



JANUARY 2022 | ISSUE NO.2

Buyers Taking Advantage of the Winter Market



HOW YOU CAN SELL YOUR HOME

FOR THE MOST NOW...

I know we don't get this much (or any) snow in Florida, but it seems that January everywhere is a month of transition. People are transitioning out of holiday mode and into a new year. This time of year there is always a slow down in the market.

However, there are serious buyers in the market right now (who have been waiting for months on end) and they are ready to make you an offer!

Buyers right now are serious, resilient, strategic, and committed. These are the buyers YOU have been waiting for! They want the house as is, and are willing to make small change on their own. They have just relocated here some have families, and for others your house will be their next step on that journey.

Right now is a great time to sell because you can still get top dollar for your house, buyers are still qualifying for those historically low interest rates, and you will get the benefit of working through a transaction with the buyer you have been waiting for, and an experienced professional. You'll get sell your house and buy all before the mad-dash begins again!

BUT! There will be more sellers and buyers flooding the market in the coming months...Why would this be a problem for you?

- With so little inventory and such high demand, higher possibility of flaky buyers doing what they need to get their offer accepted.
- You will have to accommodate mass showings and multiple open houses.
- Interest rates are expected to rise potentially affecting pre-approval values; (buyers offering less).

Local Events

JAN. 29 - BEAUTY AND THE BEAST MOVIE IN THE PARK

FEB. 19 - FORGET ME NOT VALENTINE AFTERNOON TEA & TOUR



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How is the market looking?

There is still a limited amount of inventory, but we are seeing a slight rise as the community is coming out of holiday mode and getting back into their routine. We expect to see home prices and interest climb in the coming quarters.



Days on market
35



Average Sale Price
\$381,500



Properties Listed
1483



FEATURED LISTING!

MLS # 922805

Offered at \$90,000

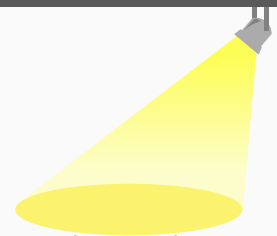
Come build your dream home
on this **1 acre** lot!



Small Business Spotlight

KITTCO CREATIONS

Kim is a local mom and small business owner. If you enjoy walking the bridge maybe you have seen her there. She works selling handmade items from her Etsy Shop. Some of her best-selling items are Starbucks/Dunkin coffee ornaments and key chains! She has a wealth of variety (custom tumblers, charcuterie boards, front-door hangers, and more). Her products are exceptional as is her craft. Hop on over to her [Etsy shop](#) and go pick up that gift you need!



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