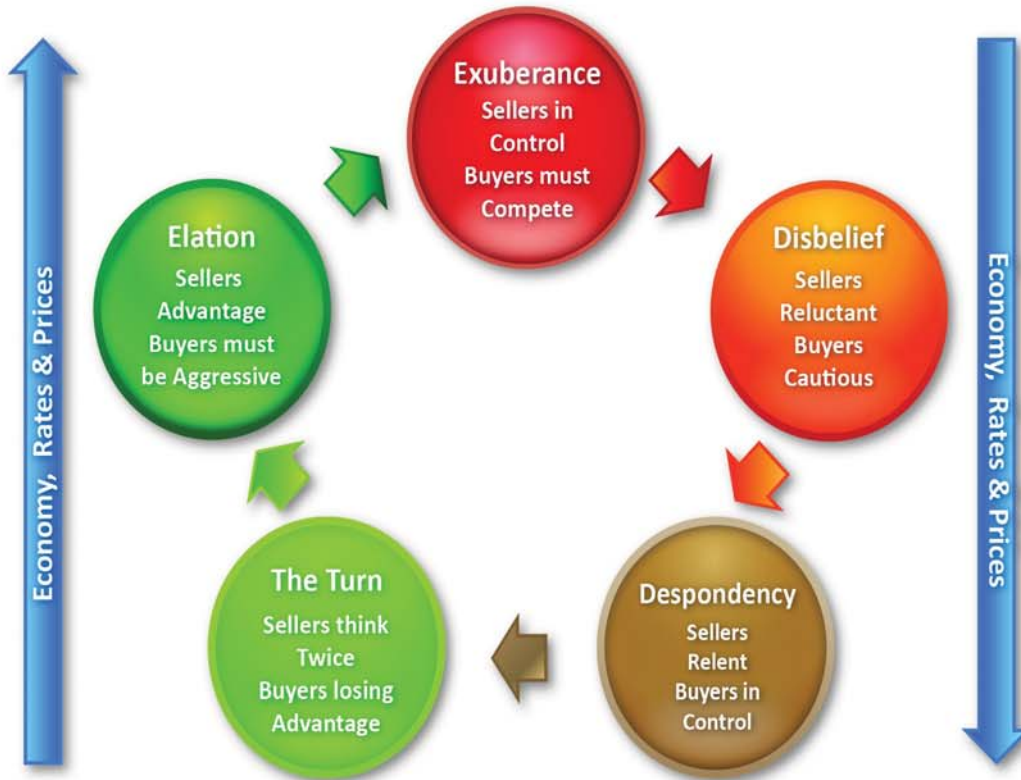


Is Now the Best Time to Buy?



The Real Estate Cycle



The real estate cycle is more pronounced in some areas than it is in others. Regardless of the degree, it's still human nature to want to buy at the best price. Yet that's often a fleeting moment that can only be identified in hindsight. In reality, we often are most consumed with purchasing at exactly the wrong time. Conversely, the best times to buy are typically at the points when no one seems interested. Yet as soon as that mood changes, the advantage we could have enjoyed to strike a truly favorable deal is gone.



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