BRYAN REALTY
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Your advocates. Your agents.®

OPENING DOORS *Together.*



YOUR MONTHLY GUIDE TO
HOMEOWNERSHIP, WEALTH & COMMUNITY

WHAT RISING INVENTORY MEANS FOR BUYERS AND SELLERS

More homes on the market means more opportunities—and a shift in the real estate landscape.
Here's what rising inventory means for you.

FOR BUYERS: MORE CHOICES, MORE POWER

MORE HOMES TO CHOOSE FROM
A higher inventory means more options in your price range, location, and must-have list.

LESS COMPETITION
Fewer bidding wars mean less pressure to waive contingencies or make rushed decisions.

STRONGER NEGOTIATING POSITION
Buyers may have more room to negotiate on price, repairs, closing costs, and seller concessions.

TAKE YOUR TIME
You can take the time you need to find the right home without feeling like you'll miss out.

POTENTIAL FOR BETTER DEALS
Motivated sellers may be more willing to adjust prices to attract offers.

FOR SELLERS: ADAPTING TO A SHIFTING MARKET

MORE COMPETITION
More homes on the market means your home is one of many buyers can choose from.

PRICING IS CRITICAL
Homes that are priced right from the start are more likely to attract attention and strong offers.

PRESENTATION MATTERS MORE THAN EVER
Staging, professional photos, and great curb appeal help your home stand out.

MARKETING IS KEY
A strong marketing strategy ensures your home reaches the right buyers.

EXPECT A LITTLE MORE TIME
Homes may take longer to sell, but the right strategy can still get you top dollar.

WHAT IS INVENTORY?

Inventory refers to the number of homes for sale in a given area at a specific time.

- Low inventory = more demand than supply (favors sellers)
- High inventory = more supply than demand (favors buyers)
- A balanced market benefits everyone with healthy conditions for buying and selling.

CURRENT MARKET SNAPSHOT

LOW INVENTORY	BALANCED MARKET	HIGH INVENTORY
High Demand Higher Prices Sellers' Market	Steady Demand Stable Prices Balanced Market	More Supply More Choices Buyers' Market

TIPS FOR BUYERS IN A RISING INVENTORY MARKET

- Get pre-approved so you're ready when you find the right home.
- Work with a local expert who knows the market.
- Compare homes carefully and don't overpay.
- Be patient, but act decisively when the right home appears.

The right home is out there. Let's find it together.



TIPS FOR SELLERS IN A RISING INVENTORY MARKET

- Price your home competitively from day one.
- Invest in curb appeal and stage your home.
- Make necessary updates and repairs.
- Partner with an experienced agent who will position your home for success.

The right strategy makes all the difference.

WHETHER YOU'RE BUYING YOUR FIRST HOME,
SELLING YOUR CURRENT HOME, OR INVESTING FOR THE FUTURE,
we're here to help you open doors to what's next.

Let's create a plan for your real estate success—together.

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