

Summer is a great time to stage your house for sale

Mario Fazio - July 2024

The Bank of Canada, for the first time in over 24 months, has reduced Interest rates by ¼ per cent . Some people think this is the beginning of lower rates. I think it is a first step that will be a long process over time, and won't reach the record low levels of a few years ago. Yet, this is a good time to buy.

Summer can be prime season for real estate sales and both buyers and sellers should be ready. Sarnia-Lambton is a fairly balanced market, with lower priced houses moving fast and higher priced home taking longer. Our average price is still well below the national average so we are attracting interest from outside our area.

Summer is a good time to show and sell your home when people discover and enjoy our beautiful location and often think of moving here.

Taking some simple steps to make your home show-ready and more attractive is easier in the nice weather. Curb appeal, backyard oasis and gardens can be strong selling features. Start with proper grass trimming and fertilizing to make the green pop out at you. Your gardens should be trimmed, weeded with fresh mulch or stones added to accent the plants. All yard clutter should be removed or stored away. If you have back yard amenities, they should be all on full display and set up like you would be enjoying their use so buyers can envision themselves there.

Inside you should declutter and make all the minor repairs you have been putting off.

Clean everything and if you need to hire professionals this would be a good investment. I do not recommend major renovations or upgrades, but a fresh coat of light-colored paint is always welcoming.

With the longer daylight hours, there will be more time to find and sell houses. Contact an experienced realtor that has a track record of handling sales in this type of market, and put them to work for you!