

**AARP** Real Estate Benefits REALOGY EXPERT GUIDANCE TO BRING YOU HOME

AARP Donate Volunteer Help Member Benefits AARP Rewards 00,000 pts HI, MA, CT, NY, VA

**BRANDAMP BY AARP** [What's Hot](#) MEMBERSHIP BY AARP

## Is It Still a Good Time To Sell Your Home?

The best reasons to post a "for sale" sign this spring and summer by [Realty \(Paid Content\)](#)




PHOTO CREDIT: GETTY IMAGES

Last year was a hot seller's market, but maybe you weren't ready to move or downsize. Have you passed the chance to benefit from buyer demand? The short answer is no. There's still strong demand among home buyers, because mortgage rates remain comparatively low at under 4%. However, these rates are expected to climb later in the year. So, the sooner you start the process, the more likely you are to attract eager buyers.

Here are even more reasons why it's still a good time to sell your house.

**The demand is still there**

Demand is evenly driven by a large volume of millennials entering the housing market for the first time. For the past several years, this generation has represented the largest home-buying market in the U.S., according to the National Association of Realtors.<sup>1</sup> Currently, buyers aged 22-30 years old make up the largest share of home buyers, at 31%.




PHOTO CREDIT: GETTY IMAGES

**Low inventory levels benefit the seller**

Your property will stand out in a market where there aren't many houses for sale. Fewer new houses were constructed in 2021 due to supply chain issues, lumber shortages, and inflation. With reduced housing inventory, the values of homes on the market increase, so you can price your home accordingly and potentially get top dollar for your listing.




PHOTO CREDIT: GETTY IMAGES

**Conditions are favorable for easier negotiations**

The sales negotiation process is smoother than ever for sellers. Because of high demand, you'll see offers that are not only higher in price, but also more "seller-friendly." For example, you may get a cash offer, meaning the buyer won't need to go through a lengthy mortgage approval and appraisal process. The buyer might also waive the inspections, so you won't have to address any concerns about the condition of the house.

**The caveat: don't wait too long**

If this is the year you want to sell, time is of the essence. Experts predict that rising inflation will negatively impact home buyers looking for the favorable mortgage rates of 2021. The Fannie Mae Economic and Strategic Research Group forecasts interest rate increases in the second and fourth quarters of 2022.<sup>2</sup>

The earlier you get your house listed, the better your competitive position. If you prepare now, when the market is buzzing in the spring, you'll be ready to catch the early buyers.




PHOTO CREDIT: GETTY IMAGES

**An expert can bring you to market quickly**


How can you sell your home in the shortest time possible? Enlist the services of a professional real estate agent through Realtylog. You'll benefit from their market knowledge when setting your price. They know firsthand the sales price of similar homes in your area. An agent's expertise is also a valuable asset in the negotiation stage, which can be tricky if several offers come in all at once.

As an AARP member, take advantage of AARP Real Estate Benefits from Realtylog for free. There are no hidden fees. And when you buy and/or sell your home, you can earn \$300-\$2,000 after closing.

When you enroll in the program, you'll be assigned a personal Advocate who will be your champion - with you every step of the way. You'll be connected to a real estate agent known for superior service from one of Realtylog's trusted residential real estate brands, including Better Homes and Gardens® Real Estate, Century 21®, Coldwell Banker®, Concoran®, and ERA®.

**Click here to calculate the cash benefit you could receive when selling or buying a home using your AARP Real Estate Benefits from Realtylog. Or call 866-860-8232 to learn more about your AARP® Real Estate Benefits from Realtylog.**

Sources:  
<sup>1</sup> <https://www.nar.realtor/files/default/files/documents/2021-home-buyers-and-sellers-generational-trends-03-16-2022.pdf>  
<sup>2</sup> <https://www.fanniemae.com/newsroom/fannie-mae-news/economy-finishes-2021-strong-inflation-top-risk-concern-2022>



**EXPERT GUIDANCE TO BRING YOU HOME**

CONNECT WITH A TRUSTED AGENT

**See Your Member Benefits**

Get the Most From Your Membership

- Handbook of discounts, programs and services
- Subscription to "AARP The Magazine"
- Free membership for your spouse or partner

**VIEW BENEFITS**

Get Card - Edit Info - Update Interests

