

What is the Best Time of the Year to Sell?



Determining the best time of year to sell a home can vary depending on various factors such as school calendars, holiday seasons and personal circumstances. But in Southern California, due to our almost year-round sunshine (unlike the rest of the country), the ideal time for selling a home is somewhat less influenced by the weather.

Below is an itemized breakdown of potential considerations:



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- **Spring (March to May):**

- Mild weather: Spring in Southern California typically offers pleasant weather, making it an attractive time for homebuyers to explore properties.
- Landscaping appeal: Spring brings blooming flowers and lush greenery, enhancing curb appeal and making properties more visually appealing.
- Family-friendly timing: Families often prefer to move during the spring and summer months to avoid disrupting the school year, making this period conducive to selling family homes.

- **Summer (June to August):**

- Extended daylight hours: Longer days during the summer months provide more opportunities for home viewings, even after regular working hours.
- Vacation season: Many potential buyers, especially families, may have more flexibility to attend open houses and viewings during the summer vacation season.
- Competitive market: Increased buyer activity during the summer can create a competitive market environment, potentially leading to multiple offers and quicker sales.



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- **Early Fall (September to October):**

- Continued warm weather: Southern California's mild climate often extends into early fall, allowing for comfortable home showings.
- Back-to-school timing: Families who aim to move before the new school year often finalize home purchases in early fall, leading to increased buyer interest.
- Less competition: With fewer listings compared to the peak summer season, sellers may face less competition, yet still benefit from active buyer demand.

- **Late Fall to Winter (November to February):**

- Holiday slowdown: The holiday season and colder weather can lead to a slight slowdown in the real estate market as buyers and sellers focus on holiday activities and travel.
- Motivated buyers: While overall market activity may decrease, buyers who are actively searching during this time are often more serious and motivated to make a purchase.
- Less inventory: With fewer homes on the market, well-presented properties can stand out more, potentially attracting serious buyers.

Ultimately, the best time to sell a home in Southern California may depend on individual factors such as personal preferences, urgency to sell, and market conditions. It's essential for sellers to consult with a local real estate agent who can provide insights tailored to their specific situation and local market dynamics.



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Do have any other questions?
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