

## Best Time Of Year To Move

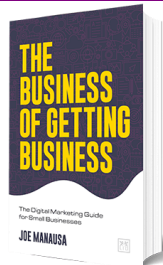


### Pre-Listing Tips For Home Sellers

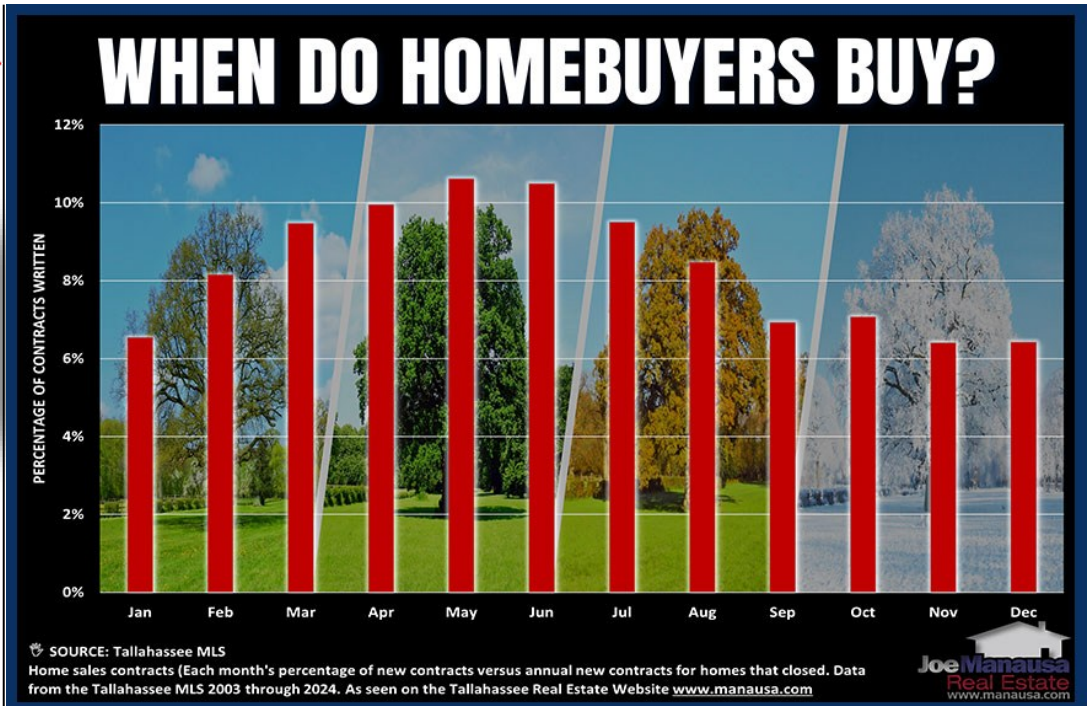


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### Read Joe's Book!



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One question we often receive from buyers and sellers is when is the best time of the year to move. The graph in today's report shows market activity as a percentage of the annual total number of homes sold.

March through August are the busiest months, averaging 58.5% of the sales for the past twenty years, while the other 41.5% of home sales occur from September through February.

Many people think the summer months are the best, but the reality is the supply and demand dynamic does not really change much throughout the year. Yes, the summer is busier with more buyers and more sellers, but the ratio of buyers to sellers is no different than the slower months of the year.

The best time of the year to move is the time of year most convenient to you and your family.

As home prices have generally risen for the past 100 years, prices at the end of the year are typically higher than prices at the beginning of the year. If you are renting and wanting to own, then earlier is better than later (typically).

But if you have a home to sell and then plan to buy, the longer you wait, the more you get for your home, but the more you pay for the next. That's why my recommendation is to pay more attention to your needs than trying to time the market when you move.

### **Big Change For Joe Manausa Team**

You might have noticed the logo at the top left. After 33 years as a real estate broker, I am simplifying my operations to work as a team at Xcellence Realty so I can focus less on overhead and more on customer service. It's time for me and my team to begin the next chapter in real estate, we are here to serve you!

