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You
were Asking

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THIS BUSY MARKET

Real estate sometimes is best described as a water tap. It's either open or closed. Right now it is fully open and running so fast it has been difficult to catch your breath. It's also very tough to prepare buyers and sellers for just how pent up the demand is and how to plan and prepare themselves in the event they find themselves in a competitive bid situation. Your head and your heart must agree, so, planning is always your best option. If you have a home to sell, ensure it is 'market' ready as

you start searching for your move-up home. If you are downsizing, start looking around to see the availability out there and if you are finding there are homes suiting your needs, get your home on the market as soon as possible. In this market, it is a rarity someone will accept a condition on the sale of your larger home, so, taking weeks to prepare your home once you've already found a suitable home will most likely frustrate you as you will likely lose suitable homes in the pro-

cess of getting your home ready for the market. For those finding themselves competing for homes, keep a firm handle on what your bottom line is. But, be prepared to pay more than you had originally wished to. Jamie M. Edwards, B.A., FRI, CRB, CRS is the Broker of Record for J.M. Edwards Associates Inc. and Past President of the Realtors Association of Hamilton-Burlington, Burlington Chamber of Commerce, and the Ontario Real Estate Association.