



THINKING OF REAL ESTATE? THINKING OF SELLING?



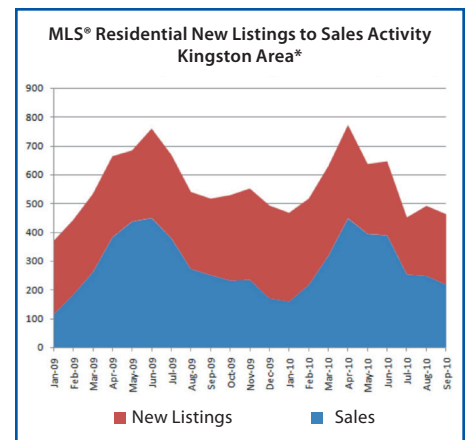
The question often comes up, **"When should we sell?"**

And that question has one simple answer: **NOW!**

You will often hear of times of the year when sales volumes are at the highest. This is typically the spring/summer. However, if you look closely, that is also when there are the most homes for sale as well as the most buyers by volume. In Kingston, Real Estate is bought and sold through the entire calendar year. A casual look at sales data will confirm that statement.

The terms – Buyer and Seller's markets form part of the vocabulary of Real Estate, but what does that mean and how does it relate to you.

"In real estate, the relationship between supply and demand is calculated as available inventory." At the current sales pace, how long would it take to sell the total number of houses available on the market? That is how the real estate industry measures inventory. For example, in January, there are usually less buyers in the market place and similarly, there are less sellers. The January Buyers looking are often very earnest in their intent and sellers have an excellent opportunity to showcase their property to a qualified buyer group with much less competition. In comparison, the May sellers have far more buyers as well as sellers. This offsets the apparent advantage in some cases. A home with beautiful gardens will be best shown while all is in bloom, however waterfront homes also sell in late fall and winter.



Available sales data demonstrates the number of days on the market may be shorter at certain times of the year but that same sales data states as well, that there is no evidence the sales price varies more than 1% throughout the calendar year. As you can see, there is not much of a differential.

So when is the best time to sell? That is more dependent on you than the market. If you feel that it is time to buy, then the time is right to sell.



And remember – a tidy, uncluttered and freshly painted house is always an advantage in the marketplace. Get rid of clutter in the basement and garage. Keep the counters clean and tidy. Thin out the clothes in closets (they will look bigger). Make sure handrails are well fastened and all steps are secure. In any market season, well kept houses sell faster for more money!