

Georgia Complete Realty Team Believes Sellers Might Have an Edge This Spring

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Cobb County Realtor® Ken Mandich is offering real estate advice to homeowners aiming to sell their property in the first half of 2023.

Low housing inventory has propelled home prices to new heights over the last couple of years with the national median home price hitting its peak in May 2022. Prices have since fallen from those levels but they are still substantially higher than they were in the first quarter of 2020. While the number of homes on the market is greater than in 2022, they are still much lower than the abundant inventory that was available to buyers in 2020.

Ken Mandich interprets the state of the real estate market for homeowners in Georgia by saying, ?If you want to move, this is a good time to sell your house or buy a new one. There are more homes to buy right now than at any time in the last two years and you are more likely to find a property that suits your needs, within your budget. If you are selling, you still have an edge in the market. You just have to be smart about pricing

your property. With a shortage of listings as compared to 2020, if your house is priced right, it will sell pretty quickly and you?ll be on your way to greener pastures in no time.?

Ken?s analysis is supported by the latest statistics published by Realtor.com. The latest Monthly Housing Market Trends report revealed that January 2023 had 248,000 (65.5%) more homes for sale nationwide than a year before. At the same time, it is still 43.2% lower than the number of homes that were on the market between 2017 and 2019. Homebuyers are also motivated by low mortgage rates which are lower now than they were last fall.

?If you are planning on selling your house in the upcoming months, there is no better time than now to pull the trigger,? Ken Mandich says, ?You?ll get a ton of buyers interested in your current property and a killer deal on your new mortgage. Capitalize on this opportunity to kickstart the next phase of your life. If you need any help or advice with your property in Cobb County, give me a call. I and my team of real estate experts will guide you every step of the way - from the initial listing to a successful closing.?

Ken Mandich specializes in Cobb County real estate including properties in Acworth, Austell, Kennesaw, Mableton, Marietta, Powder Springs, Smyrna, and the entire Metro Atlanta area. He can help Georgia homeowners with every aspect of real estate including performing a comparable home price analysis, organizing open houses, conducting property surveys, drafting HOA agreements, pulling credit reports, title companies, lenders, homeowners? insurance, walkthroughs, creating terms of sale or purchase, concessions, repairs, and closing documents.

Ken Mandich has over 10 years of experience investing in real estate and flipping houses in the North Metro area. Now, as a part of ERA Sunrise Realty, Ken is helping Georgians reach their real estate goals through the combination of technology and his real-world expertise. Whether a client is downsizing, relocating, selling, buying, or investing in property, Ken Mandich and Complete Realty Team have perfected the real estate experience to make it as stress-free as possible.

Ken talks about what separates him from other Realtors® in Cobb County by saying, ?Not only do we have the best and latest market information but, due to my familiarity of Cobb County real estate, I can also offer you insights that no one else can. The result is a greater return on your real estate investment for you and your family. I also believe that effective client communication is just as important as my real estate expertise. When working with me, you will be always kept fully updated on the status of your transaction. If you have any questions, I?ll only be a phone call away.?

Readers can get in touch with Ken Mandich and Complete Realty Team at (404) 410-6465 or

admin@completerealtyteam.com.

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For more information about Complete Realty Team, contact the company here:Complete Realty TeamKen Mandich(404) 410-6465admin@completerealtyteam.comComplete Realty Team1642 Powers Ferry Rd #150Marietta, GA 30067

Complete Realty Team

REALTORS® and Real Estate Agents Serving Cobb County GA. Experienced listing agents that help you sell your house for top dollar as quickly as possible. Skilled buyer's agents that know the local market and can help you find and buy the perfect home.

Website: https://completerealtyteam-kenmandich-realtor.business.site

Email: admin@completerealtyteam.com

Phone: (404) 410-6465