



The Best Time Of Year To Sell A Home

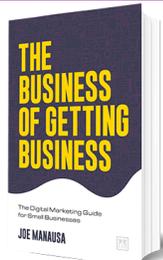


Tallahassee Report



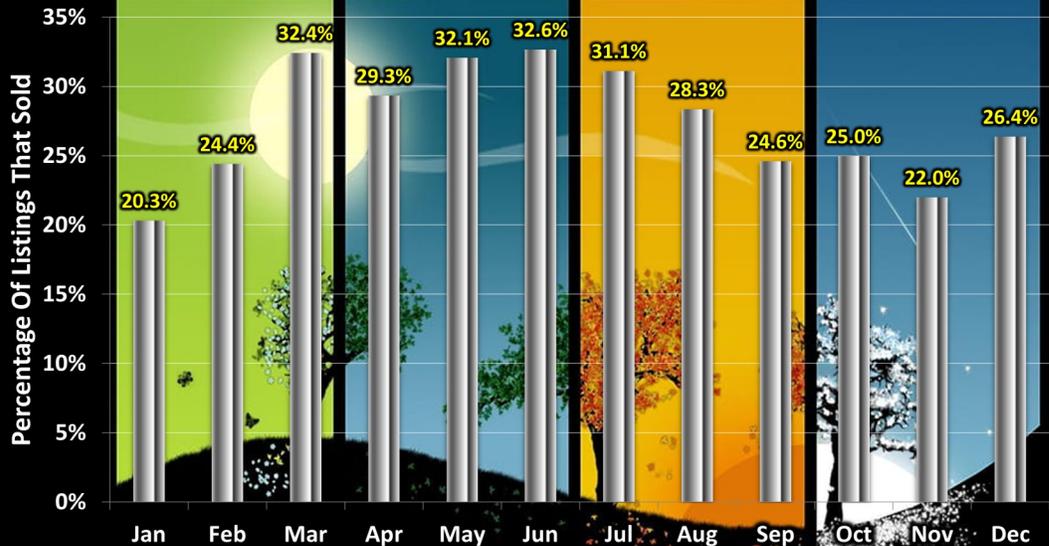
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SEASONALITY: % OF INVENTORY SOLD MONTHLY



Average Percentage Of Listing Inventory Sold Each Month (2014-2023)
 Source: Tallahassee MLS * Sold is date of contract
 As seen on the Tallahassee Real Estate Website www.manausa.com

Deciding when to sell your home can feel like playing the stock market. The perfect timing isn't always clear, especially with common advice suggesting summer as the prime selling season. But does this belief hold up under scrutiny? Let's dive into the facts.

Data from the past ten years reveals that March through August enjoy the highest inventory turnover, meaning the proportion of homes sold compared to those listed during these six months is about 7% higher than what is observed from September through February.

Your decision to sell shouldn't hinge solely on the season. Factors like market conditions, economic indicators, and personal circumstances weigh heavy for most homeowners.

Selling when it's right for you, regardless

of the season, might just be your best strategy, but aligning your schedule with seasonality data is a great solution too.

While seasonal trends do suggest higher sales rates in certain months, it's crucial to look beyond the calendar.

For instance, local market dynamics and upcoming economic policies can significantly influence buyer behavior and home values. Additionally, personal readiness and financial stability are paramount. By preparing your home to show its best—making necessary repairs and staging it effectively—you can attract more buyers and potentially secure a higher sale price, no matter the season.

Ultimately, combining insight into market trends with a clear assessment of your own needs offers a balanced approach to deciding the right time to sell.

