

5 KEY FACTS TO KNOW SELLING IN TODAY'S MARKET

Springs Home Team | eXp Realty

“Selling your home is a milestone. Today’s slower market means that preparation and strategy matter more than ever.”

 **HOME**
TEAM

719-244-2333

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Fact 1

Homes in Colorado Springs are on the market longer

Today's buyers have more listings to consider, cautious budgets, and higher expectations. In 2025, the average home in Colorado Springs spends around 40–45 days on market, compared to much faster turnover in prior years. Buyers are taking their time, comparing more options and expecting move-in ready homes. Position your home right from day one is key to avoiding stail listings

Fact 2

Over priced homes = multiple price reductions

The biggest error isn't bad marketing — it's listing your home too high. Homes that launch overpriced homes quickly lose momentum, get zero to few showings, forcing sellers into multiple price cuts and lower final offers. Pricing strategically from the start creates urgency, attracts more qualified buyers, and can save you thousands in lost time and carrying costs.



**“YOU DON'T GET A
SECOND CHANCE
AT A FIRST
IMPRESSION.”**

Fact 3

Your home can appeal to more buyers and can sell faster with just a few simple updates

You don't need a remodel to make your home irresistible. Fresh paint in neutral tones, updated light fixtures, and small touches like modern hardware or greenery make rooms feel brighter and more inviting. These low-cost changes often deliver a 70–80% return on investment and can cut your days on market in half.

Fact 4

Creating curb appeal matters

Your first showing happens from the street. A tidy lawn, clean walkways, and a freshly painted front door can add up to 7% in perceived value. Buyers decide how they feel about a home within seconds — and great curb appeal gives them confidence before they ever step inside.



“BUYERS DECIDE
WITHIN SECONDS—
MAKE EVERY
DETAIL COUNT”

Fact 5

Be flexible when showing your home

With more homes available, buyers simply won't wait for access. Sellers who approve showings quickly and keep their homes ready to view see significantly higher foot traffic — and more offers. Being flexible shows motivation, builds trust with agents, and keeps your listing top of mind for serious buyers.



“Ramona and her team were excellent in the home buying process. They were responsive and willing to go the extra mile to answer our questions and make sure we got the best deal on our home. Would highly recommend!”

-Lauren

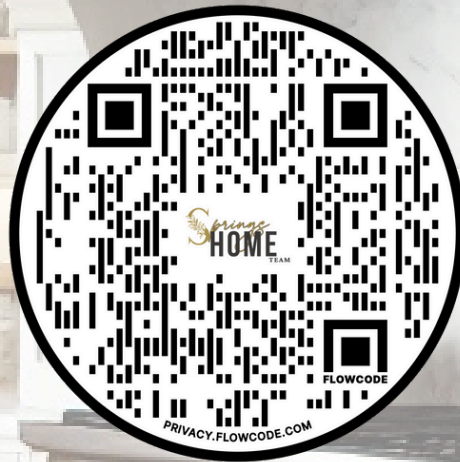


“THE RIGHT
PRICE BRINGS
THE RIGHT
BUYERS.”

THANK YOU

Considering selling with the Springs Home Team.
Our mission is simple:

We are a top-producing, high-touch real estate group known for delivering white-glove service that is result driven. With over two decades of combined experience in Colorado Springs, The Springs Home Team brings unmatched knowledge of local neighborhoods, pricing trends, and buyer behavior. We're not just marketing homes —we're curating experiences and preserving equity for our clients.



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READY TO TAKE THE NEXT STEP? CONTACT US TODAY FOR
A PERSONALIZED CONSULTATION.



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