

Realtor Laura Dauphinais honored by R.I. Housing

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Laura Dauphinais, a Realtor at Century 21 Gonsalves-Pastore Realty, has been recognized with Rhode Island Housing's Realtor of the Quarter Award for assisting homebuyers with Rhode Island Housing's FirstHomes mortgages. This is the third time Dauphinais has been acknowledged for her efforts to connect homebuyers with the Rhode Island Housing Loan Center, which specializes in providing mortgages and key services to homebuyers.

Dauphinais has been at Century 21 Gonsalves-Pastore Realty since 1999. Previously, she worked as a buyer and designer for B.B. Greenberg Jewelry Co.

PBN: Describe some trends you're seeing in the market right now. What is driving these trends?

DAUPHINAIS: One major trend I see is that the market could be at the early stages of a seller's market. Homes are selling with fewer days on the market and we have seen multiple offers on some properties. Also inventory is decreasing, which sometimes is a sign that the market is getting ready to swing. Buyers have had it pretty good since the market decline, [but] maybe things are starting to move in favor of the sellers, which would start to drive up the prices. A big

factor as to whether this trend continues is the low interest rates; if they start to rise that could stall the recovery and prevent the swing to a seller's market.

PBN: How has your partnership with Rhode Island Housing enhanced the services you provide to homebuyers?

DAUPHINAIS: I am able to help them acquire the knowledge and resources necessary to fulfill their goals and enhance their [homebuying] experience. When I direct a client to Rhode Island Housing, I have confidence that they will receive the kind of treatment that expresses fairness and respect, along with service and responsible lending practices.

PBN: What knowledge and resources are most clients lacking?

DAUPHINAIS: Many first-time homebuyers are not aware of certain programs that can aid them in buying. For instance, in areas of Pawtucket, buyers can qualify for cash grants depending on household income parameters by applying at Blackstone Valley Community Action Program. Many buyers think they cannot purchase because of various credit issues. Sometimes with a little guidance these hurdles can be cleared and sales can be closed. I advise my new first time buyers to visit Rhode Island Housing prior to beginning their search so they can take advantage of their course for new buyers, "Homebuyer Education Classes," which will prepare them for what is ahead.