



THE PRICE OF REAL ESTATE IN ISRAEL CONTINUES TO RISE

In the past year, apartment prices in Israel jumped by about 10%. It is still unclear whether the government and housing plans will succeed to moderate the rise in real estate prices in 2022, but it does not seem that real estate prices will drop. Meanwhile, the data indicates the continuation of a high level of transactions, this is exactly the time for some advice regarding a sale or purchase of an apartment in this rising market. These tips apply mostly for single residential apartments, less for investment apartments.

Did you sell an apartment recently? You should quickly find an apartment to buy:

The demand today is very high, and those who advertise an apartment for sale, receive quite a few offers, often even at a higher price than they thought they would get on the property several months ago. High bids are often very difficult to refuse and not always worth refusing, but it is very important not to procrastinate when finding an alternative property. If price increases continue at the same rate, the surrounding properties will also continue to rise in price. The longer you wait, the price may go up and keep you away from the apartment you wanted on the one hand or make the deal more expensive than you thought.

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AND RELIABLE REAL
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LEADING REAL ESTATE
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Did you buy an apartment? Do not delay with the sale:

An enticing price increase from sellers, if they wait with the sale of the apartment and the market continues to rise, they will sell it at a higher price, earn more, and make the purchase transaction they have already made more convenient. There is logic to such a move on paper, however, two things must be taken into account. The first is that high demand and price rises will not last forever, and whoever is convinced today that he will sell his apartment within two days at the asking price, can face a much more difficult market tomorrow. The second thing has to do with the tax exemption on the purchase of a single residential apartment for housing improvers, this exemption is worth a lot of money and is limited in time. Those who wait too long - may lose the exemption and pay much more.

Do not succumb to stress:

One of the characteristics of a rising market and high demand is an onslaught on good properties, even if you received a high and surprising offer for your apartment, stop for a moment and think about what your real needs are. The buyer will always try to stress and say that it is now or never, but in such a complex transaction at such a high price it is imperative to stop, think and understand the whole meaning before moving forward.



Many Israeli professionals are in no hurry to resort to brokerage services for various reasons.

It is important to understand the current market situation, a professional and skilled Real Estate Agent can be the difference between a good deal and an excellent deal or bad deal. A realtor knows the local market nuances that you do not always know and often also knows how to produce another deal down the road. It is not advisable to rule out the use of an intermediary in advance. **But it is equally important to choose a professional and reliable Real Estate Agent from a recommended and leading Real Estate Agency.**

Our office sees the trends and changes in the market, and is attentive to the unique needs of each client, to provide the best and most professional service.

We offer a wide range of services in Israel and remotely to overseas customers with a wide variety of tools.

You are welcome to contact us, we will be happy to assist.

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