

THINGS TO CONSIDER WHEN
SELLING YOUR HOUSE



SPRING 2016
EDITION

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5 REASONS TO **SELL THIS SPRING**

As the temperature rises, buyers are coming out ready to purchase their dream homes. The spring is a great time to list your home for sale. Here are five reasons why:

1. Demand Is Strong

The latest *Buyer Traffic Report* from the *National Association of Realtors* shows that buyer demand remains very strong throughout the vast majority of the country. These buyers are ready, willing and able to purchase... and are in the market right now!

Take advantage of the buyer activity currently in the market.

2. There Is Less Competition Now

Housing supply is still under the 6-month supply that is needed for a normal housing market. This means, in most areas, there are not enough homes for sale to satisfy the number of buyers in that market. This is good news for home prices. However, additional inventory is about to come to market.

There is a pent-up desire for many homeowners to move as they were unable to sell over the last few years because of a negative equity situation. Homeowners are now seeing a return to positive equity as real estate values have increased over the last two years. Many of these homes will be coming to the market this spring.

Also, new construction of single-family homes is projected to continue to increase over the next two years, reaching historic levels by 2017, as builders regain confidence in the market.

The choices buyers have will continue to increase. Don't wait until all this other inventory of homes comes to market before you sell.