

1 Mortgage interest rates are at historic lows.

2 Consumers who shop for a home during the holidays are serious, motivated buyers.

3 There are fewer homes on the market during the holiday season. With less competition, your home is likely to sell faster and at a higher price.

4 Typically, the supply of homes for sale increases significantly in January, meaning there may be less demand for your home after the holidays. Less demand means you'll have to make your home more attractive to buyers, possibly through a price reduction.

5 Homes "show" better when decorated for the holidays.

6 Due to vacation schedules during the holidays, buyers have more time to look for a new home, specifically on weekdays.

7 Some people must buy before the end of the year for tax reasons, and they must close before December 31 to claim a homestead exemption for their taxes.

8 January is traditionally the month for employees to begin new jobs. Since many transferees are not able to wait until spring to buy, your home should be on the market now to not miss out on this significant group of buyers.

9 Even if your home is listed, you'll have the option to restrict showings on days you have holiday parties and out-of-town guests.

10 If your home sells during the holidays, your agent can arrange for a delayed closing or for extended occupancy so your holiday season won't be spent packing.

11 By selling now, you'll have an opportunity to be a non-contingent buyer during the spring, when many more houses will be for sale, which most likely will mean lower prices. This could allow you to sell high and buy low!