YOUR SOURCE FOR VERMONT REAL ESTATE

THE DIFFERENCE BETWEEN ORDINARY AND EXTRAORDINARY IS THAT *SOMETHING EXTRA.*

NANCY JENKINS
REAL ESTATE™

"We will provide the best service possible for every client we represent. We will always remember that to have a winning relationship with our clients, we must always have a mutual goal. We will never lose sight that our integrity, loyalty, understanding, accountability, and creativity are what make us stand out from the real estate masses." -The Nancy Jenkins Team

OCTOBER 2019

October has been beautiful with amazing foliage that popped into full color. The pumpkin patches and apple picking are in full swing and we are enjoying the wonderful harvest produce. We know that the fall season is a perfect time for tourists to visit our amazing state. It is also an opportunity for us to take a tour and relish our own beautiful state and pretend to be tourists for a few days. One of my favorite drives is out through Underhill on Pleasant Valley Road through the Notch or try south through Hinesburg on Route 116 to Route 17 in Bristol and Lincoln Gap.

The markets across the nation are experiencing different conditions than we are experiencing here in Vermont in many cases. Inventory has decreased over the last few years nationally, but that trend has slowed in many of the major metropolitan areas. Our market is seeing a slight increase in the single-family home inventory. Many of the major markets and resort markets have been experiencing high appreciation and incredible sales volume. They have seen a slowdown in their markets with the number of multiple offers and appreciation has tracked at a slower rate. The national news is reporting a slowdown this year in pending existing homes. This is not the case for our region.

In Vermont we have not experienced a fast rise in prices and sales and have been on a steady pace for the last 4 years. In 2015 we had our first year of great sales and that year brought us out of the recession with 1284 single family homes closed in Chittenden County. The numbers of homes closed did not reach the volume of 2015 until this year. To date there are 1043 homes already closed in Chittenden county and we are on track to exceed the 2015 numbers for the first time.

The late fall through the early winter market is historically a slower time of the year for real estate sales. However, there are serious buyers that have a true need for a home, land for a new home to be built or a desire to pick up investment properties for tax benefits by the end of the year. Single family homes, condominiums or multifamily homes are all attractive investment vehicles. If you are thinking of selling an investment property, let us help you go over your options including a 1031 exchange to defer taxes on your sale.

Here at the Nancy Jenkins Team, we have closed or pended over 219 properties through early October and are looking forward to a strong finish to 2019.

If this is your time for a move call us today!

Nancy and The Nancy Jenkins Team

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CLIENT TESTIMONIAL

"Alison Barges was our realtor and helped us sell our condo while we were living out of state. She is absolutely invaluable and went above and beyond in helping us with so many different aspects throughout the selling process. She's incredible."

JUDITH KLOBE - AUGUST 12, 2019

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SPECIAL THANKS TO FRIENDS WHO SENT US THEIR FRIENDS

MaryAnn Wichmann, Mark & Alex Annis,
Dave Moseley & Kendra Knott &
Mike Keppler

THIS MONTH'S COUPONS!

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