

OCTOBER 2023

Newsletter

Official newsletter of The Enloe Group realtors



What's the Cost of Waiting?

WHY WAITING FOR RATES TO DROP HAS RISKS

It's no secret that interest rates are higher than in the past few years, which has caused some home buyers to question whether it's best to wait to shop until rates come back down. But is that a good decision?

Lower interest rates mean people can afford to spend more. This causes the number of approved buyers to fluctuate significantly. The National Association of Realtors estimates that if rates drop to 6%, 3.1 million more households will be able to afford to buy. With more people qualified to buy, there is more competition for houses, which causes housing prices to increase.

When less buyers are qualified to purchase due to higher rates, housing prices tend to drop as sellers compete for buyers. And unlike a house purchase price, which once you buy you are always stuck with, interest rates fluctuate and if they drop, you can refinance to a lower rate and monthly payment later. If you are able to buy now, you will likely get the better purchase price.

Included in this Month's Issue:

MEET REALTOR HANNAH

Our team welcomes another great agent to our group

AMERICAN DREAM TV SHOW UPDATE

Our first episode aired and we are filming the next one

UPCOMING EVENTS

Save the date for our Christmas event with Santa and his reindeer

Meet Hannah Stowers

OUR NEWEST TEAM MEMBER



Meet Hannah Stowers! She's a licensed real estate broker in the state of Oregon and has been serving clients since 2018. She's a longtime resident of Oregon and graduated from Westside Christian High School in Tigard, OR. Prior to working in real estate, Hannah worked as a medical assistant at an internal medicine practice. Hannah and the Enloes have known each other since they both started in real estate at the same brokerage in 2018 and are excited about the opportunity to work together.

Hannah has a strong belief that clients want someone who will represent their interests in every way and prioritize their needs, which is why she really focuses on listening and helping them put together a plan that meets their specific goals. Buying and selling a home can be an emotional time for people, so she starts with a consultation to go over client needs and concerns to help give them confidence in the process.

Hannah will be working as both a single agent with her own transactions, as well as in support of other agents on the team with their ongoing business. Her dedication to customer service and high standard of care make her a perfect fit for the team!

“ We are always ready to
Carve out time for you! ”

Halloween Event

OCTOBER 7TH, 10 AM - 2 PM

Don't forget to join us for our annual pumpkin patch party! If you are a past, current, or future client and need the event details, please reach out!



October Home Maintenance Tips

- ✓ Have gutters cleaned
- ✓ Inspect roof and attic for potential leaks
- ✓ Drain exterior pipes and hoses
- ✓ Service furnace before winter hits
- ✓ Cover or store patio furniture

Featured Listing

410 HIGH ST, OREGON CITY

Don't miss out on this rare opportunity for office / professional space with living potential. This property features 1st floor commercial space with a second floor apartment. The second floor apartment has a separate access point from the commercial area. The office / professional space has ample room for a storefront with rooms for offices, a conference room, bathroom, and kitchen setup. It is located near the Oregon City downtown core featuring great food establishments, plenty of parking, and just blocks from the Willamette River. Property is currently fully leased and has amazing property taxes.

Listed at \$695,000

 FULLY LEASED INCOME PROPERTY

 COMBINATION OFFICE + APARTMENT



theenloegroup.com/highst

Market Update

PORTLAND METRO AREA

2,155

Sold
Homes

2,053

Pending
Sales

2,923

New
Listings

37

AVG Days
on Market

\$608

AVG Sale
Price

2.2

Months of
Inventory

American Dream TV

EPISODE 2: DEPUTY DOG RADAR



Our second episode focuses on Deputy Dog Radar and Seargent O'Reilly with the Washington County Sheriff's Office. O'Reilly shares daily videos of snack time with Radar that bring joy to thousands

across Instagram and Tik Tok. Stay tuned for a future air date, and in the meantime, find them at @deputy_dog_radar

EPISODE 1: AL'S GARDEN & HOME

The Enloe Group's first episode aired on CW Portland on Sunday, September 17th and is now available for streaming on FireTV, ROKU, and AppleTV.

The episode features Tegan's favorite local garden center where she loves to pick up landscaping items for upcoming listings.



Watch it now:
youtube.com/@theenloegroup

Photos with Santa

UPCOMING CLIENT EVENTS

SUNDAY | NOVEMBER 26TH | 10 AM - 2 PM

Join us for our second annual Christmas themed client appreciate event, where core memories are made and lots of fun is waiting for you!



LETTERS TO SANTA

Writing letters to Santa is such a fun aspect of childhood! We will have letter templates ready for kids of all ages to create something special for Santa. Mail it at our event and Santa will send you a response!



PHOTOS WITH SANTA

Santa will be ready and waiting to visit with your family and pose for pictures. Our team will have Amanda Meg Photography there to provide complimentary, professional family photography of you with Santa, available for download a few days after the event.



LIVE REINDEER

Yes, you read that right! Santa is bringing his reindeer with him! Space will be limited at this year's event so make sure to watch your mail for your formal invitation and RSVP details.

Not sure if you are on our invite list? If you're a past, present, or future client we'd love to have you join us! Reach out so we can send you the details!

Meet Your Team

The Enloe Group is a full-service real estate team serving both Oregon and Washington. Our team provides concierge level service at competitive rates to give you the best buying or selling experience possible. Residential, commercial, bare land; our team has experience doing it all.

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