

WHAT TO EXPECT WHEN SELLING YOUR HOME

Selling your home involves many steps, but here is a basic timeline to keep you on track.

Before listing your home

- Research brokerage firms — Look for an agent who's active in your neighborhood. Check out their online profile and credentials before calling.
- Interview agents — Set up at least three interviews to ask about current market conditions, recent sale prices in your area and their marketing plan.
- Time it for school or employment — late winter or early spring months give you a better chance of closing escrow and moving before school starts. Based on your job, first determine whether you will buy or rent.

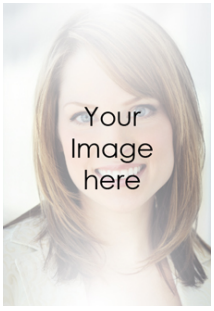
After you've hired your agent

- Ask questions — Learn what to expect during the sales transaction and always ask your agent for buyer feedback.
- Market your home on a Monday or Tuesday — Availability early in the week builds momentum and allows for a strong open house on the weekend.
- Prepare your home — Hire a home inspector and make necessary repairs.
- Rent a storage unit — When you still occupy your home, clear clutter by selling and storing household items you don't use.

While it's on the market

- Keep a cleaning service handy — Hire a professional to come in while your home is for sale.
- Discuss sales strategies with your agent — When your home has been marketed for more than six weeks without an offer, reconsider your asking price or add improvements to enhance your home.
- Be prepared — The housing market is always changing. Being flexible and open helps you sell more quickly and reduces stress.

Looking for an agent to help sell your home? Give me a call today!



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