Environment Department Doesn’t Have a Clue on Housing

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Apartment size target is a game of numbers

LINDA DALY
MARKET WATCH

Price watch: East Corck
Wilkinson Grimes
4 bed detached
Willowbank Court, Hermitage Grove, Cork
€250,000

Heresy Grove
Cask
2 bed townhouse
€325,000

Carline Village
Vargal
4 bed detached
€460,000

Elkane West
4 bed detached
€499,000

As the property market springs back to life, we ask the experts how to maximise your chances of a sale, says Cian Molloy

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icher is the best time to try to get a home on the market. There are two annual property assessment cycles in county, spring and autumn, bookended by the Christmas break and the summer holidays. The spring house-buying and selling season begins in January, when buyers enter the market with a firmer resolve to either move or finally get on the property ladder. It can pay dividends to have your “sale-agreed” in the New Year, says Charlene Ferry, a director at E状态下。

“In the early new year, there is a scarcity of properties on the market, so quite often property is at a premium. The market is at its peak activity from the end of March to May, and then it tends to slowly taper off as the summer holidays begin. Then it starts to pick up again as the summer holidays are over,” he says.

MARKETING

Tug-of-war helps, or maybe you’d prefer a real estate agent? Where do you stand on the matter of which they think the property is worth on the open market? you’ll assimilate what they can do from you, and you’ll find out what they charge. Commission ranges from 1% to 3% and the service includes very high-quality photography, front ad, website, marketing, photography services and brochure design. "When the market is down, nobody is talking no matter what you do, and your agent will tell you what they think. It can range from 1% to 2.5% and 3% for certain types of properties. The sales cycle can be up to 12 months, depending on the market conditions. It’s important to work with an experienced agent who can guide you through the process and help you sell the property in the best possible way.

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