

**Subject:** You don't need a perfect market to make a smart move  
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**From:** Charlie Content  
**To:** Melissa Gates



Hello Markie!

A lot of people are still sitting on the sidelines, waiting for the market to feel obvious. That makes sense. Big decisions deserve confidence.

What we're seeing right now is not a dramatic shift, but a practical one. Small changes in rates and pricing are starting to improve buying power, and prepared buyers are quietly stepping back in before competition heats up again.

This does not mean everyone should rush. It means understanding where you stand today gives you options when the right opportunity appears.

If you are curious about your current buying power or want to talk through scenarios without pressure, that conversation can be helpful long before you decide to act.

Clarity now creates flexibility later.

Thanks

Charlie



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