

Selling in Spring?

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Is Spring really a good time to sell?



Many realtors and property enthusiasts believe Spring is the best time of the year to sell property. But is this true?

Benefits of selling in Spring.

One of the main reasons Spring is thought to be an optimal time to sell, is because of the physical and mental change this season brings. Flowers bloom, lawns are greener and the sun is out! Gardens are often one of the first things a buyer sees when going to view the property, and Spring does wonders to help you get your garden in its best state. It will also bring more life and value to the street and area in general.

Is there any issues with selling in Spring?

The biggest downside to selling in Spring is an increase in competition. The benefits of Spring are no secret, and as such, competition increases with many sellers taking the opportunity Spring provides. This means it is crucial to make your property stand out from the rest..

How to sell in Spring

With a flood of new listings it's crucial to make your property stand out. Here's some tips you can follow to make your property shine through in this upcoming hot market.



Spring Clean

Spring is often considered a good time to get in and give the house a good clean up, packing away the winter essentials and getting the place ready for the summer festivities. If you're looking to sell then take this time to give your home a good rejuvenation, bring it out of the winter gloom and have it shine through.

- Clean the windows, glass surfaces and mirrors
- Polish up metallic or chrome fittings and your floors
- Clean drapes and blinds so they are fresh and dust free
- Spot clean doors and high traffic areas
- Wipe down surfaces that may have collected dust

Embrace the smell of Spring

With flowers blooming and the smell of fresh cut grass in the air, it is a perfect time to embrace these scents and get yourself some pleasant candles, diffusers or fresh flowers.

Brightening up your home with a touch of colour

Bring the colour of Spring indoors with some new cushions, throws, artwork, towels, bathmats and other small accessories. These items are inexpensive, and using light and bright colours will make a big impact on each room, that the buyers are sure to notice.

Increase that "first sight" value.

When approaching a house, buyers generally develop an unconscious opinion on the home, just based of its initial impact on them at first sight. Spring brings green grass and colourful, blooming flowers, so it's a perfect time to do a bit of landscaping. Mowing the lawn and making that fresh green grass really pop is an easy, yet really effective way of increasing the "first sight" value for a buyer. Doing a bit of gardening is another simple, but impactful task.

Consider the advantages of professionally styling your home

One of the best ways to really stand out from the competition is to have your home professionally styled. Real estate agents often suggest getting a home professionally styled for multiple reasons. Professional stylists help get the home ready to sell, they specialize in presenting a home in a way which not only helps the homes value increase, but also allows the buyer to visualize the home as their own. Often a seller presents their home how they want, which can be negatively impacted by bias and attachment to particular style. Buyers are looking to buy their dream home, not yours, so often it can be better to have a third parties' take on the house, to best present it to the buyer.

Soo.... Is Spring my time to sell?

With the flood of competition listing in Spring, committing to selling can be daunting but with the right agent and the right plan Spring can be a great opportunity to get most out of your home so you can begin your next chapter just in time for Summer.

