



## Encinitas Real Estate Market Report Shows Decline In Available Homes For Sale

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A recent report regarding the Encinitas real estate market shows a drastic decrease in the number of homes being listed for sale. Real estate agent Dennis Smith with RE/MAX BY-THE-SEA says that this points to a seller's market.

"Anytime you have a decline in the number of homes for sale, it definitely points toward a market where seller's benefit," says Smith, whose website allows for consumers to search Encinitas homes for sale. "The number of closed sales has increased nearly 13 percent over this time last year, but with fewer homes being put on the market, that means that buyers won't have many available homes to choose from."

Dennis Smith explains that when there is a lack of supply to meet demand, sellers should take advantage. Statistics on the San Diego region as a whole shows that pending sales also increased in the past year and the median sales price was up by more than 10 percent, while the number of days that a home remains on the market before closing was down by more than 15 percent.

Smith states that he can also help buyers to find out what an Encinitas home is worth to ensure that they get

the best possible price when selling. The real estate market fluctuates regularly so Smith urges those who are considering selling their homes to begin their research now and list their properties as quickly as possible to take full advantage of the ongoing seller's market.

"First time buyers, in particular, are scrambling to get their homes before prices go up," says Smith. "This creates a wonderful benefit for sellers who can list their homes for a good price and just about be guaranteed to get a buyer. What the real estate report indicates is that now is the perfect time to sell. I have reasonable solutions available for sellers that want to buy and need to sell in order to buy."

Homeowners interested in learning more about the benefits of a seller's market or buyers interested in learning more about the current real estate market can visit <http://carlsbadhomesforsalenow.com>, where a listing of current homes for sale in the region can also be found.

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