

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

STAGING YOUR HOME TO SELL THIS SPRING

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Spring is right around the corner and what does that mean for the real estate market? The spring selling season! As predicted, the real estate market is stabilizing as we head into March. With mortgage rates easing, many buyers are eager to find their dream home. In January, home sales in Ohio were down compared to sales recorded this time a year ago. And because of this, many of you may be wondering what has happened to home values over the last few months. Contrary to what you might think, home values across Ohio have increased by 3.2%, according to Ohio REALTORS®. With home values continuing to increase and buyer demand strong, Spring may be the perfect time to sell your home.

If selling your home this spring interests you, let's discuss some ways to prepare your home to sell. Remember, a home that looks its best is more likely to sell faster and at a better price. Here are a few tips for preparing your home for market and staging it for showings:

OUTSIDE

- Repaint or touch up trim - Make needed repairs - Wash windows and screens - Trim trees, hedges, and shrubs - Weed lawn and maintain mowing

ENTRANCE

- Check doorbell and replace lightbulbs - Put out a new, clean welcome mat - Clean, repair or repaint front door - Sweep walkway

GENERAL

- Replace burned-out lightbulbs - Clear out closets - Eliminate clutter - Neutralize and depersonalize

ROOMS

- Touch-up or repaint walls, trim and ceilings - Clean or replace carpeting - Clean curtains and blinds - Clean fireplace, mantle and surrounding areas - Update décor like throw pillows, bedspreads, hand towels

KITCHEN & BATH

- Clean appliances inside and out - Clear out and clean cabinets, drawers and pantry - Clean, repair or replace faucets and fixtures - Declutter counters

BEFORE EACH SHOWING

- Pick up toys and clutter - Clean off counters and tabletops - Turn on lights - Make beds - Make sure home smells inviting - Set thermostat to comfortable temperature

So, what are your next steps? Contact a local REALTOR® to walk you through the selling process from START to SOLD. A REALTOR® can provide you with a customized 'Comparative Market Analysis' to show you what your home is worth in today's market. They can also give you tips on how to prepare the exterior and interior of your home in preparation for the sale. Selling a home can be stressful, but with the right REALTOR®, it can be a seamless process.

Michael Stevens is the 2023 President of the Youngstown Columbiana Association of REALTORS®