

REAL ESTATE AGENT Q&A



“Call me, my experience is worth it. Good information you can rely on for when the time is right.”

RICK MOORE - KELLER WILLIAMS

Q. *What is your experience and is now a good time to sell?*

A. I have built over 1000 homes and sold another 500. With a 5-star reputation for 11 years running. Buyer demand is still quite high. Rates are under 6%. Only you can make that call and do what is best for you? Call me.



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“Try to be a rainbow in someone’s cloud.”
– Maya Angelou

RENATA MASON

Q. *Why did you get into real estate?*

A. Each day is a new opportunity to help my clients find homes where they will create cherished memories for years to come. Real estate is always changing and no two days are the same. I have the opportunity to explore the county where I was born and raised, seeing homes, properties and areas that I never knew existed. I truly love what I do!



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DEREK BUSE

Q. *How do you stand out in a crowded marketplace?*

A. Besides a great personality and a witty sense of humor? Joking aside, one very unique service I provide is land use consulting. With the severe pinch in housing supply, many buyers have reverted to searching out vacant land to build their home. That process can be daunting if you do not know how to navigate the permitting process. I'm the only realtor with the Accredited Land Use Consultant designation, in Whatcom County. This accreditation paired with local regulation knowledge allows me to assist buyers from the feasibility process all the way to getting a building permit.

Q. *How has real estate changed recently?*

A. At the time of this Q&A the Dow Jones was down over 4,000 for the past 30 days and during the same time frame interest rates have jumped a point and a half (national average). All that to say, we will more than likely see a cool down in our local Whatcom County Real Estate Market for some obvious reasons. Over the past two years, Whatcom county home owners have been receiving double digit gains in real estate appreciation year over year. Inevitably that kind of growth is not sustainable.



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