



Home Selling Tips

1. Timing.

Though timing isn't actually everything, understanding how to take advantage of timing is key. Harness the "Golden Time" a time when properties will receive bigger offers and be the most competitive.

2. Listing Price.

The price of your home is one of the most important factors in determining how quickly it will sell. This is what sellers typically have the hardest time with. People often over price their homes keeping away potential buyers from making an offer.

3. Property Preparation.

Sometimes the little things do matter. Cleaning can go a long way in making a home presentable. Declutter your stuff, it is hard for a buyer to imagine living in your home when your junk is all over the place. Neutral, fresh and depersonalized is the best way to sell a home.

4. Small Investments.

Sometimes small investments can make all the difference. Things like changing brass handles to silver are small fixes that can update a space quickly.

5. Curb Appeal.

This will be the first thing a buyer sees, better make a good lasting impression.

6. Remain Objective.

Remember you are selling your home, keep your emotion out of it. If someone doesn't like your choices it will be okay. Don't let your opinions of a home you won't own much longer stop you from getting it sold.

7. Big Investments.

The areas that are most important to buyers are the kitchen and bathrooms. If you plan on making big changes focus on these areas as historically they give the best return.



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