

## Sunny Side Up

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Just as the seasons turn so does the property market and right now we are seeing that activity in Albany is hotting up over summer.

There are many clients who have been sprucing up their homes ready for sale, potential purchasers are out there right now looking at what their dollar will buy and there is no shortage of available properties just waiting for a brand new owner.

So how do you make the most of this opportunity? If you are a vendor you need to be taking care of those little things around the home to improve its appearance (as a buyer will notice), ensure that your home is accurately priced within the local market and be thinking in advance about if you were asked to negotiate. Buyers should ideally know what price range they can purchase within (including finance pre-approval), inspecting comparable homes that may suit their needs and be on the lookout for those little "extras" that could indicate particular properties as being the better buy.

We all have different reasons for buying or selling as we do with wants and needs we are hoping to achieve. Through entrusting your needs to a reputable agent you are maximizing your chances of a faster sale at closer to your asking price or making sure you do not miss out on that property you wanted to purchase. That way you will be able to enjoy the rest of your summer "sunny side up".