



Today's buyers in the Barrington market favor hardwood floors and stainless steel appliances.

What's Your Home Really Worth? Let's Take a Look

SPRING IS one of the busiest seasons for buying and selling homes. Buying a home is one of the most exciting parts of life, and people have been waiting anxiously all winter to see what comes on the market once the spring thaw hits. With that busy season just around the corner, it's the perfect time to think about putting your home on the market.

We put a lot into our houses to make them home. After all, it's where we spend the majority of our time. But we also want to get the most out of our homes when it's time to move on, and if you're about to put your property on the Barrington market, it's no doubt your first question is, "what's my home worth?" It's a great question, and one of the most important, because it affects the kind of home you can get into next.

Barrington is a highly desirable community for many reasons. One of my favorite things about where we live is its hometown feel and the fact that it also has some amenities that the city offers. And, getting downtown to the city is headache-free with the many express train options that we have here. These are all things buyers like, too, but to make sure you get the

best price for your home, I can't stress enough how important it is to set the right price from day one.

To do that, you need to be aware of the nuances of our community in ways that no website can. You need to look at a lot of homes in our area to know what homes like yours are selling for, and why other homes are still sitting on the market. When you've been in the real estate industry as long as I have, you know how vital it is for a real estate agent to be that local expert for people who are selling their homes, which is a huge decision.

They should also have insider access to broader market data and mortgage information—because Barrington prices don't exist in a bubble. And the person helping you sell your home needs to keep up on current trends and community news that can affect the value of your home. That means knowing about new businesses opening and about developments in the area. It's also important to know how the schools near you are ranked, which is statistically one of the most important factors in a buyer's decision.

Websites like Zillow determine a home's listing

price based on algorithms, without taking into account the condition of your home or comparable homes in the local market. Each home has unique design details, kitchen, and bathroom upgrades, and other features that play a role in a home's asking price. In Barrington, we're seeing more buyers going for stainless steel appliances and hardwood floors, and we know they prefer painted trim and gray tones. But they aren't looking to do those things themselves. Today's buyers are looking for properties that are move-in ready.

There's a lot to think about when pricing your home, but if you take it all into account, you're far more likely to get the offers you're looking for when



your home hits the market. 
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