



3 REASONS

Why You Should Consider Selling in Today's Market

Contemplating selling your home? Here are three things to consider as to why now could be the right time to sell.



1. HOME PRICES CONTINUES TO TREND UPWARD

According to the Georgia REALTORS® monthly housing indicators, the average sales price for Georgia for the first half of 2019 was \$270,092 – a 3% increase over the first half of 2018.



2. INVENTORY IS STILL TIGHT

Inventory for Georgia was 43,791 – which was a 2% decline year over year. A low inventory level can be good news for sellers – when inventory is scarce, buyers tend to carefully consider all options in their market area and make offers quickly. At times – especially in larger cities – this can result in a bidding war.



3. HOMES ARE SPENDING FEWER DAYS ON THE MARKET

In a market where inventory is scarce, buyers act fast when they find a home they like. While the time that your home spends on the market varies by location, most medium-sized to larger towns and cities in Georgia are looking at fewer days on the market, historically speaking. The average days on the market until the home sold for the first half of 2019 was 56 – a 5% decrease year over year.

These statistics represent the big picture of real estate in Georgia. However, your best bet for finding out how these statistics stack up to what is happening in your local market is to

Contact Your REALTOR®!

Georgia REALTORS® Monthly Indicators, August 2019

REALTOR NAME

PHONE NUMBER | WEBSITE

