

ASK THE PROFESSIONAL



Sue Jones on Real Estate

Sue Jones is a REALTOR as well as Owner/Partner of Keller Williams Real Estate, Doylestown Office.

Experience: Sue's experience spans over 30 years, providing professional help to both buyers and sellers in our local market.

Designations/Memberships: Holding the coveted GRI designation - Graduate of the Realtor Institute; Memberships in the National, Pennsylvania and Bucks County Association of Realtors.

Education: Sue feels that ongoing "fine tuning" of the ever changing regulations, laws and procedures that guide the professional REALTOR to properly represent the public and which shape the Real Estate Industry are of the utmost importance, and this is her pledge and commitment.

Why Real Estate as a Career? When asked "What made you choose Real Estate as a career?" Sue answered "I wanted to be in a helping field and decided that Real Estate offered that, helping people with their most important investment."

By: Sue Jones
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IS SPRING THE BEST TIME TO SELL OUR HOME ?

Question: Dear Sue, We plan to move soon, our home is ready, but since its Autumn, should we wait until Spring ?
Thank you. S and B

Answer: This is a very common question that you've asked : "What is the best time of year to sell our home?" Many homeowners believe selling a home during the Fall or Winter months is not a good idea and that Spring or Summer are the best times to sell. Statistics show that theory doesn't ring true. There is no doubt that the "Spring Market" is a great time to be selling real estate, however the Fall and Winter seasons may well be best for you, for several reasons.

Here are the reasons why now may be a better decision, than waiting until Spring:

LESS COMPETITION ... SUPPLY AND DEMAND

One way that you can tell the Spring Real Estate Market has arrived, is you will see the number of For Sale signs increase. One strong reason to consider selling your home now and to not wait until the Spring Market is here is definitely that there is less competition. The fewer number of comparable homes for sale, the greater the probability that a buyer will look at your home.

This is the 'supply and demand' theory. If there are less homes for sale, there are less homes for a buyer to consider and thereby increasing the demand for your home. Not only will less competition increase your showings, it will also increase the probability that an offer will be received and that you will likely get the maximum amount of money for your home.

SERIOUS BUYERS ARE LOOKING12 MONTHS OF THE YEAR

Homes are sold 365 days a year. Many homeowners believe that buyers aren't out there during the fall and winter months, and this simply is not the case. Serious buyers are always out there. Some buyers may stop their home search because it is the fall or winter, but serious buyers will continue to look at homes, regardless of the time of year.

MORTGAGE RATES ARE LOW ... FOR NOW

This year the mortgage rates are very low, the result is that buyers qualify for a higher purchase price. If mortgage rates rise by Spring, it may reduce the number of buyers, resulting in fewer appointments and possibly lower offers.

QUICKER TRANSACTIONS

As we approach the cooler months, there are fewer real estate transactions than there will be in the spring. The fewer number of transactions means the mortgage lenders have less loans to process and home inspectors have fewer inspections to do. These factors should lead to a quicker transaction and closing for all the parties involved.

NOW OR WAIT ?

By reviewing all of the reasons above, and taking into consideration your individual needs, you will be able to determine whether now is a good time to sell or if you should wait until the spring.

Testimonial

"Sue assisted us in selling our townhouse in the Chalfont area. She is very responsive and went the extra mile assisting with the Sale and paperwork. I highly recommend Sue. She will work tirelessly to get the job done." CM

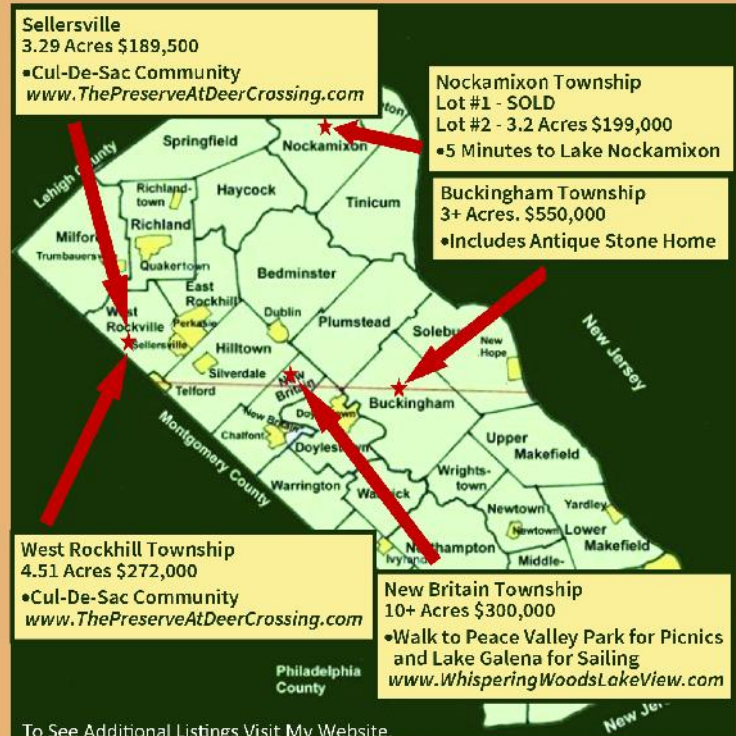
Email me your questions:
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SUE JONES REALTOR, CRS, GRI Owner/Partner "I have 30+ years experience bringing Buyers and Sellers together" Featured Listing



AVAILABLE LAND / BUILDING SITES - BUCKS COUNTY

"Buy Land they ain't making anymore of the stuff." -Will Rogers/Mark Twain.



Call Sue Direct for Your Private Preview: 215.262.4422

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