

SOUND OFF *Patty McManus*

Is this a good time of the year to start selling your home?



It is absolutely the best time of the year to sell your house. With the frigid weather and snow, only the most serious buyers are out looking. Combined with the low inventory, sellers are in a great position to attract offers.

In addition, the spring real estate market will heat up in February, and if you are looking to capitalize on the entire spring marketing season, I would suggest you place your home on the market as soon as possible in order to capture the

attention of every potential buyer.

Buyer activity will start to build and, as a seller, you will want to be a part of the increased buyer activity that tends to bring shorter market time and multiple offers.

If you have any improvements that you would like to make, you should get moving on them immediately. Your real estate agent will want to have photos that present your home in the best possible light when exposing it to the public for the

first time. You want to make an impact with the buyers when they are seeing new listings on-line for the first time. You never get a second chance to make a first impression and you definitely want to impress the buyers enough so they are excited to see your home.

Sellers are generally in a more desirable negotiating position during the spring market with the increased number of buyers and potential for multiple offers. The real estate agent that you choose should be

one that is skilled in negotiating.

My best advice would be for you to meet with your real estate agent as soon as possible in order to get a list of suggested improvements and make the necessary preparations for your home to be marketed. Price it well and get it listed. Spring may feel like it is far off, but it is truly around the corner.

*Patty McManus, William Pitt Sotheby's
International Realty,
patty@pattymcmanus.com, (203)
733-3941 (cell)*