

*You
were Asking*



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Tired of the process?

Let's say your home has been on the market for months. No one has made an offer. Should you take your home off the market and try again later? Before you take this step, consider why your home hasn't sold. Is your list price too high for the market?

What criticisms have prospective buyers and their sales representatives made about the property? Are there any cosmetic improvements that might help the property sell? Next, consider your motivation for selling. If you're only willing to sell if you can get a certain price, and that price is not attainable in the current mar-

ket, you're not highly motivated. In that case, yes, you should take your home off the market until either your motivation or the market changes. Sellers who are highly motivated, that is, who wish to sell as soon as possible, need to carefully plan their marketing strategy.

If the home has been on the market for some time without offers, several factors could be responsible. It's best to consider all the feedback you have received, whether you believe it to be true or not. Price, location and condition need to be addressed every step of the process, as, likely, since the day the sign

went on the lawn, some conditions have changed. If the market has softened, the price strategy needs immediate action, if the condition of your home has changed, you might need to step that up (have you been diligent in the cleaning and kept the clutter down?).

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