

# 2025 Knysna Home-Sellers Guide - 2025 Spring Edition

Are you curious about the market value of your property, home, or vacant stand in Knysna, Sedgefield, Wilderness, or Mossel Bay?

Thinking of selling — or already on the market but not sold yet?

This guide is your go-to for practical tips, local insights, and Lightstone-backed data - whether you're ready to sell or just exploring.

I'm Nick Davel, your Knysna-based RE/MAX Coastal agent, backed by an award-winning team in Knysna and a global network.

- Grab my comprehensive [Moving Out & Relocation Guide](#) [HERE](#)
- Grab my comprehensive [Sole Mandate Guide & Checklist](#) [HERE](#)
- Grab my comprehensive [Property Seller's & Buyer's Checklist](#) [HERE](#)

## Why Knysna's Market is Buzzing in Spring 2025

Knysna's property scene is alive and thriving! With its international appeal, semigration flow, and lifestyle draw, buyers range from retirees and families to professionals relocating for a better quality of life.

According to Lightstone's Knysna Town Report (Aug 2024–Jul 2025):

- Total transfers: 612
- Total value: R2.278 billion
- Average sale price: R3.72 million

Recent 3 months (May–Jul 2025):

164 transfers worth R638 million, avg R3.89 million

- Ownership tenure: 47% >11 years, 25% <5 years
- Buyer age: 36–49 and 50–64-year-olds dominate
- Median valuation: R2.85 million (49th nationally)

Stock mix:

- 62.5% Freehold
- 25.9% Freehold in estates
- 9.7% Sectional titles
- 1.9% Sectional in estates

Luxury estate freeholds lead the value range, averaging R7.2 million.

The R1.5m–R3m band remains the fastest-moving segment.

## Knysna Market Snapshot – Current Listings

As of September 2025, Property24 shows approximately 681 live listings in Knysna:

- Houses: 272
- Apartments/Flats: 61
- Townhouses: 16
- Vacant land/plots: 264
- Farms: 31
- Commercial: 32
- Industrial: 4

This inventory reflects the competition every seller faces. Positioning and presentation are crucial to standing out.

## Spring and Summer Lifestyle Events & Their Impact on Sales

Knysna's buzz builds as the weather warms up:

- December holiday season: peak tourism and a surge of semigration viewings.
- Knysna Summer Festival (December): sports, food, and music bring exposure.
- Christmas & New Year: families, retirees, and foreign buyers house-hunt while on holiday.
- Garden Route summer tourism (Sept–Mar): outdoor properties shine.
- School holidays (Oct & Dec): semigrant families combine holiday with viewings.
- Golf tourism (Pezula, Simola, Knysna): tournaments attract estate buyers.

Impact: More buyer traffic, increased exposure, and decisive offers often come in January and February after the festive season.

## Seasonal Selling Strategy

- Best time to list: September–November.
- Prep gardens, decks, and outdoor spaces.
- Refresh lead photos with bright light and greenery.
- Price competitively — more buyers = more comparisons.
- Market strategically to Gauteng, Western Cape, and foreign buyers during holidays.

## Thinking of Selling?

Selling is personal — your 'why' shapes the strategy. Whether you're moving, downsizing, investing, or stuck with an unsold property, I offer Comparative Market Analysis (CMA) using Lightstone sales data, competition, and seasonal presentation insights.

## Sole Mandate vs. Open Mandate

If you're selling, choose smart:

- Sole mandate: One agent, one plan. Clear ads. Create bidding wars for better offers. No commission drama. Hold your agent responsible
- Open mandate: Multiple agents race to sell first, causing: Messy messaging, Lowball offers in a rush, Confused buyers
- Dual mandate: Two competing agents. My RE/MAX network in Knysna, Sedgefield, Wilderness, and Mossel Bay plays nice. I also play with all the top agents in town and will never miss a buyer!

Download my comprehensive sole mandate checklist [HERE](#)

## Should You Sell Privately?

Private sales sound tempting. Yes, you might save commission. But:

- No buyer perks: Buyers pay the same price, with no professional guidance. They miss out, and your sale could too
- Hidden costs: Adverts, photos, and legal fees pile up quickly
- Hassle: You handle showings, vet buyers, do the paperwork, etc
- Risks: Legal slip-ups can tank sales
- Non-emotional negotiation with a skilled estate agent

Many private sellers call agents after no luck with a sale. With me as your appointed agent, you get:

- Global reach: RE/MAX's international network markets your home worldwide
- Buyer database: Access to RE/MAX's eager, vetted buyers
- Drone shots, Google Ads, legal smarts
- Principled negotiations with potential buyers

 **Private sale tip:** Get a conveyancer early. Or let me run the show, grab my comprehensive sellers checklist [HERE](#)

## Why RE/MAX Coastal is a great bet when you sell

I'm your Knysna go-to agent with:

- Local know-how: From Westhill's epic views to Thesen Island's marina charm
- Global power: RE/MAX's international network puts your property on the world stage
- Buyer database: Instant access to RE/MAX's ready-to-buy prospects
- Winner of the 'Best of Knysna & Plett Readers' Choice Awards' 2024 and 2025
- Garden Route crew: Tight network ties in Sedgefield, Wilderness, Mossel Bay
- Digital flair: My marketing and Google Ads skills target the right buyers
- Proven track record in Knysna

Lightstone fact: 70% of RE/MAX sales come from referrals. Trust is our game.

[Email](#) me for a no-obligation chat!

## Make Your Property Pop Out From The Crowded Space

Buyers judge fast:

- Declutter: Clear spaces feel huge
- Store: Packed tidy storage areas
- Clean: Fresh smells, shiny windows
- Fix: Patch pet odors, messy gardens
- Stage: Cozy throws, fresh flowers work

Vacant stands: Clear weeds, mark boundaries clearly, flaunt your views (Knysna Heights, Paradise shines). Want my top 10 property staging tips?

## Referral Bonus Score R10,000!

Do you know someone selling in Knysna, Sedgefield, Wilderness, or Mossel Bay? Please send them my way. If I secure their mandate and sell, I'll pay you, or a charity of your choice, **R10,000** within one week of the property registering at the deeds office. Share this guide or connect them with me. Email [nick@remaxcoastal.co.za](mailto:nick@remaxcoastal.co.za) to refer!

## What buyers see and what sellers often miss

Buyers notice:

- dark, chilly rooms - light it up
- over-packed cupboards - stack them neatly
- pet smells - not everyone appreciated our extended family members
- messy gardens - do the best you can
- dusty & cluttered shelves
- do the small fixes... hinting at possible bigger issues
- Street appeal - what your home looks like from the street

Let me run the showings. I will tailor tours to buyers' needs.

 Nick's Tip: Don't tag along with viewings; buyers need space to dream.

## Marketing copy and graphics that grab the buyer's attention

Buyers start their buying journey online.

My plan includes:

- Professional photos: Crisp, inviting shots
- Drone footage: Epic views from Knysna Heights or Wilderness areas
- Video reels: Social media clips that pop
- Google Ads: Hitting buyers seeking Garden Route properties
- RE/MAX database: Connecting to pre-qualified buyers fast

💡 Lightstone nugget: Gauteng and Western Cape buyers rule. I target them with smart ads. Want a custom, no-obligation marketing plan? [email me now!](#)

## Decoding Purchase Offers (OTP's)

The highest offer isn't always the best.

Checklist:

- Cash buyers: Cash, pre-approved buyers close quickly
- Conditions: Conditional offers & buyers' bank approvals can stall a sale
- Fixtures: Be clear on what stays and what does not stay in the sale

A recent Belvedere sale crashed over a sentimental couch. Clear terms save the deal. I'll help you pick a winner. Do you have Offer To Purchase (OTP) questions? [Email me!](#)

## Why Some Homes Do Not Sell

The number one reason homes sit on the market is simple: **they're priced too high**. Buyers today compare properties online. If your home is above similar listings in your suburb, they'll scroll past, assuming it's out of reach or not worth the premium. For example, if three lagoon-view homes in Knysna Heights are around R4.2m and yours is listed at R4.8m, it won't even make the shortlist.

Once a home sits unsold, it becomes a **stale listing**, and buyers start asking what's wrong with it — even when the only issue is the price. Poor marketing adds to the problem: cellphone photos and weak copy make even a fairly priced home invisible compared to a competitor with professional photos, drone shots, and strong lifestyle appeal.

The truth is: correct pricing and great marketing create urgency and competition. Overpricing and under-marketing lead to wasted time, fewer viewings, and often a lower final sale price.

💡 **Nick's Tip**: *If three similar homes are listed at R4.2m–R4.5m, don't price yours at R4.9m — buyers won't even click. Price it right and let competition push the offers up.*

## Timing Your Sale

Knysna's property market thrives year-round, but each season brings its own advantages. Spring and summer ignite a vibrant buzz: warmer weather, longer evenings, lush gardens, and a surge of visitors drawn to Knysna's natural beauty and lively events — all of which significantly increase buyer footfall and listing visibility. Meanwhile, Winter 2025 stood out for attracting highly motivated buyers... often retirees or semigrants from Gauteng and the Western Cape...who seek inviting homes and scenic vacant stands in areas like Westhill and Paradise, where Knysna's lagoon and forest vistas are at their most striking under that crisp winter light.

As we transition into Spring and Summer, Knysna transforms into a showcase of lifestyle appeal. The Beautiful Homes of Knysna event (early September) invites visitors to tour

stunning gardens and interiors, often inspiring seekers of move-in-ready homes. The Lions Karoo to Coast sporting event (September) brings health-conscious spectators who may extend their visit into house-hunting trips. In October, the Pink Walk for Breast Cancer Awareness adds foot traffic from community-minded visitors. Come November, the Knysna Extreme & 0.5 challenge (November 1) energizes the town with active buyers eyeing homes that match their sporty lifestyles. And over December and January, the peak holiday season floods the town with families, holidaymakers, and potential buyers whose leisurely viewings often convert into solid offers — especially on homes with outdoor entertainment areas, greenery in bloom, and lifestyle amenities.

### After the Sale & Moving Checklist

Conveyancers handle transfers in 8 to 10 weeks. Sellers must provide compliance certificates, cancel bonds, and prep for handover. My moving checklist keeps you organised for a smooth transition. See my comprehensive relocation guide [HERE](#)

Need an updated (CMA) Current Market Analysis of your home? Email me by clicking [HERE](#)

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## Knysna Town Lightstone Property Report

Scroll Down

## Town Report

Knysna, Knysna | Western Cape



**Nick Davel**

# REPORT  
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### Town Details TOWN

Knysna, Western Cape

MUNICIPALITY

**Knysna**

PROVINCE

**Western Cape**



### Market Stock



- FREEHOLDS IN ESTATE  
**3239(25.93%)**
- SECTIONAL TITLES IN ESTATES  
**234(1.87%)**
- FREEHOLDS  
**7810(62.53%)**
- SECTIONAL TITLES  
**1207(9.66%)**

## Town Demographics

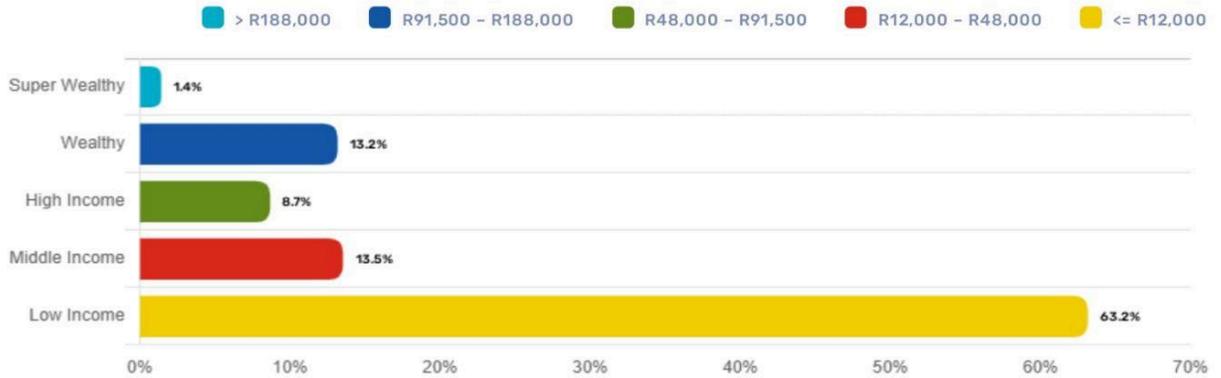
NUMBER OF ADULTS



NUMBER OF ECONOMICALLY ACTIVE INDIVIDUALS



### Estimated Wealth Bracket Distribution

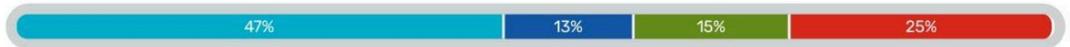


## Period of Ownership

> 11 YEARS (light blue) 8 - 10 YEARS (dark blue) 5 - 7 YEARS (green) < 5 YEARS (red)

AUG 2024 - JUL 2025

Existing Owners



AUG 2024 - JUL 2025

Recent Sellers

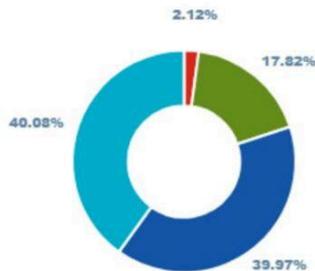


## Age of Owners

PENSIONER: > 65 (light blue) MATURE: 50 - 64 (dark blue) MIDDLE AGED: 36 - 49 (green) YOUTH/ADULT: 18 - 35 (red)

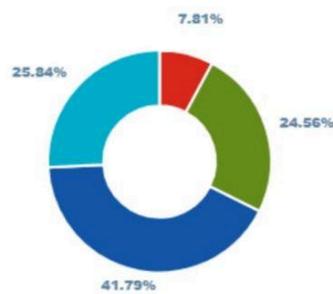
AUG 2024 - JUL 2025

### Stable Owners



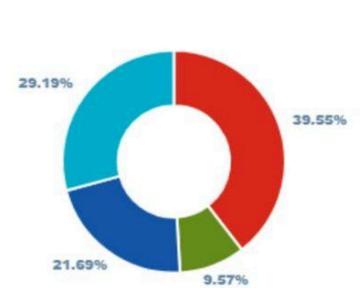
AUG 2024 - JUL 2025

### Recent Buyers



AUG 2024 - JUL 2025

### Recent Sellers



## Repeat Sales

Total Transfers	LAST 3 MONTHS		MAY 2025 - JUL 2025		LAST 12 MONTHS		AUG 2024 - JUL 2025	
	COUNT	TOTAL VALUE	AVERAGE	COUNT	TOTAL VALUE	AVERAGE	COUNT	TOTAL VALUE
	<b>164</b>	<b>R 638 363 350</b>	<b>R 3 892 459</b>	<b>612</b>	<b>R 2 277 819 509</b>	<b>R 3 721 927</b>		
 SECTIONAL SCHEME <b>Developed</b>	<b>28</b>	<b>R 54 584 250</b>	<b>R 1 949 437</b>	<b>105</b>	<b>R 178 386 000</b>	<b>R 1 698 914</b>		
LESS THAN R400 000	1	R 250 000	R 250 000	1	R 250 000	R 250 000		
R400 000 - R800 000	1	R 730 000	R 730 000	6	R 4 130 000	R 688 333		
R800 001 - R1 500 000	11	R 13 683 000	R 1 243 909	53	R 64 403 000	R 1 215 150		
R1 500 001 - R3 000 000	11	R 23 846 250	R 2 167 840	37	R 78 753 000	R 2 128 459		
GREATER THAN R3 000 000	4	R 16 075 000	R 4 018 750	8	R 30 850 000	R 3 856 250		
 ESTATE <b>Developed Freehold</b>	<b>57</b>	<b>R 314 565 000</b>	<b>R 5 518 684</b>	<b>176</b>	<b>R 989 949 684</b>	<b>R 5 624 714</b>		
LESS THAN R400 000	-	-	-	1	R 290 461	R 290 461		
R400 000 - R800 000	3	R 2 000 000	R 666 666	4	R 2 500 000	R 625 000		
R800 001 - R1 500 000	3	R 3 800 000	R 1 266 666	7	R 9 809 000	R 1 401 285		
R1 500 001 - R3 000 000	12	R 32 275 000	R 2 689 583	44	R 110 447 898	R 2 510 179		
GREATER THAN R3 000 000	39	R 276 490 000	R 7 089 487	120	R 866 902 325	R 7 224 186		
 ESTATE <b>Developed Sectional Scheme</b>	<b>10</b>	<b>R 43 688 000</b>	<b>R 4 368 800</b>	<b>43</b>	<b>R 175 117 995</b>	<b>R 4 072 511</b>		
LESS THAN R400 000	-	-	-	-	-	-		
R400 000 - R800 000	-	-	-	1	R 575 000	R 575 000		
R800 001 - R1 500 000	-	-	-	-	-	-		
R1 500 001 - R3 000 000	2	R 5 600 000	R 2 800 000	16	R 41 744 997	R 2 609 062		
GREATER THAN R3 000 000	8	R 38 088 000	R 4 761 000	26	R 132 797 998	R 5 107 615		
 ESTATE <b>Land Only Freehold</b>	<b>10</b>	<b>R 25 731 000</b>	<b>R 2 573 100</b>	<b>65</b>	<b>R 165 665 730</b>	<b>R 2 548 703</b>		
LESS THAN R400 000	-	-	-	-	-	-		
R400 000 - R800 000	1	R 785 000	R 785 000	8	R 5 499 730	R 687 466		
R800 001 - R1 500 000	2	R 1 950 000	R 975 000	33	R 37 395 000	R 1 133 181		
R1 500 001 - R3 000 000	5	R 10 250 000	R 2 050 000	15	R 29 900 000	R 1 993 333		
GREATER THAN R3 000 000	2	R 12 746 000	R 6 373 000	9	R 92 871 000	R 10 319 000		
 FREEHOLD PROPERTY <b>Developed</b>	<b>54</b>	<b>R 193 315 100</b>	<b>R 3 579 909</b>	<b>181</b>	<b>R 722 532 600</b>	<b>R 3 991 892</b>		
LESS THAN R400 000	6	R 1 441 100	R 240 183	18	R 3 273 600	R 181 866		
R400 000 - R800 000	-	-	-	3	R 2 050 000	R 683 333		
R800 001 - R1 500 000	3	R 3 465 000	R 1 155 000	7	R 8 715 000	R 1 245 000		
R1 500 001 - R3 000 000	15	R 32 644 000	R 2 176 266	59	R 137 049 000	R 2 322 864		
GREATER THAN R3 000 000	30	R 155 765 000	R 5 192 166	94	R 571 445 000	R 6 079 202		



FREEHOLD  
PROPERTY

5

R 6 480 000

R 1 296 000

42

R 46 167 500

R 1 099 226

**Land Only**

LESS THAN R400 000	-	-	-	1	R 30 000	R 30 000
R400 000 - R800 000	-	-	-	10	R 6 792 500	R 679 250
R800 001 - R1 500 000	27	R 6 480 000	R 1 296 000	27	R 32 195 000	R 1 192 407
R1 500 001 - R3 000 000	-	-	-	4	R 7 150 000	R 1 787 500
GREATER THAN R3 000 000	-	-	-	-	-	-

# First Time Registrations

Total Transfers	LAST 3 MONTHS		MAY 2025 - JUL 2025		LAST 12 MONTHS		AUG 2024 - JUL 2025	
	COUNT	TOTAL VALUE	AVERAGE	COUNT	TOTAL VALUE	AVERAGE		
	11	R 4 712 836	R 428 439	117	R 29 653 782	R 253 451		

**SS** SECTIONAL SCHEME  
**Developed**

ESTATE	0	R 0	R 0	1	R 1 750 000	R 1 750 000
<b>E</b> Developed Freehold						
LESS THAN R400 000	-	-	-	-	-	-
R400 000 - R800 000	-	-	-	-	-	-
R800 001 - R1 500 000	-	-	-	-	-	-
R1 500 001 - R3 000 000	-	-	-	1	R 1 750 000	R 1 750 000
GREATER THAN R3 000 000	-	-	-	-	-	-

**E** ESTATE  
**Developed Sectional Scheme**

ESTATE	0	R 0	R 0	20	R 16 657 684	R 832 884
<b>E</b> Land Only Freehold						
LESS THAN R400 000	-	-	-	1	R 290 461	R 290 461
R400 000 - R800 000	-	-	-	9	R 5 179 223	R 575 469
R800 001 - R1 500 000	-	-	-	9	R 9 670 000	R 1 074 444
R1 500 001 - R3 000 000	-	-	-	1	R 1 518 000	R 1 518 000
GREATER THAN R3 000 000	-	-	-	-	-	-

FREEHOLD PROPERTY	11	R 4 712 836	R 428 439	95	R 10 356 098	R 109 011
<b>P</b> Developed						
LESS THAN R400 000	9	R 262 836	R 29 204	92	R 2 906 098	R 31 588
R400 000 - R800 000	-	-	-	-	-	-
R800 001 - R1 500 000	-	-	-	-	-	-
R1 500 001 - R3 000 000	2	R 4 450 000	R 2 225 000	3	R 7 450 000	R 2 483 333
GREATER THAN R3 000 000	-	-	-	-	-	-

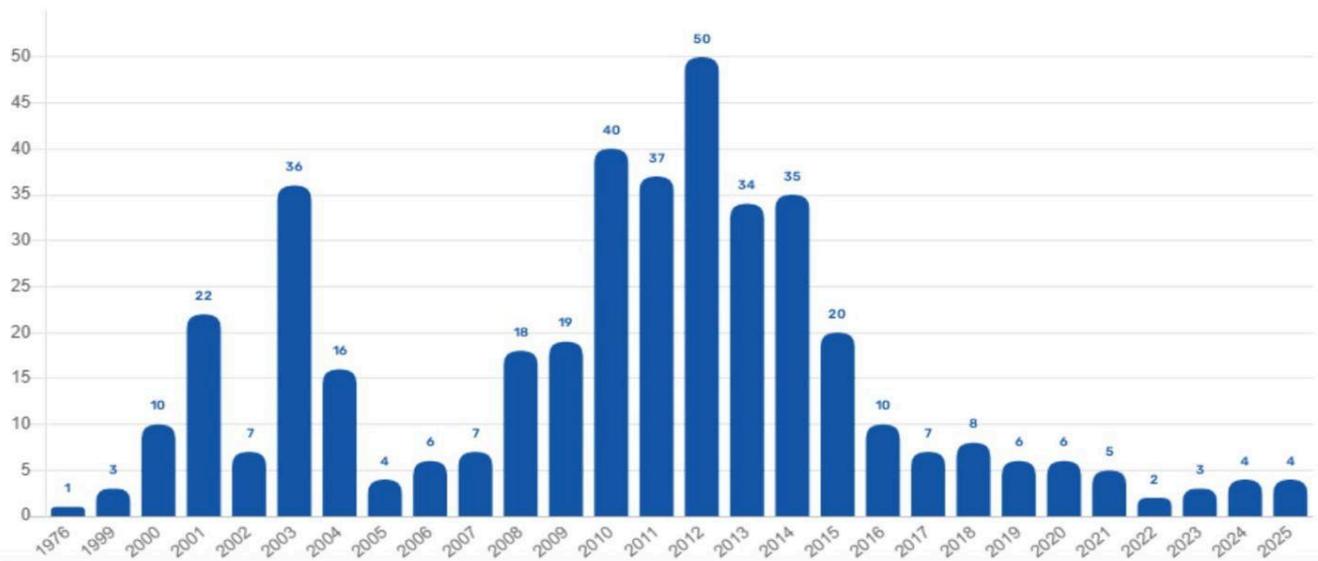
FREEHOLD PROPERTY	0	R 0	R 0	1	R 890 000	R 890 000
<b>P</b> Land Only						
LESS THAN R400 000	-	-	-	-	-	-
R400 000 - R800 000	-	-	-	-	-	-
R800 001 - R1 500 000	-	-	-	-	-	-
1	R 890 000	R 890 000				

R1 500 001 - R3 000 000	-	-
-	-	-
-	-	-
GREATER THAN R3 000 000	-	-
-	-	-
-	-	-

**Important:** The data used in Lightstone's aggregated reports (Town, Suburb, Sectional Scheme and Estate reports) and market analysis tools reflect the trends in developed residential homes. Non-arm's length, non-residential sales, potential vacant land sales, sectional title garage sales and extreme outliers have been removed in order to provide the most accurate indication of true developed home sales. Should you require the full list of transfers in an area with no exclusions, please refer to the Transfer Report.

## Sales In Execution

### Number of sales in execution



## Town Ranking

Town

### Nearest Town Ranking

RANK	TOWN	MUNICIPALITY	PROVINCE	MEDIAN VALUATION
49	Knysna	Knysna	Western Cape	R 2 850 000
2	Buffalo Bay	Knysna	Western Cape	R 6 950 000
755	Rheenendal	Knysna	Western Cape	R 140 000
65	Sedgefield	Knysna	Western Cape	R 2 500 000
342	Plettenberg Bay	Bitou	Western Cape	R 720 000

RANK	TOWN	MUNICIPALITY	PROVINCE	MEDIAN VALUATION
6	Keurboomstrand	Bitou	Western Cape	R 5 300 000
699	The Craggs	Bitou	Western Cape	R 170 000
62	Wilderness	George	Western Cape	R 2 550 000
518	Haarlem	George	Western Cape	R 440 000
14	Natures Valley	Bitou	Western Cape	R 4 375 000
582	Uniondale	George	Western Cape	R 350 000

**Town**  
**Town Freehold National Ranking**

NUMBER OF TOWNS **856**

RANK	TOWN	MUNICIPALITY	PROVINCE	MEDIAN VALUATION
44	Mogale City NU	Mogale City	Gauteng	R 3 025 000
45	JB Marks NU	JB Marks	North West	R 3 000 000
46	Bushbuckridge NU	Bushbuckridge	Mpumalanga	R 3 000 000
47	Stilbaai	Hessequa	Western Cape	R 2 900 000
48	Kosmos	Madibeng	North West	R 2 900 000
49	Knysna	Knysna	Western Cape	R 2 850 000
50	Arniston	Cape Agulhas	Western Cape	R 2 850 000
51	Greyton	Theewaterskloof	Western Cape	R 2 825 000
52	Langebaan	Saldanha Bay	Western Cape	R 2 750 000
53	Pringle Bay	Overstrand	Western Cape	R 2 750 000
54	L Agulhas	Cape Agulhas	Western Cape	R 2 700 000

**Town Sectional National Ranking**

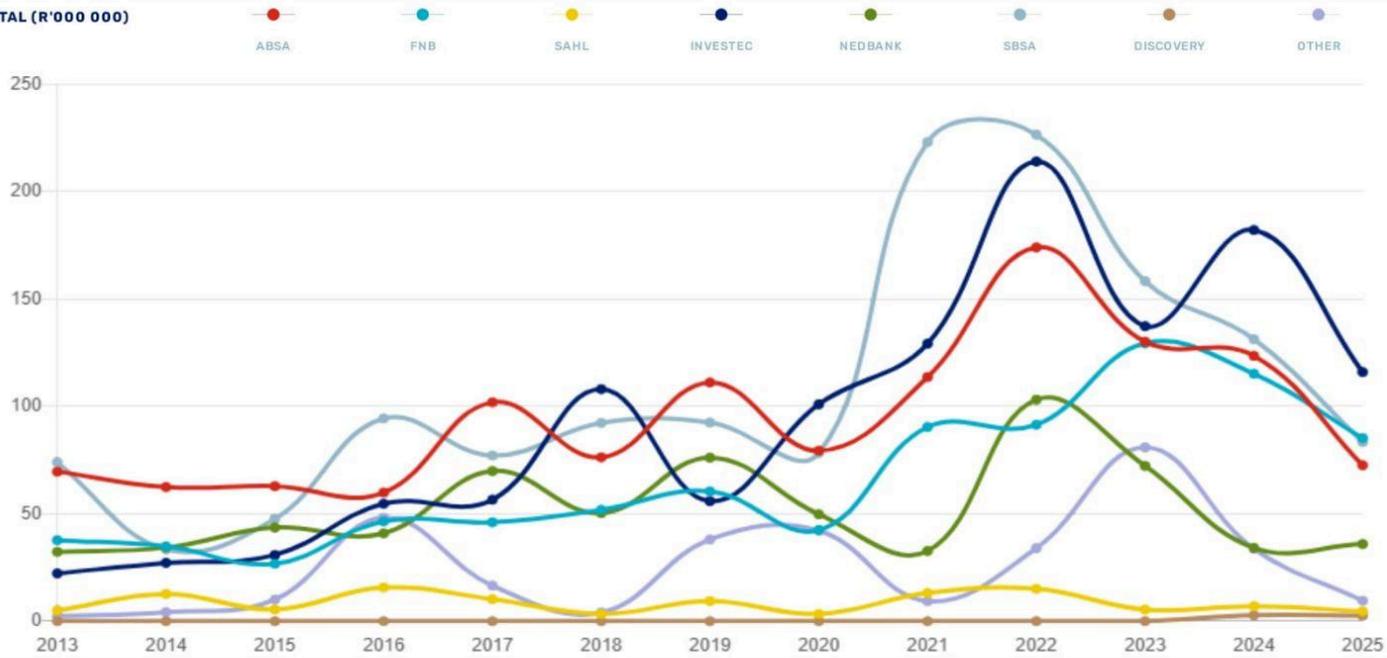
NUMBER OF TOWNS **351**

RANK	TOWN	MUNICIPALITY	PROVINCE	MEDIAN VALUATION
65	Robertson	Langeberg	Western Cape	R 1 550 000
66	Witsand	Hessequa	Western Cape	R 1 550 000
67	Infanta	Swellendam	Western Cape	R 1 550 000

RANK	TOWN	MUNICIPALITY	PROVINCE	MEDIAN VALUATION
68	Kouga NU	Kouga	Eastern Cape	R 1 550 000
69	uMshwathi NU	uMshwathi	KwaZulu-Natal	R 1 525 000
70	Knysna	Knysna	Western Cape	R 1 500 000
71	Langebaan	Saldanha Bay	Western Cape	R 1 500 000
72	Southbroom	Ray Nkonyeni	KwaZulu-Natal	R 1 450 000
73	Moses Kotane NU	Moses Kotane	North West	R 1 450 000
74	Underberg	Dr Nkosazana Dlamini Zuma	KwaZulu-Natal	R 1 450 000
75	Bedfordview	Ekurhuleni	Gauteng	R 1 400 000

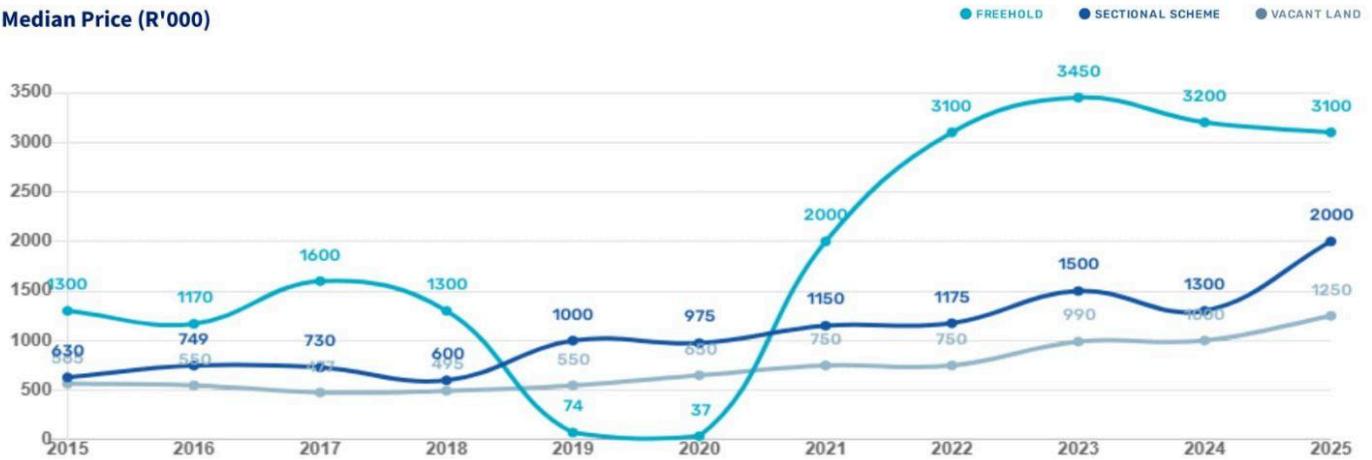
## Lending By Institution

TOTAL (R'000 000)

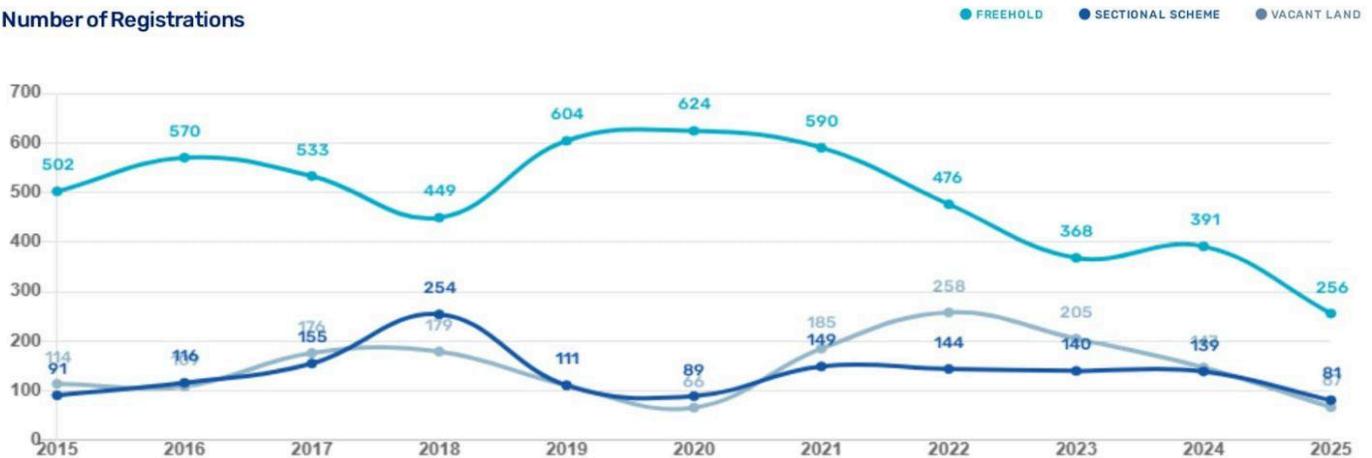


## Trends

Median Price (R'000)



Number of Registrations



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## Disclaimer

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