

The End of Boston's Bidding Wars?

by Robb Cohen
CRS, ASR, ABR, CNE, CLHMS
Director • Associate Broker • Realtor®
Engel & Völkers Boston

There has never been a better time to consider marketing your home in the perfect storm that makes this a strong "Seller's Market". However, I can see changes coming everyday, as Boston home prices:

- Are not accelerating as rapidly as they have
- More and more price reductions are being triggered after only two weeks on the market
- Days on market to receive an offer are longer than we have witnessed in the past 18 months

There is an inherent problem with how homes are being priced that is the underlying

cause. The marketplace is grappling with the metrics and how the recent price run up affects the current pricing and market value of homes coming on in the existing environment. If you are thinking of selling or just wish to know the current value of your home please contact me to discuss how to avoid the costly error of misinformation and mispricing your home.

As one of Boston's Top Seller's Brokers I would be pleased to share with you what is most likely and unknowingly causing the end of "Boston's Bidding Wars".

Please contact me at 617-962-0142. As a student of Boston Real Estate for decades with many advanced designations it would be my pleasure to arrange a convenient time to discuss why this is happening and what I believe is the best solution.



Founded in 1977, Engel & Völkers is the premier international specialist in the marketing and sale of the finest Real Estate all over the world. With over 740 locations in 32 countries and 8,500 advisors we are the world's true Global Real Estate and Lifestyle brand while offering the ultimate in local

expertise with multi decades
of experience in our market.

Robb Cohen, +1 617 962-0142
robb.cohen@evusa.com
robbcohen.com
robbcohen.evusa.com

ENGEL & VÖLKERS®
ROBB COHEN TEAM