



Should I put my Property on the Market just before Christmas?

Here at Millbanks Estate Agents we get this question asked frequently at this time of year. We also have potential sellers say they are going to wait until after Christmas and put their property on the market in the New Year.

But Why?

The mind-set of most sellers is that 'no one is looking at this time of year' and 'who would want to move at Christmas'. But the idea that houses don't sell in November and December comes from outdated historical trends. It is in fact one of the best times to be buying and selling. Here are the reasons why.

As a Purchaser

As a buyer, you could find the perfect property for a great price due to less competition this time of year. You may also find you have more time to view properties before you make that all important decision of which one to buy. You will be viewing properties in the less desirable weather than the rest of the year. Once you have purchased your new home you will be living in it all year round so why not choose your perfect property on a cold and wintry day? This will also determine how naturally light a property is and how 'warm and cosy' it may feel. It will also see how 'sturdy' the property may be and on wet days whether there are any leaks etc. During the warmer months these defects may be masked.

It could also mean as it's traditionally 'less busier' this time of year, the conveyancers may be able to process the sale through quicker meaning you will be able to purchase your home sooner than say in the more traditionally busier springtime period.

As a Seller

As a seller you will have less competition this time of year which will mean potential purchasers will only be viewing your property instead of many.

Buyers at this time of year are more motivated to purchase which could result in your property selling quicker than if it were marketed in the warmer months.

Statistics show that on Rightmove, over the Christmas period more views are made searching for properties than at any other time of the year. This means your property will be seen many more times by potential purchasers than at any other time.

Again, as mentioned with purchasing, the conveyancing may be able to be processed quicker with fewer transactions taking place this time of year.

So What's Stopping You?

Now I've put your reservations to rest, do contact myself and the Team at Millbanks Estate Agents to arrange your bespoke Market Appraisal of your property. Thinking of buying? We will be happy to show and discuss with you all our properties we currently have for sale.

Your 'Dream Home' could be waiting for you right here.....

