and if you can offer the seller flexibility - it can help.

- **GIVE A BACK STORY**

Are you first-time buyers whose family lives close by? Do your kids go to the local school. Are you a family expecting your first child. Some sellers love a back story and really want their home to go to a nice family. Emotion can count

- **MAKE YOUR NO REGRET OFFER**

In a seller's market, you will often be competing for a home with multiple offers on the table. You might be asked for your best and final offer. This is your last offer., What is the house worth to you? Would you have paid an extra £5000 if they said no? Would you regret losing it someone else?



INTEREST RATES ON THE RISE...SHOULD I BUY?

- ✓ **IF YOU ARE IN A POSITION TO BUY, DO IT NOW**

If you find a home that improves your living situation, you plan to be there for years to come, and you are financially secure to do so, make the jump and purchase now.

- ✓ **HOME PRICES AREN'T GOING TO DROP ANY TIME SOON**

A lack of choice and high demand will continue for most of the year. If you are waiting for lower prices and a less competitive market you might be waiting a while. Prices might be showing of stabilizing locally, and house price growth slowing however nobody is expecting them to drop for some time, if it all! Rental costs are also increasing.

- ✓ **HOME BUYING IS AN IMPORTANT PERSONAL DECISION**








Lastly and most importantly, whether you should buy now depends on your needs and financial situation. This is why it is important to work with an estate agent who is knowledgeable and can help you decide what is in your best interest at this particular time.

A SELECTION OF OUR LATEST NEW PROPERTIES IN APRIL

ADDRESS	BED	BATH	LIST PRICE
BOOTH GARDENS, LANCASTER.	3	1.5	£180,000
ST PATRICKS WALK, HEYSHAM	3	1.5	£290,000
MILL STREET, FREEHOLD	3	1	£160,000
BRIDGET STREET, LANCASTER.	2	1	£160,000
GERRARD STREET, MARSH	2	1	£125,000
ROSSMOYNE ROAD, SCOTFORTH	3	1	£350,000
SHAW STREET, BULK.	2	1	£135,000
GRASMERE ROAD, FREEHOLD	2	1	£185,000
FAIR ELMS, LANCASTER	2	2	£190,000
ALDCLIFFE YARD, LANCASTER	3	2.5	£350,000

MARKET STATS

March 2022

						
NEW LISTINGS	SOLD STC	AVERAGE PRICE PER SQ FT	12 MONTH INCREASE	AVG. PROPERTY PRICE	AVG. DAYS ON MARKET	CURRENT MARKET
91	99	£190 psf	8.4%	£168,484	36	SELLERS

LATEST SOLD RESULTS

ADDRESS	BED	BATH	DAYS TO COMPLETION	SALE PRICE
43 ASHFIELD AVENUE,	3	1	104	£282,000
20 MELBOURNE ROAD	3	1	64	£145,000
23 BANK ROAD.	2	1	105	£120,000
1 ST MARY'S PARADE	4	1	246	£315,000
14 RIDGE STREET.	2	1	82	£123,000
4 NUN STREET.	2	1	53	£150,000
5 BEAUMONT STREET	3	1	110	£136,000
6 PORTLAND STREET	4	1	182	£285,000
8 COLCHESTER AVENUE.	4	1	140	£285,000
142 COULSTON ROAD	3	1	161	£250,000

APRIL HOME MAINTENANCE

tips

- ✓ DEEP CLEAN YOUR KITCHEN
- ✓ CUT YOUR LAWN
- ✓ POWER WASH THE PATIO
- ✓ WASH YOUR WINDOWS INSIDE AND OUT
- ✓ POLISH YOUR TAPS
- ✓ GIVE YOUR HOME A GOOD DUST

Time to prepare your home for spring showers and enjoying more time outside.

living LOCAL

DOG FRIENDLY PLACES TO VIST

- Enjoy a walk along Morecambe Promenade
- Visit Williamson Park
- Call for a craft ale at The Jailor's Barrel
- Take a stroll around the fauna reserve
- Shop at Rene's Lancaster
- Pick up a gift at Viva Interiors
- Enjoy Pizza at the Boot & Shoe
- Visit us at JDG - we love our doggies!