

THREE THINGS TO CONSIDER BEFORE YOU SELL

Putting your home on the market is exciting. It can be nerve-wracking, too. How do you sort through all the decisions and options? Here are some considerations to keep in mind:



IS IT WORTH YOUR TIME AND MONEY?

Before you update your 1970s bathroom, know that you may not recoup all your remodeling costs when you sell. Some remodeling choices actually make it harder to sell a home, such as materials on their way out of style. Other upgrades may be necessary to attract any reasonable offers at all. Additional factors are the condition of nearby homes for sale, the price range of the home, and how much current conditions lean toward a buyer's or seller's market.



WHAT HELPS EVERY HOME

No matter the size, age, price, or location of your home, it pays to make sure it's clean, uncluttered, attractive, and free from minor nuisances. New paint and a few plants go a long way to making a positive first impression. On the other hand, sticking doors, an overgrown lawn, or dripping faucets can turn buyers off before they give your home a fair chance.



DON'T UNDERESTIMATE THE SIGNIFICANCE OF THIS

Perhaps no factor is as important as your asking price. A too-high number may dissuade offers and leave the property languishing unsold, while a lower one may spark a bidding war that drives offers higher than you had dared dream. Elements outside your control may also dictate price, such as market conditions and time constraints to sell.



Your REALTOR® is the trusted professional who can guide you through the entire process of selling your home.