

The Spring Housing Market Could Be a Sweet Spot for Sellers

The biggest challenge in the housing market is how few homes there are for sale compared to the number of people who want to buy. That's why, if you're thinking about selling your house, this is a great time to do so.



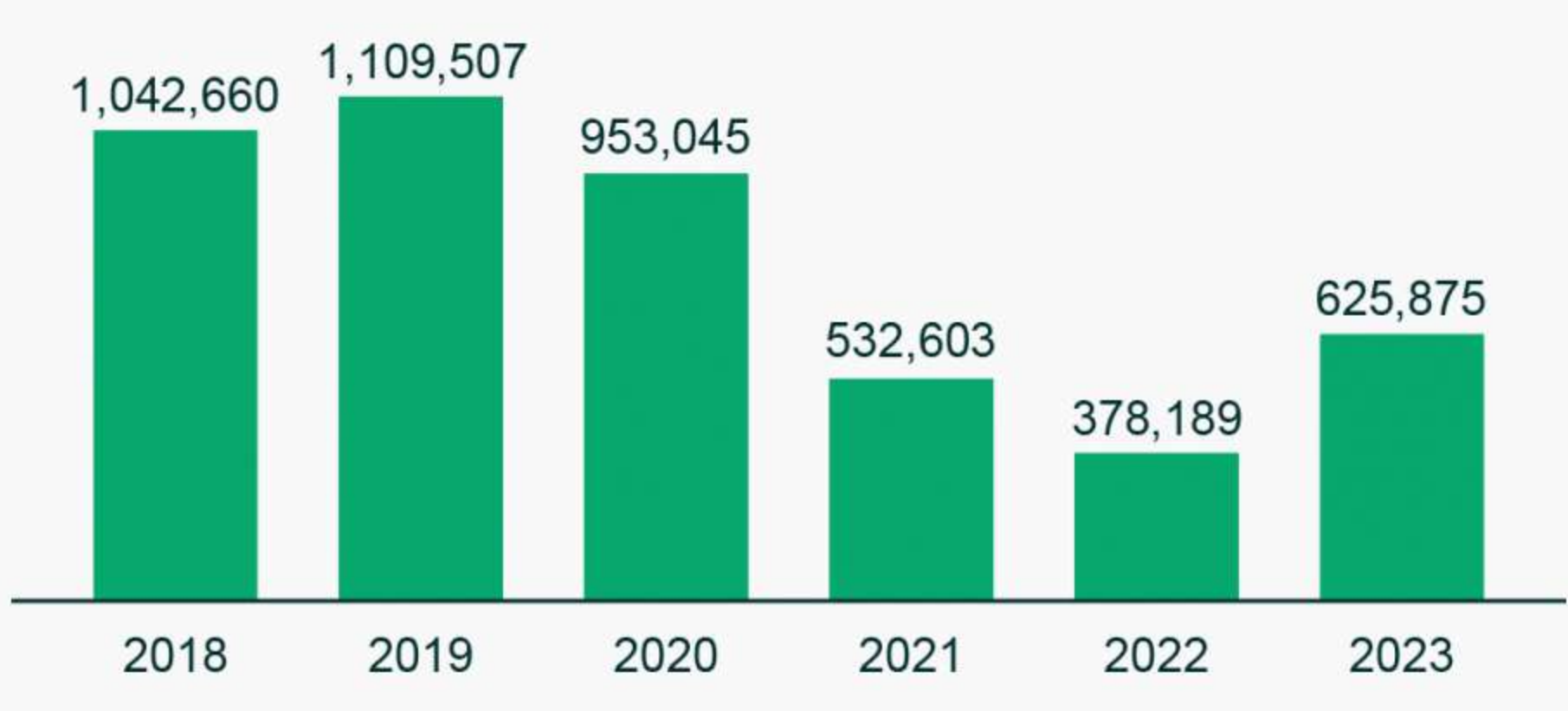
While the number of homes for sale is increasing, it is still **43.2% lower** than it was before the pandemic in 2017 to 2019.

This means that there are still fewer homes available to buy on a typical day than there were a few years ago.

Monthly Housing Market Trends Report from realtor.com

Number of Homes for Sale Up from Last Year, but Below Pre-Pandemic Numbers

Active Monthly Listings, Last 6 Januarys



How This Impacts You:

Today's low inventory means we're still in a **sellers' market**.

So, if you want to take advantage of this sweet spot, spring could be your shot.



The housing market needs more homes for sale to meet the demand of today's buyers. If you've thought about selling, let's connect today.

Source: realtor.com



Ray Gernhart
Ray Gernhart and Associates

571-992-0700
www.talktoray.com

