

[Date]

[Recipient Name]  
[Recipient Address]  
[City, State, Zip Code]

Dear [Recipient Name],

It has been three years since your last property milestone, and I wanted to reach out with a comprehensive update on how the local real estate market has shifted during that time.

Since [Year], we have seen significant changes in property values and inventory levels. In our area, average home prices have [increased/decreased] by approximately [Percentage]% over the last 36 months. This shift has created unique opportunities for both equity growth and strategic purchasing.

### **Market Highlights:**

- **Equity Growth:** Homeowners who purchased three years ago have seen an average equity gain of \$[Amount].
- **Inventory Trends:** Current listing numbers are [Higher/Lower] than they were three years ago, affecting buyer competition.
- **Interest Rates:** While rates have fluctuated, there are still several programs available for buyers looking to trade up or invest.

Whether you are considering selling to capitalize on your built-up equity, or you are looking to expand your portfolio with a new purchase, now is an excellent time to review your long-term real estate goals.

I have enclosed a brief market report for your specific neighborhood. If you would like a detailed valuation of your current property or a curated list of available homes that meet your criteria, please feel free to call or text me at [Phone Number].

I look forward to helping you navigate the next chapter of your real estate journey.

Best regards,

[Your Name]  
[Your Title]  
[Company Name]  
[Email Address]  
[Phone Number]