

Market UPDATE

MARCH 2023

KING COUNTY HAS BEEN EXPERIENCING A SOLID REAL ESTATE MARKET WITH A RELATIVELY HIGH DEMAND AND LIMITED INVENTORY, MAKING WELL-PRICED, SOUGHT AFTER HOMES MUCH MORE DESIRABLE. (GOOD NEWS FOR EVERYONE)

J. LENNOX SCOTT, CHAIRMAN, AND CEO AT JOHN L. SCOTT RE, STATES THAT CHOOSING A SEASONED REAL ESTATE AGENT, PRICING RIGHT, ALONG WITH STAGING AND MARKETING, WILL MOST LIKELY INCREASE THE CHANCES OF A QUICK AND SUCCESSFUL SALE AT A HIGHER PRICE POINT THAN IN THE SUMMER *AS ALWAYS TIME IS OF THE ESSENCE. (GOOD NEWS FOR BUYERS AND SELLERS).

HOMES THAT ARE PRICED RIGHT, ACCORDING TO MARKET VALUES AND CONDITIONS, ARE LIKELY TO SELL FAIRLY QUICKLY COMPARED TO THEIR LESS DESIRABLE COUNTERPARTS. (GOOD NEWS FOR SELLERS)

THE CURRENT MARKET TRENDS INDICATE THAT HOMES PRICED RIGHT COULD POTENTIALLY RECEIVE MULTIPLE OFFERS AND LESS CONTINGENCIES, INEVITABLY DRIVING UP THE NET PROCEEDS TO SELLERS. (GOOD NEWS FOR SELLERS)

AS THE SPRING AND SUMMER MONTHS APPROACH, MORE HOMES WILL LIKELY COME ONTO THE MARKET, INCREASING COMPETITION, AND POTENTIALLY DECREASING THE SELLING PRICE OF HOMES THAT ARE NOT PRICED CORRECTLY. (GOOD NEWS FOR BUYERS)



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HOMES BY HAILEY

