

Buyer's market?

We're currently in an evolving fall market, coming off a very busy summer market.

The numbers were certainly up this summer or last, but buyers were not afraid to walk away if negotiations did not proceed as planned. I think, in part because we are feeling an air of cautionary spending in the marketplace generally.

Sellers are starting to appreciate that buyers will educate themselves in terms of upgrades and their related

costs. Buyers have not been prepared to pay full market value for your recent upgrade.

And, because they have more time to decide, they are viewing homes with a checklist in hand to ensure they are deciding on a home that meets as many objectives as possible.

Yes, there have been competitive sales throughout the summer, but, that has not been the norm for the higher end product. The \$300-\$450 detached range is the sweet spot, but, the 600-

800 fixer upper is struggling.

As always, it's important to consider the current and evolving market when listing your home as, if the objective is to sell at a fair market value, it is the current buying public who sets the price.

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Asking



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