

1 in 8 Listings Fail To Sell In This Sellers' Market



Barbara Corcoran's
 Advice in Tallahassee



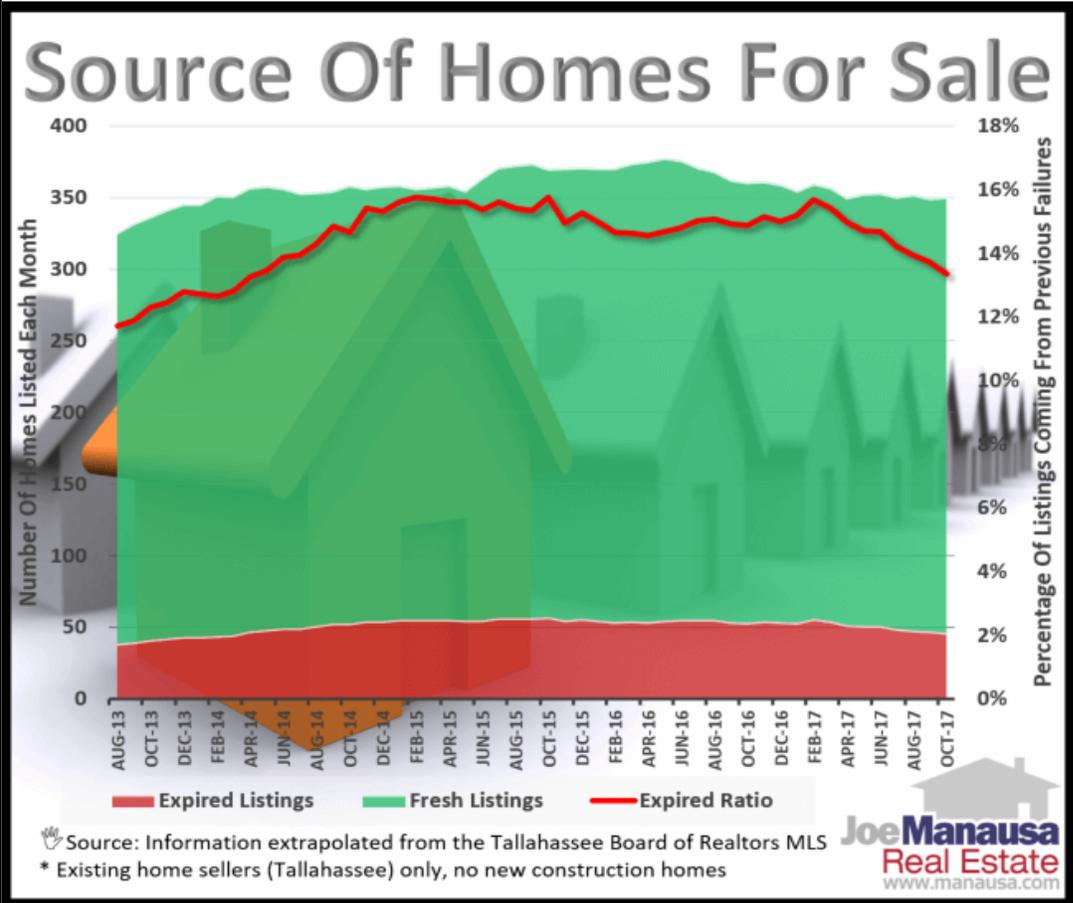
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If you have been following our reports on the declining supply of homes for sale in Tallahassee, then you might be surprised to find that the numbers are actually worse than they appear.

You see, we are seeing a fairly steady stream of home sellers entering the market, all-the-while buyer-demand continues to grow. The difference in the larger buyer group and the existing seller's group has created the strongest seller's market that I have seen in my 27 year career.

So here's the shocker ...

Even though the market significantly favors the seller, we are seeing a fairly

consistent stream of home sellers re-enter the market after having failed to sell their homes.

The graph above shows the number of listings that have entered the market each month. The green area shows "fresh" listings (those that have not been previously marketed for sale by their owners), while the red area shows those who have previously failed to sell and are trying again with a different real estate company. The red line shows that 12% to 15% of the market have been failures over the past four years.

There is no need for a home to join the red list in this seller's market, just follow your agent's advise and get sold today!