

Assessing the Correct Value for Your Home

Most of us strive for location, location, location. It's important to understand how price and location fit together. When selling, the importance of pricing a home is above everything else.

Simply imagine a home for sale in the best location. Then put a price on it that is too high for market value. Many may admire the home but no offers will come since the price is attracting the wrong crowd. Now imagine a take a less popular location and market price it; buyers will be lined up with offers. Location factors in to pricing correctly the way other important features do when considering the likely sale price of a home. Attaining the best possible value for your home occurs from correct pricing and strategic marketing and negotiating.

Location is the leading factor when assessing the highest rate of your property. Neighbourhoods, proximity to schools and shopping receive a steady demand from buyers and usually produce a higher increase in value and of course, a quicker sale when that times comes.

When buying, there is a trade-off for location. A home for sale on a main street, for example, will usually have more features for the price, than the same home on the nearby crescent. Therefore, a main street home may be just what a consumer prefers knowing that they are getting more of the features they want for their money. On the other hand, a buyer may prefer to take the "crescent" home trading accessible features for the safety and peacefulness of the area.

Most people want to complete a transaction feeling they were well informed and paid or received a fair price about the choice they had made.

KENTBRAATEN

Century 21 Fusion

cell | [306.370.2629](tel:306.370.2629)

office | [306.653.8222](tel:306.653.8222)

email | kent.braaten@century21.ca

web | www.kentbraaten.com | www.birchhillsrealestate.com