



Dear Henrietta House,

My wife and I are thinking about buying a 2<sup>nd</sup> home on the Eastern Shore. We have heard that the best time to buy is in the summer. Is there really any point or benefit in looking for homes or condos in January or February?

Signed,

*Anxious to Buy*

Dear Anxious to Buy,

Contrary to popular belief, buying Eastern Shore properties in the beginning months of the year is an ideal choice!

You might not be able to stroll along the beach due to the chilly temperatures, but being able to view virtually any property is infinitely easier in the off-season months! REALTORS® are able to easily access properties without concerns about seasonal or weekly rentals. During the peak season from Memorial Day thru September, the showing of any property that is a rental unit, is usually restricted to a very short 3 or 4 hour timeframe on Friday Saturday or Sunday, depending on the turnover day for the rental unit. Even non-rental units become easier to show at this time of year since many are second homes, or homes that belong to owners who head to the warmer Southern climates during the winter months.

In addition to the ease of shopping for and touring homes at this time of year, the inventory of properties continues to be very strong and hasn't subsided with the change of seasons. There are over 2100 properties currently listed in Worcester County alone. If you include Wicomico and Somerset County listings as well, the inventory jumps to well over 3200 properties. SO much to see and SO many to buy!

Bottom line, the values are incredible right NOW, and sellers are very anxious to entertain your offers. Interest rates continue to be very desirable. NOW is the time to lock them in to guarantee the low rate. NOW is the ideal time to visit, tour and purchase property on the Eastern Shore.

Bundle-up Anxious to Buy, and Come On Over. The Water is Fine!



Henrietta