REAL ESTATE EDUCATION SERIES

RE/MAX Properties

When Is the Best Time to Sell a Home in Colorado Springs?

Choose a listing date that fits your home and your plans

Doug Petersen, Broker Associate
RE/MAX Properties | Colorado Springs

Spring and early summer are good windows to consider if your schedule is flexible. More buyers may be looking, but more sellers may be listing, too. The right time for your home depends on competing listings, how ready the property is, and what it costs you to wait.

1 Spring: plan early for a busier market

If you are aiming for spring, work backward from your listing date. Finish the repairs that matter, prepare the exterior, and schedule photography. Review competing listings before setting your price. A busy season may bring more showings, but buyers may also have more homes to choose from.

2 Summer: build in time for your move

Early summer may suit sellers who want to move before school starts. Work backward from your desired possession date and allow time for negotiations, inspection, appraisal, and closing. If the next home is not ready, plan for a gap rather than counting on both transactions lining up.

3 Fall and winter: weigh fewer buyers against fewer listings

Cooler months can bring fewer showings. If similar homes are also scarce, a well-prepared listing can still stand out. Keep walks and driveways clear, schedule photos for good light, and give buyers practical showing windows. If your timeline is firm, waiting for spring may offer little benefit.

4 Check your neighborhood and price range first

Ask how many similar homes are active, what has gone under contract recently, how long comparable listings took to sell, and whether sellers are cutting prices. Use recent closed sales to set price expectations. Regional reports give context; your closest comparable properties tell you what buyers will see.

A seasonal pattern is a starting point

A busier month does not guarantee a better offer. The mix of homes sold can change from month to month. Look at comparable homes in your part of Colorado Springs before treating a regional median price as evidence of what your home could sell for.

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Compare listing now with waiting

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Choose the option that best serves your move and your likely net proceeds. A higher sale price later can still leave you with less after the cost of holding the property or handling an overlap with your next home.

5 List sooner when the home is ready and timing matters

Listing sooner may make sense if you have a firm relocation date, want to avoid carrying two homes, or see few comparable listings today. Review recent sales and price against current alternatives. Leave room in your calendar for the time it takes to accept an offer and close.

6 Wait when you have a specific reason and a deadline

A short delay can make sense to complete a worthwhile repair, get the home ready for photos, or line up your next housing. Set a target date and a budget for the work. Avoid delaying solely because you expect rates to drop or prices to rise.

7 Run two estimates of your net proceeds

Compare expected sale price, selling expenses, mortgage payoff, and the additional costs of waiting. Include mortgage interest, taxes, insurance, utilities, HOA dues, upkeep, and any overlap costs. In this comparison, track principal separately: it reduces the mortgage balance and is not a carrying expense.

8 Pick a launch date and a review date

Before listing, agree on the first date you will review showing activity, buyer feedback, and new competition. Decide what would trigger a change to price, presentation, or showing access. Recheck the plan if a new listing changes the choices buyers have in your price range.

Quick example: what would waiting need to earn?

If waiting three months adds $2,000 per month in carrying costs, that is $6,000. You would need at least $6,000 more after selling expenses, before mortgage payoff, just to cover the added holding costs. Compare that hurdle with what recent comparable sales support.

Market references: Pikes Peak Association of REALTORS® monthly market reports | NAR: existing-home sales and seasonality
For a neighborhood-level timing and pricing review, contact Doug Petersen. Example is illustrative; actual costs and outcomes vary.

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