



WELCOME TO OUR HOME

🌸🏠 Welcome Spring! Your Ultimate Real Estate Season! 🌸🏠

As the days grow longer and the temperatures begin to rise, it's evident that spring has arrived! With its vibrant blooms, rejuvenating sunshine, and a sense of new beginnings, spring brings about a wave of energy that extends beyond just nature. For the real estate market, spring is often hailed as the prime season for buying and selling homes, and for good reason!

Why Spring? Springtime marks the resurgence of the real estate market for several reasons:

Optimal Weather: With the harsh winter weather behind us and the mild, comfortable temperatures of spring settling in, buyers are more inclined to venture out for home viewings. The pleasant weather also showcases properties in their best light, making them more appealing to potential buyers.

Curb Appeal: The arrival of spring brings about a burst of color as flowers bloom and trees regain their lush foliage. This natural beauty enhances the curb appeal of homes, attracting more buyers and potentially increasing property values.

Timing: Families often prefer to move during the summer months when children are out of school. Thus, spring is the perfect time for buyers to start their home search, ensuring they can complete the buying process and settle into their new home before the next school year begins.

Fresh Start: Just as nature undergoes a transformation in spring, many people feel inspired to make changes in their lives, including finding a new home. Whether it's upgrading to a larger space, downsizing, or relocating to a new area, spring symbolizes a fresh start for many homebuyers.



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SPRING TIME TIPS FOR BUYERS AND SELLERS

For Buyers:

Start Early: With the increased competition during the spring season, it's essential to begin your home search early to get ahead of the competition.

Get Pre-Approved: Secure financing pre-approval before starting your home search to demonstrate your seriousness to sellers and streamline the buying process.

Act Fast: In a competitive market, desirable properties can receive multiple offers within days of being listed. Be prepared to act swiftly when you find a home that meets your criteria.

For Sellers:

Enhance Curb Appeal: Take advantage of the spring season by refreshing your landscaping, planting colorful flowers, and ensuring your home's exterior is in top condition to attract buyers.

Declutter and Depersonalize: Clear out clutter and remove personal items to allow potential buyers to envision themselves living in the space.

Price Strategically: Work with your real estate agent to set a competitive price based on current market trends and comparable sales in your area.

Upcoming Events:

Coming soon

March HOME MAINTENANCE TIPS

- ✓ Turn on outside faucets and check for damage
- ✓ Inspect roof for missing or damaged shingles and windows for water damage
- ✓ Spruce up your landscaping and bring it back to life
- ✓ Test and replace Batteries in carbon monoxide and smoke detector

In the *Eyes of Travar*

As we bid farewell to winter and embrace the warmth and vitality of spring, it's an exciting time for both buyers and sellers in the real estate market. With the right approach and guidance from experienced professionals, you can make the most of this prime season to achieve your home buying or selling goals.

If you're considering making a move this spring, don't hesitate to reach out. Our team of dedicated real estate experts is here to assist you every step of the way.

Here's to a successful and fulfilling spring season ahead!



MARKET UP DATE FOR *Virginia Beach, VA*

MEDIAN
SALES PRICE
\$356,500

MEDIAN DAYS
ON MARKET
13

SOLD TO
LIST RATIO
100.7%

HOMES
SOLD
392

MONTHS OF
INVENTORY
1.5

ACTIVE
INVENTORY
571

*DATA PROVIDED BY REIN. AS OF 12/31/23.



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