



I'll be Home for Christmas

The race is on. The vacation gear has been put away for another year. The kids are back at school. Holiday decorations are already on the grocery store shelves. It must be October and the rush, for some, is to sell their home and buy a new one in time to put those decorations up this year.

It is as though holiday decorations will make a new property an instant home. Romantic thought. But it is usually time that makes a home. And time is not really on the side of October sellers, unless they adhere to some hard and fast seasonal rules.

So here are six top real estate tips to help move things along before the 2011 Holidays:

1. Try not to apply an arbitrary timetable to your sale and purchase - especially one that is influenced by the Holidays. It could add unnecessary pressure at an already stressful time. Ultimately the speed of real estate transactions rests on price and not on whimsical desire.
2. Price your home today based on what someone will realistically pay and not an amount you need to buy the property you want, or that you think you should have. Here lies disappointment.
3. Be flexible. Yours will not be the only agenda. Others in the transaction, and in allied transactions, will have their own agendas too. Be reasonable.
4. Clean, paint, de-clutter, shine, stage, beautify and equip for all you are worth. Lots of other savvy sellers will be doing the same to attract a good buyer. You don't want to be left with a bad one just before the Holidays.
5. Remember a property is not just for the Holidays. It is for all year round. It is for you and your family. If it is worth buying it is really worth waiting for.
6. If you do make it into your new home by the Holidays say a very big thank you to your real estate agent. In this challenging market he or she will have deserved it!