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# When is the Best Time of the Year to Sell your Home?

Today's Real Estate Market is influenced by many factors (interest rates, economy, jobs, consumer confidence, etc...) and it is always difficult to predict from one year to the next when the "best time to sell" is. If a property is priced competitively and the market is stable it will generally sell no matter what month it is placed on the market. However, as you can see by the graph of sales activity in the Northwest Multiple Listing Service over the last 12 years there are some distinct trends.

Traditionally people have thought that late spring or summer is best because there are often more sales closed in those months. However, there are two problems when using figures of closed sales to measure salability. The first problem is that there is anywhere from a 30-90 day gap in the time between when a home sells (accepts an offer) and when that sale closes. Thus, figures of the number of closed sales is really an indication of market activity 1-3 months previous. *Analysts often claim that home sales are up (based on closed sales) when in reality they may be down based on pending sales.*

The second problem with using sales figures is that they do not factor in the number of homes for sale that month – the competition. *Sales may be up but if the inventory*

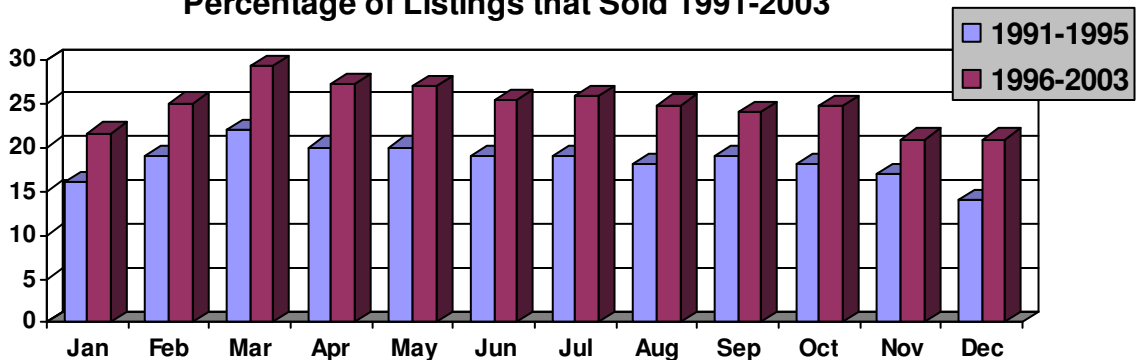
*is also up it may actually become more difficult to sell your home.* This phenomenon typically occurs in late spring or summer, when although sales may increase, that increase is usually overshadowed by an even greater increase in inventory which actually makes it more difficult to sell your home.

Sellers typically spend early spring getting their homes ready to sell (painting, finishing up projects, yard work, etc...). Then towards the end of spring, the market becomes "flooded" with all these new listings. The key is to beat the other sellers to the punch and to have your home on the market first.

Thus, *the statistic that truly tells us the best time to sell is the percentage of available homes for sale that had a pending sale in that month* which is illustrated in the graph below. It shows that March and April seem to be the best with May not far behind. You may also note that the winter months of November and December are only slightly below the summer months.

So, if you are considering selling now, it may be in your best interest not to wait much longer. - ***Please call me at (360) 708-2929 for a FREE Market Evaluation of your property.***

Percentage of Listings that Sold 1991-2003



Preview Properties Skagit, LLC

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If your property is currently listed with a real estate broker, this is not intended as a solicitation of that listing.

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