

## Three Chimneys Farm: November/December 2006

# *Seasons Greetings!*

*Dear TCF Neighbors,*

*Below are a few insights about the annual cycle of home sales, something noticeable every year in Three Chimneys. If you are planning to use the long holiday period to prepare for selling your home, please don't hesitate to call me for a staging consultation. I'm always happy to assist my neighbors!*

"Most of the time, the real estate market picks up as early as February, with the strongest selling season usually lasting through May and June." - homegain.com

"Year in and year out, the real estate market begins to slow after Halloween, drops off drastically a week or two before Thanksgiving and doesn't start picking up again until after Super Bowl Sunday in late January." - cnnmoney.com

*Planning to sell in the spring? You should have your home listed before Valentine's Day to get the optimal exposure.*

*Most importantly, I wish you and yours a wonderful holiday season!*



*A Different World of Service*

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