

Appliance Replacements

You may have noticed that many industries — including home construction and home appliances — are experiencing significant supply shortages. Consumer Reports said that pandemic-fueled supply chain disruptions are still affecting large appliances and, at the same time, consumer demand remains high.

“The new normal is fewer choices,” says Ken Miele CEO of the Appliance Dealers Cooperative. “We dealers can only sell what we have.”

Waits of four to eight weeks for products are common, and some higher end items can take months. Manufacturers have kept lean workforces for decades, Consumer Reports says, and that mindset is catching up with them now as the COVID-19 pandemic pinches parts suppliers. Furthermore, there aren't enough transportation workers to carry parts and even fin-



© ADOBE STOCK

REAL ESTATE 101

Give Your Home a Facelift

Giving your kitchen a facelift, Zillow says, may make your home more competitive in a crowded housing market. Your remodel should reflect the price point of your home and the needs of the local market.

Read more: [zillow.com/sellers-guide/kitchen-remodel-roi](https://www.zillow.com/sellers-guide/kitchen-remodel-roi).

ished goods around the world. All of these factors formed the perfect storm to cripple the large appliance market.

But that doesn't mean that you still can't get a deal.

Consumer Reports says that while you may not be able to haggle on price, you might negotiate fees for delivery, installation and disposal, as well as with accessories such as hoses and electrical cords.

“Our guys want the business, so they're going to make sure the customers are happy,” Miele says.

Independent dealers like the ones Miele represents can often match box-store prices and can offer you perks like in-house service or a loaner machine while you wait for your new appliance, Consumer Reports says. Get on independent dealers' wait-

ing lists if you can, the magazine advises.

“We're getting a good supply of product. We're just filling orders more slowly than before,” Miele says. Cooperative buying groups like Miele's put independent buyers on similar footing to large-volume sellers.

If you do find discounts, they may not be as large as you've seen in the past. Fridge

discounts, for example, are average around 12% where, in the past, discounts were 28% in 2019 and 14% last year. Gap Intelligence found that, among large retailers, Best Buy offered the most instant savings on ranges, with consumers seeing the most savings when they bought a bundle of several appliances at once.

“Discounts may appear similar,” says Seth Barham, managing director at Wedbush Securities and an industry analyst who covers appliance retailers,” but base pricing or other factors will likely make the products more expensive compared with last year.

Consumer Reports suggests using online tools to research, including retailers' online filters to narrow your appliance search. Prioritize your needs and be ready to be flexible with features. More niche items, such as specialty finishes, Consumer Reports market analyst Nish Suvarnakar says, are manufactured in smaller batches and may not be available.

To get a model today, Consumer Reports suggests looking at floor models with some cosmetic flaws. You may also score a better price, too. Remember, though, that open box deals may be missing nonessential parts that you'll need to replace it of your pocket.



© ADOBE STOCK

Appliance Replacements

You may have noticed that many industries — including home construction and home appliances — are experiencing significant supply shortages. Consumer Reports said that pandemic-fueled supply chain disruptions are still affecting large appliances and, at the same time, consumer demand remains high.

“The new normal is fewer choices,” says Ken Miele CEO of the Appliance Dealers Cooperative. “We dealers can only sell what we have.”

Waits of four to eight weeks for products are common, and some higher end items can take months. Manufacturers have kept lean workforces for decades, Consumer Reports says, and that mindset is catching up

with them now as the COVID-19 pandemic pinches parts suppliers. Furthermore, there aren't enough transportation workers to carry parts and even finished goods around the world. All of these factors formed the perfect storm to cripple the large appliance market.

But that doesn't mean that you still can't get a deal. Consumer Reports says

that while you may not be able to haggle on price, you might negotiate fees for delivery, installation and disposal, as well as with accessories such as hoses and electrical cords.

“Our guys want the business, so they're going to make sure the customers are happy,” Miele says.

Independent dealers like the ones Miele represents can often match box-store prices and can offer you perks like in-house service or a loaner machine while you wait for your new appliance, Consumer Reports says. Get on independent dealers' waiting lists if you can, the magazine advises.

“We're getting a good supply of product. We're just filling orders more slowly than before,” Miele says.

Cooperative buying groups like Miele's put independent buyers on similar footing to large-volume sellers.

If you do find discounts, they may not be as large as you've seen in the past. Fridge discounts, for example, are average around 12% where, in the past, discounts were 28% in 2019 and 14% last year. Gap Intelligence found that, among large retailers, Best Buy offered the most instant savings on ranges, with consumers seeing the most savings when they bought a bundle of several appliances at once.

“Discounts may appear similar,” says Seth Barham, managing director at Wedbush Securities and an industry analyst who covers appliance retailers,” but base pricing or other factors will

likely make the products more expensive compared with last year.

Consumer Reports suggests using online tools to research, including retailers' online filters to narrow your appliance search. Prioritize your needs and be ready to be flexible with features. More niche items, such as specialty finishes, Consumer Reports market analyst Nish Suvarnakar says, are manufactured in smaller batches and may not be available.

To get a model today, Consumer Reports suggests looking at floor models with some cosmetic flaws. You may also score a better price, too. Remember, though, that open box deals may be missing nonessential parts that you'll need to replace it of your pocket.

REAL ESTATE 101



Give Your Home a Facelift

Giving your kitchen a facelift, Zillow says, may make your home more competitive in a crowded housing market. Your remodel should reflect the price point of your home and the needs of the local market. Read more: [zillow.com/sellers-guide/kitchen-remodel-roi](https://www.zillow.com/sellers-guide/kitchen-remodel-roi).

HOMEWISE GLOSSARY

Sweat equity: The equity earned as a result of the owners' labor in upgrading and improving the property. **SOURCE:** MLS.com

AD SPACE