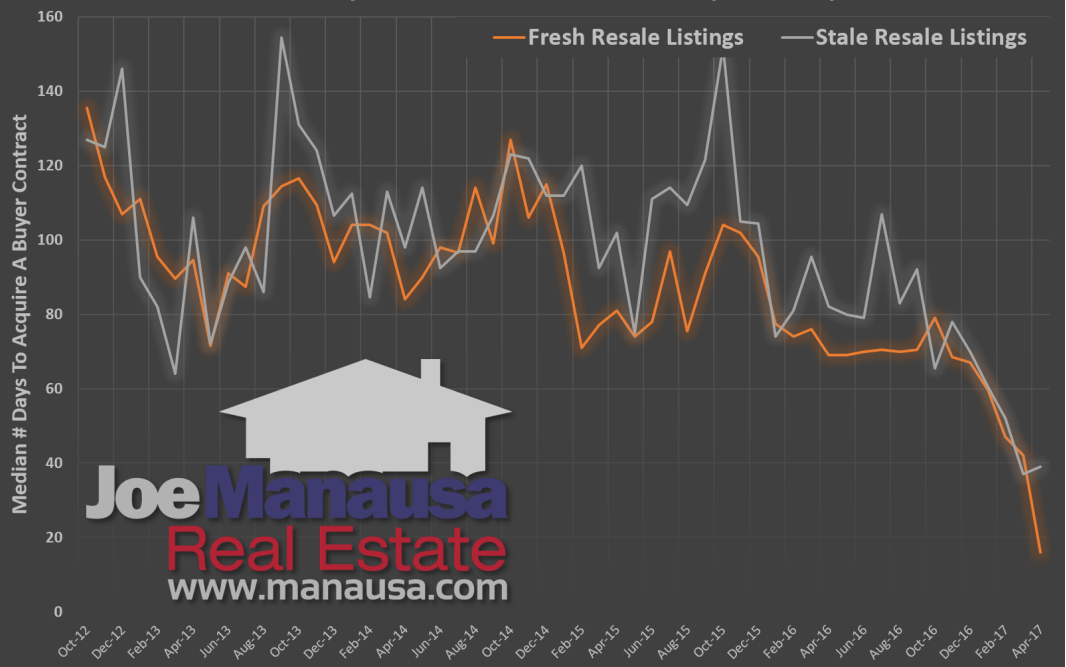


Market Sends Strong Message To Home Sellers

Median Days On The Market

Median Number Of Days For Successful Sellers To Acquire A Buyer Contract



Regardless of the changes in the Tallahassee housing market, one theme for home sellers is not changing.

Market your home correctly, from day 1, or you will leave money on the table.

When we had a glut of inventory, greater than half of all homes listed for sale failed during their first initial listing period.

Now that we have a shortage of homes, we are still seeing a significant number of failures occurring.

Median Time On The Market

The graph above shows the median time on the market for two different segments of home sellers.

The people that sold their home during the initial listing period are shown in

orange, while those that sold in a following listing period (meaning once they hired a new real estate company) are shown in white (the median time for this group does NOT include the time spent with previous real estate companies).

The graph shows us that buyers know what they are doing. The “fresh” listings that are marketed correctly sell right away, while those that are poorly marketed either sell later or they do not sell at all.

Our data continues to show that the homes sold fast net more money for the homeowner than the ones that languish on the market. If selling, don’t let your home become stale, make sure you tell your agent you want it sold within the first 4 to 14 days for top dollar!



**Barbara Corcoran's
Advice in Tallahassee**



RESOURCES

- [Selling A Home](#)
- [Home Valuation Tool](#)
- [Property Search](#)
- [Tallahassee Life!](#)
- [Archives](#)
- [Testimonials](#)



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