



Project Relo's Top 10 Home Selling Tips:

1. Always hire an excellent Realtor. Selling a home is serious business. You need an advocate that knows and works the business full-time.
2. Meet and exceed buyers' expectations. Visit the competition with your Realtor. Get informed and build a strategy with seeing and knowing what Buyers see and know. And never overprice your home because even with price reductions you will always be behind chasing the market.
3. Prepare your home for sale and exude pride of ownership. Significantly de-clutter the home and have the property staged so the spaces and their usage make sense, and the Buyer can easily imagine themselves and their things in the home.
4. Get a pre-listing home inspection, so there are no surprises for the Buyers and for you.
5. Order an appraisal on the property. Buyers qualifying for a mortgage today are more challenging than ever. An appraisal will better ensure that the Buyer's loan to purchase will go through.
6. Offer a home warranty on the property. This provides Buyers with assurance of purchasing a resale home. Also, with an American Home Shield Policy, the Seller and Buyer are covered.
7. Clean, clean, clean your property inside and out!
8. It is most ideal to move out of the home prior to it being listed for sale. The home stays show-ready and Buyer appointments are best accommodated.
9. Make arrangements for pets not to be at the property during showings. Pets are distracting for potential buyers. Also, buyers may be allergic to pets.
10. Receive showing feedback and regular updates of the state of your marketplace and adjust the price of your home accordingly.