



Real Estate
By DAVID SYKES
REALTOR



DEPENDS ON THE MARKET

If you are about to sell one home and buy another, it's essential that you be aware of market conditions. In a slow market, often called a buyer's market, there's usually a large inventory of properties for sale (supply exceeds demand). Homes take longer to sell and price reductions are common. In a fast market (seller's market), there never seems to be enough properties for sale. The pace of sales is brisk and new listings always seems to be a little higher.

If you are in a seller's market in both your selling and buying areas, it's usually best to find your new home before you put your old one on the market. In a buyer's market, it's better to have your property under contract for sale before you contract to buy.

If you are moving to a new locale, it's possible that you'll be going from one type of market to the opposite. If a buyer's market is where you want to buy and seller's market is where you want to sell, you've hit the jackpot. We should all be so lucky.

SYKES REAL ESTATE
Property listings are available at www.sykesrealestate.net

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