



Realtor Dean Tubekis

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The Spring Market Is Now!

EVEN THOUGH SNOW may cover the ground and daylight hours are few, the spring market is right around the corner. Once you've decided this is the year to sell your home, the time to prepare is now.

Weather is a factor, but market activity can begin as early as February and March. The number of buyers generally increases, as the holidays are over and our collective focus changes. Big goals, like buying a new home, require time and energy. Buyers need to get started as soon as possible.

Of the almost 800 residential properties that sold and closed in Barrington in 2016, 26 percent of them found a buyer and went under contract between January 1 and March 31. A lot of people have the misconception that the leaves should be on the trees and the grass should be green before they put their home on the market, but the statistics show that they are missing out on a large opportunity.

The National Association of Realtors recently published an article saying that for the year 2016, respondents viewed buyer traffic conditions as good. The same article also said that Realtors reported

seller traffic as weak, meaning not enough sellers are looking to enter the market. With the stock market at record highs, and interest rates still at historic lows, housing affordability remains high which should continue to attract buyers to the Barrington area. If you have been thinking about making a move, the overall conditions are good.

If you are planning on selling, getting an early jump on the spring market will help you realize the maximum sales price for your home. Here are some suggestions to help get ready to sell:

- Look at your home as if you were a buyer. What do you really see? Take aim at the items that catch your attention.
- Pare down the stuff: declutter, clean out closets, cabinets, all that paperwork. Getting ready to sell takes longer that most people think it will. Consider a storage unit for things you'll want in the next house but aren't needed while you sell.
- Make simple repairs. Outside issues, such as landscaping and exterior painting, may need to be postponed for better weather, so start on the inside. Clean carpets, touch up paint, organize,

and thoroughly clean. As kitchens and bathrooms attract both buyer appeal and scrutiny, pay particular attention these rooms.

- De-personalize. Buyers want to see a fantasy version of your house and their life—a place where they can envision themselves living.
- Consider a professional stager. Prices vary, but many times their services are worth the cost. A fresh set of eyes can make all the difference in how quickly your home sells.
- Interview and hire the real estate Broker you want to work with early. Talk pricing, marketing, and strategy. Choose an agent who is an expert in your area.

And finally, don't miss the market trying to make your home perfect! Do the best you can and be ready to sell. 

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Dean Tubekis began his career selling real estate 20 years ago, but his connection to the Barrington area began long before that. At age 10, Tubekis and his family became residents of South Barrington Lakes, which was then one of just a few neighborhoods in South Barrington. He may be reached by calling 847-809-8070 or email dtubekis@gmail.com.