

How to Prepare to Sell Your Home This Spring

Beaver County Association of Realtors® – Traditionally, Pennsylvania's housing market warms up when the weather does, encouraging many sellers to list their homes. Is your home ready to sell this spring?

“Springtime offers home sellers great seasonal opportunities to increase their home's marketability,” said BCAR President Brett Green. “For example, many people are already spring cleaning this time of year, and sellers can use that momentum to their advantage. To potential buyers, a clean home is refreshing, welcoming and appealing.”

Sellers should consider deep cleaning to make the best first impressions on potential buyers, both in listing photos and in person. Things that are often overlooked and not cleaned inside include: curtains/drapes, walls, door knobs and handrails, light switches, areas behind appliances, ceiling fans, kitchen cabinet fronts/tops, baseboards, tops of window trim and wall art, electronics and bathroom exhaust fans.

“Home exteriors matter just as much, if not more,” Green added. “The outside of your home truly gives potential buyers their first impression, so don't exclude your home's exterior from your spring cleaning. Wash exterior walls and windows and clean away dirt, leaves and other debris.”

In addition to exterior cleaning, sellers can consider landscaping to further increase curb appeal. This can be especially helpful to Pennsylvania home sellers after a long, drab winter. Planting grass in bare spots, weeding, and placing colorful flowers (planted or potted) can provide a much-needed refresh, livening up the exterior and welcoming buyers.

Inside, open curtains and drapes to let natural light in, embrace light and airy colors, place a few indoor plants and utilize fresh, subtle scents, like linen and citrus.

“In Pennsylvania, spring marks the time when many people want to be outside again,” Green said. “When it comes to home selling, highlighting outdoor spaces and creating a more seamless indoor-outdoor transition can be a great way to entice prospective buyers. If you plan to sell this spring, a trusted Realtor® can provide you with more tips on spring cleaning, landscaping, and staging your home to its fullest potential.”

###

The Pennsylvania Association of Realtors® is a trade/professional association that serves more than 38,000 members in the commonwealth of Pennsylvania.