

A Message from the President of the Youngstown Columbiana Association of REALTORS®

7 WAYS TO GET YOUR HOME READY TO SELL THIS SPRING

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It's ok! Don't be alarmed. That green stuff in front of your house is called, "grass." You might not remember it because of all of the snow but it does exist. Seeing the grass again can only mean one thing...SPRING IS IN THE AIR!

The busiest selling season for real estate is spring. This is the time of year when, like your grass, buyers reappear and hit the market for the selling season. The warmer weather reminds us that it is time to get your home ready for the selling season and here are 7 things you can do to prepare for the busy season ahead.

1. **Create a To-Do List**

This step is easy to miss while you're busy buzzing around from one project to the next, but it's really worth taking the time to create a to-do list. Order tasks by priority, and be sure to update your list as you add new projects or complete existing ones. Once you have your list, post it in a place where you'll see it often.

2. **Prune Your Shrubbery and Trees**

While you're pruning, consider whether you'd like to add any new landscaping features or outdoor lighting to boost curb appeal.

3. **Declutter Your Home**

Buyers want to be able to picture what their life would be like in your home, so it's a good idea to remove clutter and personal possessions as you prepare for selling your home. A clutter-free home is also much easier to keep clean between showings.

4. **Property Inspection**

Having your home inspected will help you develop a game plan and reveal potential issues which could halt a sale if they go unnoticed. Ask around for referrals, and look for an inspector with a track record of being thorough.

5. **Meet with Your Agent**

The real estate market never truly sleeps, and your real estate agent is always hard at work. Schedule a time to talk strategy and get answers to your questions before the busy season begins. One of the things a REALTOR® will bring is information about the market. To help you, here are the number of homes sold, in inventory and odds of selling your home in Columbiana, Mahoning and Trumbull Counties in the price bracket your home falls under, as of 2/23/2022.

County Totals

County	Total Unsold Homes	Homes sold in last 90 days	Average # of Homes Sold Each Month	Months of Inventory Left	Odds of Selling in 90 days
Mahoning	303	612	204.00	1.49	201.98%
Trumbull	277	490	163.33	1.70	176.90%
Columbiana	152	206	68.67	2.21	135.53%

6. **Home Improvements**

This is a great time to tackle minor home improvement projects like painting, power-washing outdoor surfaces, or refreshing your flooring. Every little improvement makes a difference, but you'll probably want to save the big remodeling projects for your next home.

7. **Prepare Yourself**

Selling your home takes a lot of time and energy, so it's a good idea to get yourself ready for the selling season. Develop a plan, coordinate with other members of the household, and maybe even set aside a bit of time for relaxation before showings and open houses begin.

All of us have been preparing for spring, and your home is no different. Selling your house is much easier when you take the time to plan, prepare and put your strategy into action. The right real estate agent will help you simplify selling your house this spring and these 7 steps are where to start.

Dennis Gonatas is the 2022 President of the Youngstown Columbiana Association of REALTORS®