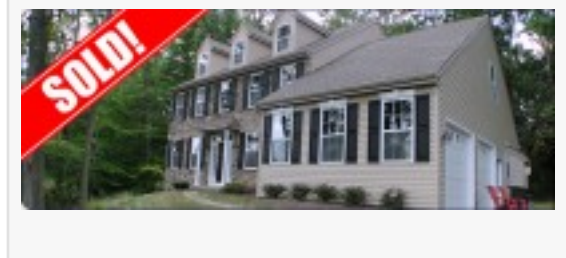


Top Chester County, PA Realtor Says Low Winter Inventory Means Higher Returns for Home Sellers

/EINPresswire.com/ Chester County PA real estate agent Don Dowd reports that home inventories are among the lowest he's seen in years, making it a great time for home sellers to put their house on the market.

[Top Chester County, PA realtor](#) Don Dowd has had strong sales this winter. In fact, December and January were some of his best months ever.



"I had several closings in December and January," Dowd says. "These were the strongest winter months I've ever had, and some of the best-selling months since getting into the real estate business."

Dowd is one of the top real estate agents in the Delaware and Chester County markets. He has been in the top 5 out of 3200 area RE/MAX agents for 2-3 years running. Dowd does this even though he primarily represents sellers during what has clearly been a buyer's market for the past several years. But despite less than favorable market conditions, Dowd's clients get results.

The main reason for Dowd's success as a seller's agent is his 'out of the box' approach and his unique marketing strategies that set him apart from most other Chester County realtors. These include:

- Luxury Homes & Estates Magazine Listings (front and back cover)
- Distinctive Homes Magazine Listings
- Chester County Life Magazine Listings
- Home Décor & Ideas Magazine Listings
- The Real Estate Book Listings
- Internet & Email Blasts
- YouTube Video Blasts
- Broker's Only Cocktail Party-style Open Houses

As the New Year gets into full swing, [Real Estate Agent Chester County PA](#) Don Dowd believes that the market conditions are starting to become more favorable to sellers, especially in certain

neighborhoods where home inventories are low.

"Inventories are the lowest I've seen in a long time," Dowd continues. "With interest rates at or near all-time lows after several years of a slow-moving market, there is a lot of pent up demand out there. This means that in certain areas -- especially those with single family houses -- the right home can be sold within a matter of days."

The latest data reported by [TREND MLS](#) highlights this trend:

"Across the TREND marketplace, January 2013 showing appointments saw an increase of over 30% from January 2012, despite a 13.5% drop in inventory comparing January 2012 to January 2013. This continued growth shows a strong demand in housing for the start of 2013, and points to a continued market recovery."

The news is even better in Chester County PA:

"Chester County reported a 16.6% decrease in Total Inventory, with a 9.4% increase in Pending Units and a 2.5% increase in Settled Units. Settled Units reported their 13th straight month of increase, year-over-year."

Does this encouraging data portend an uptick in housing sales this Spring? Possibly. But Dowd's advice is to capitalize on the present conditions, because they may not be around forever.

"I would say that if you are at all thinking about selling your home in the near future, the best time to list it is now – before the Spring rush. We never know how long interest rates will stay this low, and we can never fully predict what future market conditions will look like. But one thing we can say for sure is that now is a great time to sell, because the demand is there and there is lower competition on the supply side. If you want to know more about the market in your specific neighborhood, give me a call any time at 610-497-2000 and I'll go over everything with you."

About Don Dowd Realtor West Chester PA:

Don Dowd is a RE/MAX Main Line real estate agent and member of the prestigious National Association of Realtors. Don has been in sales for almost his entire adult life and he began his career in real estate at age 22. In 2010 and 2011, Don has consistently ranked in the top 5 in sales out of 3204 RE/MAX agents in the Philadelphia and Delaware area. He is on pace to meet or surpass those figures for 2012. What sets Don apart from most realtors is his ability and willingness to invest the resources necessary to properly market the homes of his clients. He is able to do this because he retains 99% of the commissions he earns, as opposed to most real estate agents that keep 50%. His superior resources and exceptional negotiating skills make Don Dowd one of the top realtors in the region.

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Press Release courtesy of Online PR Media: <http://bit.ly/W2bAM7>

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