

Showcase your knowledge of the market and demonstrate why now is a good time to buy or sell. A house may have appreciated since January 2000. However, the Weiss Forecast may warn of a likely decline in the next year. Help your clients realize that the market may have peaked and it's time for action.

1

The Weiss Index reveals the initial value for this home to be \$419,000 in January 2000.

2

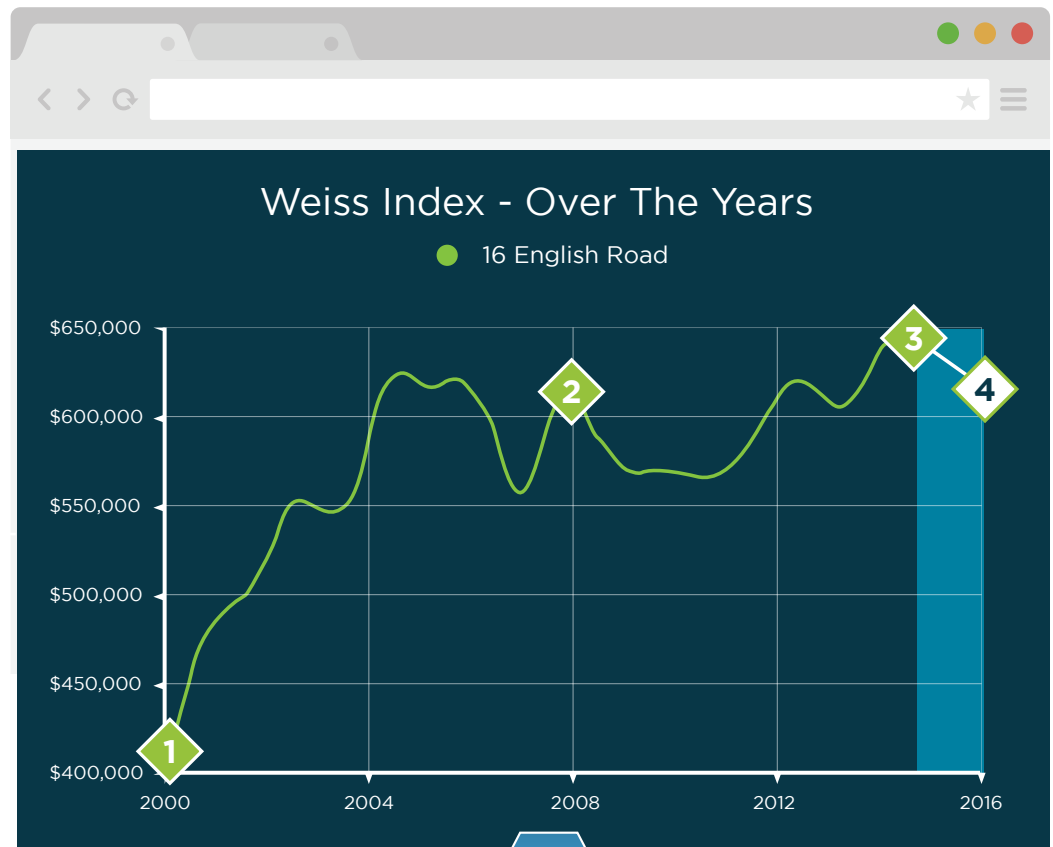
The home begins to slump in 2008.

3

After a three-year long recovery, the home peaks this past year at a value of \$642,000.

4

However, the Weiss Forecast unveils a future depreciation in value of 1.2% in the next year. Use this information to motivate the homeowner to list now.



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