

SOUND OFF *Ryan miller*

# Is it easier or harder to sell a house with a swimming pool?



Winter is upon us, but swimming pools still play a role when marketing a home for sale. Overall, pools are a personal preference for an owner of a home and any potential buyers.

Above-ground pools are less desirable and can actually hinder the sale of the home. It has been my experience with above-ground pools that most buyers want them removed and the lawn repaired prior to closing. If a seller does not want to

remove the pool and repair the lawn, the transaction can be in jeopardy.

On the other hand, swimming pools that are built into the ground can actually enhance a property. Properties in higher price points tend to offer this amenity.

Again, they still remain personal preference for the owner and any potential buyer, but a pool that is built-in does add value to the property, as a pool that is above ground does not.

The additional value that a built-in pool adds fluctuates with the style, design and whether it's heated.

That said, pools pose a challenge in the cooler months, when they are closed and winterized. The pool itself and the equipment cannot be inspected properly.

When a scenario like this occurs, the home will usually close with money held in an escrow account until the pool can be inspected completely.

The amount of money varies on the type of pool, whether it is heated, and how elaborate of design it may have.

In my experience, pools tend not to make a home more difficult to market. After all, every home has an owner and new buyer for it.

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