

buying

Finding a Home In a Sellers Market

The Market is ever changing and there are nuances to every market depending on where your home is located. In broad terms, however, in the GTA and in much of Canada, we are currently in what is called a Sellers market.

Simply put, there is more demand for homes than there are on the market. As a Buyer in a Sellers market you need to be aware that:

- Homes Sell More Quickly
- Offers Typically are made at or Above Listing Price
- Multiple Offers are more Likely
- Offers are Often Tendered with no Conditions

With that being said, there are some things you can do to maximize your chances of landing the home you want in the timeframe you want to find it:

- Be prepared to look at new listings that meet your needs quickly!
- Consider your Realtors advice on offer strategy and price carefully-they know what it takes to get a deal done in this market
- Be Decisive. If you find a home you like, don't hesitate. Make an offer!
- Get pre-approved for your mortgage so you know exactly what you have to spend and you can submit an offer with no financial conditions.

