



## **Sunday Column**

**By Kim Bragman, 2020 Chairman**

**8/09/2020**

### **Sell Your Home This Summer**

Selling your home can be no easy feat, especially during the hot summer months. However, there are a number of reasons that this summer could be the best time to put your house on the market. Despite the COVID-19 outbreak, real estate transactions have continued through the use of virtual tours and online showings, making it more convenient than ever to make your next move.

By the summer potential buyers will have received their tax refund checks and that may be just what they need to pull together a down payment. Selling in summer also gives families time to settle in before school starts. All of these reasons make summer a perfect time to market your home for sale.

Here are a few tips to make sure your house is sold for the best price and in plenty of time for fall:

- **Air Conditioning.** During the summer, your house can become hot and stuffy. Keep the air conditioning at a reasonable temperature; not so cold that buyers will be searching for their jackets, but cool enough that they won't want to go back into the heat outside.
- **Summer Plans.** Plan your outings in advance so you can list your home accordingly. Timing is everything when it comes to selling a home, so make sure that when offers start coming in that you are available.
- **Landscaping.** Your front yard is the first thing people notice about your house, so make sure your lawn and flower beds aren't suffering in the summer heat. Keep the grass trimmed by mowing often, plant fresh flowers and remove any debris from the lawn. Also, clean your deck, porch, patio or outdoor kitchen and repaint or make any necessary repairs. This is your outdoor space's chance to shine, so keep it in top condition all season.

- **Work with a REALTOR®.** Remind sellers that real estate is local so it's important to work with a REALTOR® who is familiar with your community. These professionals know the pricing strategies, buyer preferences and marketing approaches that will achieve the best results in your area.

Keeping these tips in mind will help you increase your chances of quickly finding the right buyer for your home this summer.

For more information on buying, selling, or leasing your home visit [SABOR.com](http://SABOR.com) and use a San Antonio area REALTOR®.

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