

When is the Best Time to Sell Your House?

by Kirsten Sharpe, The REALTOR for SENIORS™



Clients often ask me: "when should I list my house?" My answer is always "as soon as you want to sell it." But with a few caveats.

You Must Prepare Your House

Do not put your house on the market until you've prepared it properly. This means to declutter, make minor repairs, clean, and stage it (which is re-arranging what you own, in a pleasing way). Pull back curtains to let light in, and open windows for fresh air (especially if you smoke or have pets). Presenting your house in the best possible manner will make a big impact on buyers. A clean and clutter free house has a higher chance of getting offers. Buyers are not looking for perfection, but they do want a house that was maintained. Show that you care by putting your best foot forward when listing it. You only have one chance to make a good impression.

There are Seasons to the Market

There is never a bad time to list a house, but there are seasons to the market, just like there are seasons to the year. In our area, houses sell all throughout the year, but the months of May, June, July and August have the most closings. This means four weeks prior to the closing, a seller accepted a buyer's offer. If you wait to list only in time to hit this 4 month peak, you'll have a lot of competition (other houses for sale), because your neighbors are also waiting to hit the peak months. Yes, you'll have more buyers looking for homes, but those buyers will have more choices and may pass yours up. I have buyers looking in the winter months, but because many sellers withhold their houses from the market, they can't buy those. They buy the houses that are on the market from the sellers who made theirs available. So please don't believe the adage that houses only sell in the summer. We also have local employers who recruit people to our area, such as universities, medical complexes and other growing businesses. Their new employees need to find housing throughout the year. If your house isn't for sale, they can't buy it, and you've just lost a potential buyer.

Life Changes

You may need to sell your house now, for a variety of reasons.

Some of my clients experience health issues, and need to move quickly, to a better environment. The death of a spouse or a parent can necessitate putting the house on the market. Maybe a divorce causes a house to be sold, or children have grown and you don't need that much space anymore. Perhaps the interior and exterior maintenance (shoveling snow and raking leaves) has become too strenuous and time consuming, and you'd rather enjoy hobbies and friendships. These are all valid reasons to sell a home now, and not wait until the market "heats up".

If you need to move, any time is a good time to sell your house.

But you need to prepare it by downsizing the contents and cleaning it thoroughly. Invest the time so you stand out of from the crowd of competing houses, and get the offer you deserve.

For a personal evaluation of your house, call Kirsten Sharpe, Managing Broker/Owner of Sharpe Realty, LLC. 574-339-7959 or www.SharpeRealtyLLC.com

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DON'T know where to start?

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KIRSTEN SHARPE
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