

Dos and Don'ts for Selling Your Home

Don't Overprice: Overpricing can lead to long days on the market and can eventually cost you money. Make sure to get pricing advice from a professional agent who knows the market. (See Your Home's Best Selling Price.)

Do Repairs In Advance: Most home buyers like a move-in-ready home. While decorating tastes vary, a home that is in need of repairs will not be the first choice for people who are looking for their next home. Having your home in good repair and great showing condition will significantly improve your chances for a sale at top dollar value.

Do Increase Curb Appeal: The first impression of a home happens before a buyer enters it. If your home is attractive when a potential buyer drives up to it, it will encourage the buyer to continue to consider the home. Doing the little things to help your home's curb appeal, like a clean yard and entryway will make a huge difference.

Do Declutter and Deodorize: Go through your home and remove clutter. Consider using a storage unit for items you plan to keep and donating items you will not take with you. Offensive odors from pets and smoking are also huge turn-offs to most buyers. Consider hiring professional cleaners to deep clean and deodorize your house.

Don't Over-improve: Get your home in good showing condition, but huge projects may not pay back your investment. Before you jump into a huge improvement project, talk with your agent.

Do Make Your House Qualified for Financing: Bad roofs, exterior paint, or structural problems may make your home un-financeable. The wider the scope of financing that your home can qualify for, the higher the overall market value. Government programs like VA and FHA have strict safety regulations.

Do Get Maximum Market Exposure: Social media allows most people to advertise a home selling, but hiring a real estate professional will give your home more exposure to potential buyers and their agents.

Don't Be Present During Showings: When your home is being shown, arrange to be away from the house. Buyers are more at ease and much more likely to spend time looking at your home.

Do Let Your Agent Do the Negotiating: If there is ever a good reason to have a veteran agent working for you, it's during the negotiation of your home sale. A good negotiator can mean thousands of dollars to you, and will protect your interests.

Do Act Fast With Offers: When you do get an offer on your home, act quickly and decisively. In fact, in my years of selling real estate, the first offer you receive is typically either the best or the worst offer you will get. However, every offer should be evaluated on its own merits.

Have questions on any of these items or general questions on selling your home? [Click here](#) and let us know how we can help!