

SOLEIMANI DIGEST • CHARLESTON REAL ESTATE INSIGHTS

# What Happens When You Wait (Again)

Soleimani Digest • Volume 3

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How waiting “one more month” quietly costs buyers money in shifting markets.

### Words I like:

“You can’t build a reputation on what you’re going to do.” — Henry Ford

### Soleimani Digest: What happens when you wait (again)

This week is the calm before the rush.

More homes on the market. Fewer buyers fighting for them.

And just enough quiet to actually make a smart move.

### Charleston Right now:

Inventory is up. Sellers are a little more flexible.

Prices have softened since summer — about **fifteen grand**, on average.

And rates? Hovering in the mid-6s, the **lowest in nearly a year**.

That combo doesn’t last long.

### Why Waiting Costs More Than it Feels:

Last year, buyers who said “let’s wait till spring” paid for it:

- Home prices rose around 6–8%.
- Rates climbed almost a full point.
- Their monthly payments jumped hundreds—same house, higher bill.

They didn't save by waiting. They spent by waiting

### How to use this week (zero pressure):

- Pick two places you can actually see yourself living.
- We’ll check what the monthly looks like—no surprises, no sales pitch.
- If it fits, we move at your pace before the noise picks up again.

Want a clear plan before the weekend? [Book a quick call](#) — I’ll show you what’s possible inside your comfort zone and how to lower the payment, not just chase the price. No pressure. Just clarity.

~ Dorian

**PS** – With the holidays season coming I [found this meme](#) way relatable and call it maturing.