

*Selling Guide for Homeowners in Broward County:*



# Broward County Market Snapshot

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## Summer 2026 vs 2025

| Single Family Homes         | 2026      | 2025      | % Change |
|-----------------------------|-----------|-----------|----------|
| Median Sales Price          | \$637,500 | \$605,000 | 5.4%     |
| Sold at Original List Price | 96.71%    | 96.24%    | 0.004%   |
| Median Days to Contract     | 44        | 55        | -20%     |
| Inventory Supply in Months  | 4.22      | 5.57      | -24.2%   |
|                             |           |           |          |
| Townhomes/Condos            | 2026      | 2025      | %Change  |
| Median Sales Price          | \$232,500 | \$255,000 | -8.8%    |
| Sold at Original List Price | 95.16%    | 94.88%    | 0.30%    |
| Median Days to Contract     | 71        | 75        | -5.3%    |
| Inventory Supply in Months  | 9.39      | 11.31     | -16.9%   |

\*Source: Miami Association of REALTORS

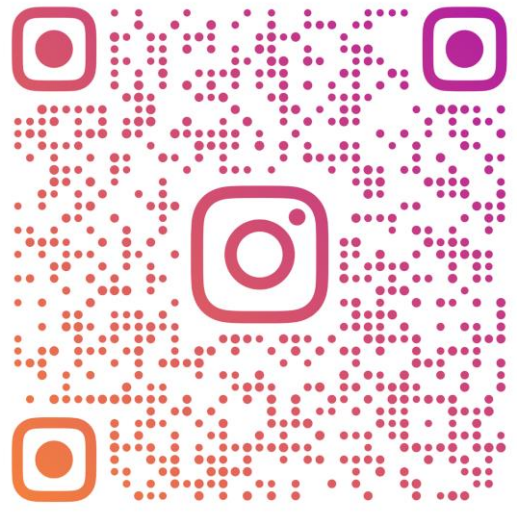
Is it a Buyer’s or Seller’s Market?

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## IT'S TIME FOR A MOVE!



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*My family's outgrown this house.*

*We'd like to live closer to town.*

*Our HOA fees are too high.*

*We'd like more land.*

*We need to downsize.*

**Whatever the reason may be, relocating from one home to the next has a LOT of moving parts.**

If done wisely with the proper guidance, those parts will work like a well-oiled machine, and produce a favorable outcome for you and your family.

But if just one part malfunctions, the whole machine could slow down - or worse - it could STOP altogether, and cost a LOT to repair.

**Take James for example.**

James wants to move from New York to Fort Lauderdale to be closer to his family...

So, he begins looking at houses online and finds a few that he likes.

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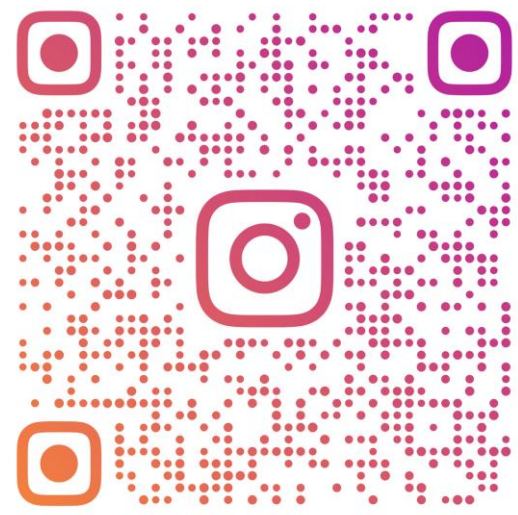
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During that time, he consults a lender and gets pre-approved for a mortgage, but is told he'll need to use the funds from selling his current home to purchase the next one.

"No problem!" he thinks.

He'll just make sure any offer he writes includes that information for the Seller.

It will be contingent on the sale of his home.

After a few showings, James nails down which home he wants to purchase, and makes an offer.

But the demand for housing here in Fort Lauderdale is extremely competitive, and several other buyers submit offers as well.

In the end, the seller selected an offer from buyers who did not need to sell a home in order to buy.

Since James didn't have the proper guidance on how to move from one home to the next, he lost out on what would have been a perfect home for his family.

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## WHAT SHOULD YOU DO NEXT?

By taking the time to do the proper preparation, research, and planning, homeowners will relieve a ton of stress, and drastically increase their success of selling their home in the shortest amount of time.

If you want to experience this yourself and explore your options, **book a free 15-minute strategy call to discuss your situation.** Get answers to any questions you have about preparing your home for market, discuss costs, timelines, goals, procedures, and more to see if working together is the right path forward.

I look forward to speaking with you:)

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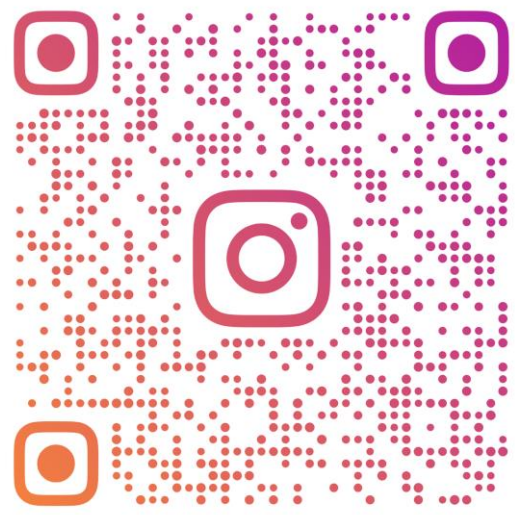
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## INTERESTED IN SELLING? CHECK OUT THESE VALUE TIPS!

So you would like to sell your home for top dollar? Well here are some helpful tips for you to consider when selling your home!

### 5-steps to selling your home

1. Manage Showings
2. Review Offers
3. Prepare for Inspection
4. Prepare for Appraisal
5. Close

### #1. How do I prepare my home for a showing?

Preparing for a showing can be a bit nerve wrecking. Afterall, first impressions are extremely important in this business. As my client, I would provide you with advice and ideas that are custom to your specific home. ***Prior to the showing you should:***

- Clean deeply
- Apply a fresh coat of paint to the walls if needed
- Complete minor repairs such as caulking tubs, windows, and trim
- Complete major repairs - if needed and in your budget (i.e., replacing your counters or appliances)
- Stage your furniture to showcase the beauty of your home and its best features
- Remove personal items such as family photos
- Declutter every surface and storage space
- Reorganize your closets and pack excess items
- Reorganize your closets and pack excess items
- Eliminate odors by cleaning the fireplace or removing musty rugs
- Add a color scheme with rugs or pillows
- Upgrade your lighting or light bulbs to make your rooms brighter
- Spruce up the landscaping
- Power-wash your decks and sidewalks if needed

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## #2. So I have an offer, what now?

Evaluating your offer...When you receive an offer to buy your home, you must review the terms and conditions of the offer to evaluate if the offer is sufficient enough for your consideration. Here are some items to review. As my client, I would review the specific terms and conditions of the contract to advise you on the strength of the contract.

- The amount offered
- Whether the buyer has included or waived contingencies
- Where the funds are coming from, such as all-cash, a reputable local lender, a well-known online lender, or an unknown out-of-town
- The proposed closing date and date of possession of the house to see if it aligns with your needs
- Any special requests for items to convey or for special inspections
- The fine print of the contract

## #3. What is looked at during a home inspection?

Here are some items that the home inspector will check and comment on:

- Structural conditions such as the foundation, beams and floors
- Roof condition
- Mechanical systems such as heat and air conditioning
- Appliances – to make sure they're working
- Plumbing systems – for leaks, rust and water pressure
- Electrical systems such as grounded outlets and code violations
- Safety issues such as stairs, handrails, mold or chimney maintenance

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## #4. How should I prepare for an appraisal?

Preparing for an appraisal is similar to prepping for an inspection. As my client, I will provide a Comprehensive Market Analysis to the appraiser on your behalf, to justify the contract purchase price. Here are some additional things you should document when preparing for your appraisal:

- Provide a list of all major improvements to the home and the age and condition of your roof, heating and air conditioning system, and appliances
- Provide any permits required for home improvements
- Clean your home
- Provide full access to all rooms and spaces throughout the home
- Remove or crate your pets
- Leave the house , or at least stay out of the appraiser's way

## #5. What should I do before the closing?

Before the closing day, you will need to :

- Take care of repairs required by the contract
- Keep all receipts and invoices and before-and-after photos of repairs
- Gather all appliance manuals and warranties for your buyers
- Hire a mover
- Cancel all utilities for the day after you move
- Cancel all utilities for the day after you move
- Change your address
- Review all settlement documents, especially the settlement statement
- Check the property survey to be sure it's correct
- Clean the house
- Prepare for the buyer's final walk-through

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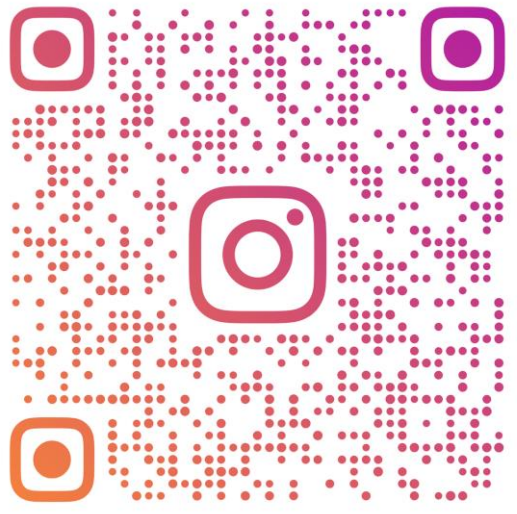
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