

TIPS FOR SELLERS

Sometimes, it's just time to sell.... The market might not agree, but if you have to move, you have to move, you might as well make the best of it. The most important thing to remember is that you are not the only person who is moving, there are buyers out there. Your job is to make your home the best value in your price range, in your town!

1. Know that this is not the time to be in touch with your feelings. Put your ego away and come forth as a business person. (Just for a little while)
2. The first thing to do is to go online to Realtor.com and look up the houses for sale in your area. Check the price range, and if any are having open houses go have a look. Look at the homes as a buyer would look at them.
3. As you drive home look at your house as a buyer would! Notice any work that might need doing. Minor repairs and yard work give you great return! If there is something major that needs repair consult with your realtor. There are a variety of ways to defuse a major repair. If you can't afford to fix something, be sure the buyer knows you know and have priced the home accordingly.
4. Enter your home from the front door - Does the bell work, is the entry appealing, does the house smell good when you walk in and is there someplace to put your coat, that's for you northern people.
5. Now look at every room very carefully. Is there clutter, over stuffed draws, piles in the corner.....You are going to have to pack soon, so why not now. If you have out grown your house, don't let the buyer realize that. Don't forget the option of a garage sale.
6. Once you have gotten rid of anything extra, start to clean like you have never cleaned before, Inside and out, walls and floors, kitchens and bathrooms. Some trim or rooms might need paint.....Do the windows work well.....are the screens clean? Etc.....

7. Now go around again and look for things that need a little extra.... Invite a friend over and ask him or her to try to find something. Don't forget shower pressure!
8. OK - Call a realtor. Or call me and I will arrange for one of the best in your town to call you. I am part of a network that helps you find the best and if for some reason you don't get along I can make the call.
9. The realtor will preview your home, make another list for you and come back with a market analyses, based on what has been selling and not selling in your area.
10. There are two mistakes you can make now (1) over price you home and (2) try to hide a defect. A buyers agent will prepare a market analyses for a buyer and a home inspector will find things! If the buyer thinks you are holding out they just might walk out.
11. Once your home is pristine and priced "perfectly" --- properly, It gets put on the market. Where and how the agent markets your property varies with your area, but know that buyers start on the internet just like you did. That means MLS! MLS feeds many sites.
12. If the property is not being shown, the # 1 reason is PRICE!
13. When there is a showing, put your valuables away and go for a walk.
14. Last but not least - commissions, lock boxes, showing instructions, back up offers and multiple offers are topics that you must talk about with your agent, these are areas that are covered by office policy.
15. Really last..... Remember When you do get an offer, look at the entire offer, not just the price.

If you have any question please feel free to call or e-mail me. I am always happy to assist you.