



What's
Going
On...



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WHY YOU WANT TO LIST WITH A REALTOR, ESPECIALLY NOW

This market is changing weekly and the top selling Realtors know just what to do to sell your house for probably more than you would expect. Now, more than ever, you need to use a Realtor to make sure you are not under-selling your investment.

Everyone knows right now...

- Interest rates are at an all-time low.**
- Housing inventory is at an all-time low.**
- Multiple offers are at an all-time high.**
- The top selling Realtors are in high demand.**

All of the above factors look like a Seller's Market, and I can certainly see why an individual would believe they should go-it-alone trying to sell their own house, but don't do it. With a market like I described above, a lot is happening and a lot is happening very fast. We are seeing prices exceed comparable homes daily. Prices can fluctuate daily by the new data being put into the market from closings happening each day. Realtors keep up with what is pending (which are about to close) and may affect the price of a property that is about to be put on the market.

Year to Date Statistics: Jefferson City Area	
# New Listings: 1,194 (Last Year: 1,435)	# Sold Listings: 975 (Last Year: 1,073)
Average Sales Price: \$187,113 (up 7.2% from last year)	
List-to-Sell Ratio: 98.14%	Original List-to-Sell Ratio: 96.29%
Average Days on Market: 55	Cumulative Days on Market: 63

It's a strong market, but one that can hurt a Seller when they leave "money on the table," because they do not have up-to-date knowledge of how the market is changing. A market like this has already brought double-digit multiple offers on one of our listings with multiple offers very common on most.

If you are not working with a knowledgeable Realtor, it is easy to pick the wrong offer and never get the momentum back. I have also seen a new construction where the builder was not using a Realtor and could have received tens of thousands more if they had a Realtor guiding them through how to price their new build in this market.



**“A REALTOR
HAS NEVER
BEEN more
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than they are
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So, if you are thinking about selling your home, take the time and meet with one of the top Realtors that sell your area. Find the Realtor that is out there hitting it hard every day and has years of full-time experience behind them. They will more than pay for the services you receive with the money they GAIN you.