

## 6 HOME SELLING TIPS:

Even in the best market, selling a home can be stressful! Here are 6 tips to help to get the price and terms you want:

### 1. DO NOT JUST CONSIDER ONLY THE HIGHEST OFFER

Believe it or not, the highest offer on a home may not be the best! Look at the buyer's financial stability as well as the contingencies of the purchase. Buyers can back out of the purchase based on contingencies written in their offer such as appraisal, inspections, or loan. Financial stability may affect whether the purchase closes on time.

### 2. BE FLEXIBLE FOR HOME SHOWINGS

The harder it is to see your home, the harder it will be to sell it! Having people 'trampling' through your home is not fun; however, allow a lockbox to be put on. Lockboxes let your realtor know who has shown your home as well as the time it was opened. It is safe! If your listing shows as 'call first lockbox', the realtors cannot just show up with no notice, but it makes showing your home easy! Rigid showing instructions tend to turn off home shoppers.

### 3. CASH OFFERS ARE NOT ALWAYS BEST

While receiving a 'cash offer' seems like the quickest and easiest route, that is not always the case! Many times, a strong buyer with a Lender pre-approval letter can show that the buyer is serious and reputable. Many cash offers are made by wealthy and /or investors who submit multiple offers at the same time and only go through with one of those.

### 4. DO NOT FOREGO MINOR REPAIRS

Making needed repairs to your home will almost always get you a higher price. Do a decluttering, deep clean, repainting to freshen up, and fix anything that is broken! Nothing screams 'run' to a buyer more than a house that is unpresentable!

### 5. STAGE YOUR HOME

While most of us don't live in 'model homes', the short time your home is on the market, it is well worth pretending like you do! You will be moving, so, organize, put all unnecessary items in storage, or get rid of them. It will not only help your home to sell, but when you do sell, you'll be glad you got a jump start! You want prospective buyers to want to feel like they are 'home' and want to move in!

### 6. HIRE A REALTOR

With all the disclosures in our State, hiring an experienced realtor will provide you with a professional who knows the laws and regulations of selling a home, put a buffer between you and the buyer, avoid fraud, as well as someone who has negotiating skills and who has your best interest. Put them to work! I have always helped my sellers with staging, yards, cleaning, what ever needs to be done to make their sale easier!