

# This week's hot sheet



## Don't Let Your Price Blossom Like Dandelions

**Spring is here 🌸☀️, and so is the perfect time to sell your home in our beautiful Yakima Valley!**

As the weather warms up, so does our real estate market 🏡. But here's the scoop: many sellers are still aiming too high with their asking prices 📈. With inventory on the rise, it's essential to recalibrate your expectations!

Recent data from Realtor.com shows that price cuts are at their highest for February since 2019—our last “normal” year in real estate. This isn't the frenzy we experienced a couple of years ago, so pricing your home right is crucial.

**Here's the reality: ⚠️ if you overprice your home, you might end up with lower offers after making a cut.**

So how do you avoid this? Lean on ME! 🙋

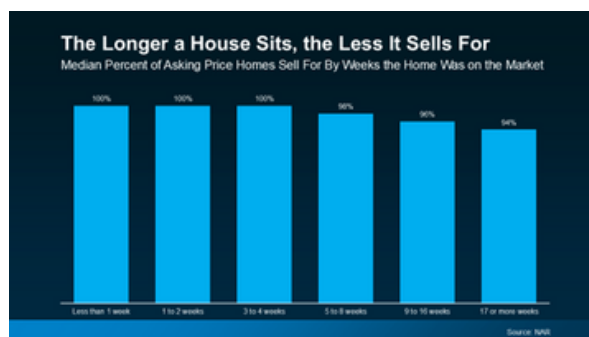
Recent sales and local trends are what is important when crafting a marketing strategy to attract serious buyers 🤝. So many of my clients have been waiting for the rich Seattle buyers to come to our side of the mountains with wheel barrels full of cash. The truth is, the VAST majority of sales happening in the Yakima Valley are people who already live here 📍. Life has brought change, and they are looking to either upgrade their home game, or downsize their life.

**Pricing for today's market is CRITICAL for success.**

Overpricing can backfire, leading to fewer showings, longer market times ⌚, and ultimately, lower selling prices 📉. Data shows that homes priced right ✅ often sell quickly, while those that linger can lead to disappointing outcomes.

### Conclusion

You don't want your home to sit and lose its appeal. Let's connect to ensure you have the local scoop on our real estate market so we can price your home competitively



## New Listing



SCAN ME 📱

509-969-4969

Moriet@TeamMiketa.com

*Moriet Miketa*

