

## 3 Reasons You Shouldn't Wait Until Spring To Sell Your Home

If you are planning to sell your home, you may think holding off until spring is the best option. I'm here today to tell you that this may not be the case. With less competition in winter, more serious buyers, and potential buyers with greater purchasing power, selling before spring may be a better option for you. In fact, selling your home outside of the spring time rush could very likely land you a higher price for your home. Here are three great reasons why you shouldn't wait until spring to sell.

### #1 - Less Competition

When you wait until spring to sell your home, you are going to be competing with sellers across the market who have done exactly the same thing. So many people wait until spring to sell their home simply because they think it's what they're supposed to do. The reality is that it may not be ideal to have your home in the spring influx of homes available on the market. Selling beforehand may give your home a boost in the listings and a greater opportunity to shine during showings.

Having less competition goes both ways. If you are planning to sell your home and move into the home of your dreams, you can likely get a better deal this time considering you'll have less buyers to compete with than in the spring. You may also find it is easier to secure the financing you need at this time.

With less overall transactions occurring, mortgage lenders, appraisers, and inspectors are less overwhelmed and the selling process is likely to be smoother and faster if you choose to sell before spring. This will make it easier for buyers to secure the financing they need sooner and may even accelerate the sale of your home.

Less competition also means that your real estate agent probably has less clients on the go. This gives us that much more time and attention for your home in the selling process. If you decide to engage us in the buying process as well, we will be especially empowered to go that extra mile and get you into your dream home sooner.

### #2 - Winter Buyers Are Serious

While it's true that your home will likely attract more attention in the spring and summer, the attention your home receives in the fall and winter will typically be from serious buyers. Winter buyers tend to be more serious than spring buyers because they are usually buying on a timeline.

Many people enjoy being outdoors when the weather is warm and sunny, so hosting an open house in the spring and summer could attract a lot of curious browsers instead of serious buyers. If you list your house during the winter and host an open house on a chilly day, people probably aren't going to venture out unless they're serious about buying a home. It's

important to note that while your property might receive less traffic in the winter compared to the spring, you're also less likely to deal with window shoppers. Those who view the property in winter are very likely looking to make an offer.

Today, there is more flexibility in the job market than ever before. This makes the notion that buyers are all looking to move in during spring and summer outdated. Some people may now be telecommuting and others may be moving for work at any time of the year. There are many buyers today looking to move in autumn and winter.

### #3 - Interest Rates Are Down

When everyone hits the market come spring, interest rates go up. It happens every year. When mortgage rates increase, your potential buyers' purchasing power decreases. If you postpone listing your home and rates begin to rise, it will limit the number of buyers able to qualify for a loan to purchase your home.

If you choose to sell before spring, your potential buyers will have access to lower interest rates, which may significantly improve their ability to pay more for your home. It's a win-win.

## Sell Sooner With Darin Germyn

By selling your home before spring, you will face less competition, engage more serious buyers, and empower buyers to make more serious offers. You can also remove the uncertainty and stress of waiting until spring by taking control of the selling process now. Instead of letting the sale of your home keep you from moving on with your life, you and your family can start living the way you want sooner.

If you feel ready to sell your home now, I invite you to get in touch with the Darin Germyn team today. Our team here has sold homes in winter for hundreds of happy clients and we can help do the same for you. [Schedule a quick call](#) with us to get started.