



## SHOULD I LIST MY HOME AT THE HOLIDAYS?

Homeowners often wonder, **should I list my home in the fall?** Maybe you had a busy & fun summer, or you spent time organizing and updating your home to prepare it to sell. And now it's November and you're **wondering if anyone buys houses after school starts?**

The answer is a definite **YES!**

You will be **at an advantage** listing your home at a time when hesitant sellers sit on their homes until spring. Because fewer homes are on the market, you have a statistical advantage. And remember, **a home that isn't for sale can't be bought!** July and August are very busy months for home sales, but buyers have to move year-round for things like job relocation or family issues. In our area, we have multiple universities whose staff moves often, which means every semester brings new buyers. Other prospects for your home will stay within their school district to reduce stress for their kids, but still want to move. And there are buyers who are not concerned with the school calendar as they may be younger or empty nesters.

Make your home festive for the holidays and show a buyer how beautiful it would be for them to live there. Don't wait - **get your house on the market so it can sell** and you can move to your next dream home.

## Real Estate Advice

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## INDIANA HOUSING MARKET DATA from the Indiana Assoc. of Realtors

### INDIANA HOUSING MARKETS RALLY IN AUGUST DESPITE CONTINUED INVENTORY CONCERNS

Monthly Home Sales and Prices Up by Several Percentage Points Compared to Last Year (INDIANAPOLIS, IN) — August tends to mark the waning of housing activity ahead of the school year, but August 2017 bucked that trend even despite **continued inventory concerns**.

“August showed us that **demand for housing is still present across the state,**” said Vallonia’s Cheryl Stuckwisch, 2017 President of the Indiana Association of REALTORS®. “We expect it to continue given that **unemployment and mortgage rates have both been stable**. Every local market has its unique challenges, but the whole of residential real estate is in good shape.”

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