



Are You Ready For The Annual Value Change?



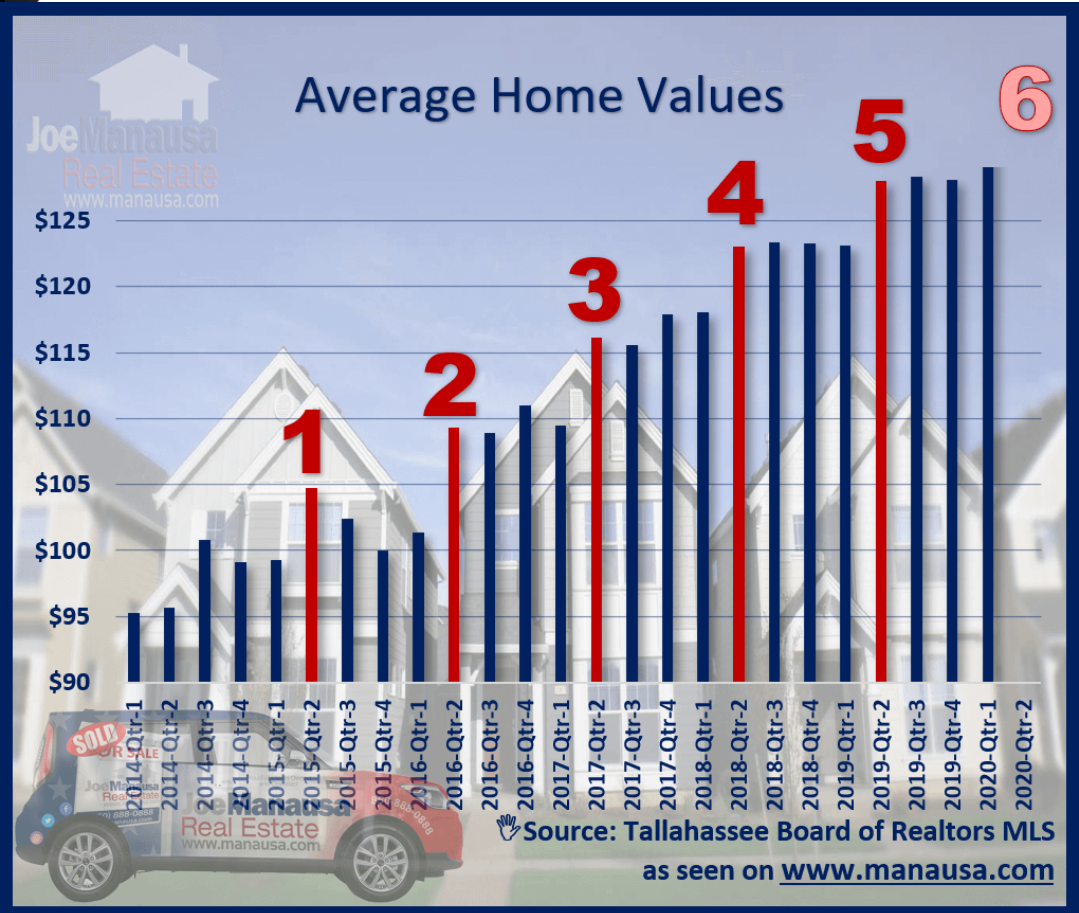
Barbara Corcoran's Advice For 2020



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In recent reports, we have demonstrated that home values make the majority of their move in the second quarter of the year. Well, it's time!

The graph above plots the quarterly average price per square foot of homes sold in Tallahassee. The second quarter of each year is highlighted in red and is numbered sequentially from 1 to 6.

Notice that the largest gain each year is posted in the second quarter. Whether this is due to the fact that it is typically the most-active quarter for

home sales or perhaps some other factor not illuminated in this graph, it is very clear that home appreciation is highest in the second quarter. So are you ready?

The homes for sale right now are the ones that will be closing and joining those above for the 2nd quarter of 2020. Don't let a good value get away simply because you think it's priced a little too high. Chances are, if you like the home, another buyer out there will like it too. This is the time of year values adjust higher, don't out-think yourself and lose your dream home to poor preparation.