

SOUND OFF *Jean O'Neill*

Is it easier to sell a property with or without a swimming pool?

Swimming pool plus or minus — it's all in the eye of the beholder

In general, a home with swimming pool is a plus when listing on the market. I would say more than 50 percent of my buyers over the last 12 years like the idea of a pool, but of those fewer than half wouldn't consider a house without a pool if a pool site were available.

Pools offer a summertime lifestyle that many buyers are seeking, but condition is an im-

portant factor and in-ground versus above-ground also offer pluses and minuses.

In-ground pools in good condition with proper safety measures intact as well as ease of access from the house add value. Above-ground pools too, well-appointed are seen to a degree to bump up value, however, it's different for every buyer. Some prefer in-ground, as they tend to be larger and depending on the setting, easier to access. Other buyers are looking for an above-

ground set up since it's less permanent and tends to be easier to maintain.

Pools that require some updating may detract from value; but I would always recommend a seller prepare their home indoors and out in the best light they are able to. Many factors will determine market value and a pool will be incorporated into pricing the home.

With any house, a buyer will weigh what's most important to them. If the house works well for

them and the pool needs work, it may be fine with them. If they love the pool and property and the house falls short — there too it will come down to what their priorities are.

Every feature of a home and property can be seen as a plus or minus depending on who's looking, and there is absolutely a buyer for every house. Bring on the summer!

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