



Selling tips

Pick your agent

PICKING A REAL ESTATE AGENT IS A LOT LIKE DATING.

1. YOU'LL BE SPENDING A LOT OF TIME TOGETHER, SO FIND AN AGENT YOU LIKE.
2. YOU WILL BE SHARING A LOT OF PERSONAL INFORMATION ABOUT YOURSELF, SO FIND AN AGENT YOU TRUST.
3. YOU WILL GET VULNERABLE ABOUT NEEDS VS WANTS, SO FIND ONE YOU FEEL COMFORTABLE WITH.

Market analysis

HAVE YOUR AGENT DO A MARKET ANALYSIS AND VISIT YOUR PROPERTY TO GO OVER IT'S CONDITION, TO HELP YOU POINT OUT SELLING POINTS, OR GIVE SOME POINTERS ON WHAT WOULD INSTANTLY INCREASE IT'S VALUE.

Put your game plan together with your agent

THIS IS WHERE THE RUBBER MEETS THE ROAD.

1. THERE MIGHT BE REPAIRS THAT YOU DECIDED WITH YOUR AGENT TO MAKE SO THAT IT QUALIFIES TO DIFFERENT TYPES OF LOANS.
2. DE CLUTTER THE HOUSE
3. DE PERSONALIZE THE SPACE, SO THAT POTENTIAL BUYERS WILL VISUALIZE

THEMSELVES IN YOUR HOME.

4. MAKE ARRANGEMENTS FOR OTHER CONTRIBUTING FACTORS TO MARKET YOUR HOME THE BEST WAY POSSIBLE. PICK TIMES AVAILABLE FOR SHOWINGS. DISCUSS WHAT TO DO WITH ANY PETS. MAKE SURE YOU HAVE YOUR HOME SHOW READY AND ARE OFFERING SHOWING TIMES THAT FIT THE BUYERS NEEDS.

THEN JUST BE READY TO PACK AND MOVE!!!