

SOUND OFF *Leigh Ann Lengyel*

What time of year is the best time to buy or sell a house?



Historically, the best time to market and list your home is during the spring or fall markets. The spring market typically starts at the end of February or beginning of March, but this year the spring market started early.

The reasoning behind listing during a spring market is homes show better with landscaping. The flowers are blooming, snow has melted and our days are longer. Families can also coordinate the closing of their new home with the ending of a school year.

Our fall market in Connecticut traditionally starts at the end of August. Coming off of summer vacations, people start to refocus on their home search. In most cases, this allows families to enroll their children into a new school system if needed. Most towns will allow enrollment with a fully executed real estate contract.

With these historic trends, Connecticut's markets have shifted especially in Fairfield County where we are now seeing busy winter markets as well. Over the past two years, we have

seen an influx of closings in December. These closings are typically a result of accepted offers in October.

During the winter and holiday months, I will personally counsel my clients to keep their home on the market and not to withdraw it from the market. During these months, most sellers tend to pull their homes off the market and wait for the spring.

My philosophy is with lowered inventory during these months, my client's homes will be highlighted. With that being said, we see serious sellers and

the buyers out during these months are serious buyers. My clients have benefited from this philosophy and have seen a successful return.

Because we are seeing busier winter markets as well, I recommend your home remain or be marketed/listed late into the fall and winter. As traditions are shifting, so will our historic busy real estate markets.

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