

# It's a great time to buy or sell, even in December

By **LISA BACKUS**  
STAFF WRITER

**PLAINVILLE** — Even though it's the holiday season, it's still a great time to buy or sell a home, according to four-time Diamond Society Award-winning real estate broker Lisa Rinaldini with Coldwell Banker Premiere.

"It's usually quiet as December comes around but this year it's really busy," said Rinaldini, who is at the top of her field in the number of properties bought and sold among Coldwell Banker Premiere agents nationally. "It's still a good market for selling as long as properties are priced right. If they aren't too high, we're getting multiple offers."

As a broker with nearly 18 years of experience, Rinaldini likes to stay on top of market trends and make sure that whether a client is buying or selling a property, they have as much information to make an educated decision.

Rinaldini has been honored with a Coldwell Banker International Dia-

mond Society Award four years in a row.

The award is given to the top 11 agents in the company internationally. She has also been consistently recognized as a top producer and was voted the top-selling Realtor in Plainville by Connecticut Magazine.

This year will be one of her most active years for buying and selling and she has received top producer awards in every quarter of 2017.

In Connecticut Single-family residential homes in median sales price is \$250,000 which reflects a 2 percent increase from \$245,000 in that same time period last year, she said. Townhouses and condominiums median sales price is \$163,000 representing a 2.5 percent increase from \$159,000 in that same time period in 2016.

"This is good news, combined with low interest rates it's a great time to buy," Rinaldini said.

As part of Coldwell Banker, located at 260 East St., Rinaldini keeps up with the latest tech-



Courtesy of Lisa Rinaldini  
Lisa Rinaldini

nology in the real estate market and makes sure that clients get their properties advertised on the major real estate websites.

She also does foreclosures and short sales and works with investors who are seeking multifamily homes as an investment, or who want to fix up a home.

Rinaldini is a certified relocation specialist who represents buyers and sellers in all categories including single family



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Rinaldini stressed that as long as properties are priced right, multiple offers are coming in.

homes, condos, duplexes, first-time home buyers and investment properties. She also represents clients looking to buy or sell luxury properties or lots and who are relocat-

ing or looking to downsize in anticipation of retirement.

She is a member of the National Association of Realtors, the Connecticut Association of Realtors

and a member of the Mid State Board of Realtors. Anyone who is interested in contacting Rinaldini about the services she provides should call 860-810-8444.

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