

SOUND OFF *Brian A. Clarke Jr.*

# How can I get ready for the upcoming fall real estate market?

**D**id someone say fall? Yes, we did! Although not quite fall in season yet, the real estate fall market goes into full swing right after Labor Day and goes well into November if not the first weeks of December. This time frame changes from year-to-year depending on the conditions of our national/local economies, along with consumer confidence.

With that being said, certain markets remained hot during the summer months propelling us right into our fall market.



There are several signs of a strong fall real estate market ahead. We have seen significantly priced homes take offers, with the mid-range homes continuing the

hottest trend and in certain towns multi-family homes are taking multiple offers.

As of Sept. 6, in all of Fairfield County, we have 643 single-family homes with accepted offers and 963 single family homes with fully executed contracts, according to SmartMLS.

Many of the indicators remain in place and favorable for a strong fall real estate Market in Fairfield County. Mortgage interest rates remain historically low, consumer confidence is high and we still are seeing New York buyers showing

high interest/demand in our area.

With the indicators and activity in place, our fall real estate market feels as if it is going to be strong. Keep in mind the markets are town and county specific. In the end, final fourth quarter numbers will be the true indicator of how strong the fall real estate market was.

In conclusion, Fairfield County's overall real estate market is favorable. If your home is on the market and does not sell in the fall, I highly recommend discussing the market list price with

your Realtor.

Historically, I have recommended homes remaining on the market throughout the winter months if they did not take an offer in the fall. This year I highly recommend doing so. Serious buyers are looking in the winter months. Keeping your home available, on the active market, might result in that one buyer that an accepted offer comes from.

*Brian A. Clarke Jr., William Pitt  
Sotheby's International Realty, (203)  
386-1783 (office), (203) 246-4771 (cell),  
bclarke@wpsir.com*