

The Four Essentials

for Selling Your Home Faster & for the Most Amount of Money

1. Get a Professional Home Inspection, Roof Inspection and Termite Inspection

- You'll know what is wrong
- You'll know what needs to be fixed
- You have the option to fix prior to going on the market.....ANY BIG TICKET ITEMS \$\$\$ BETTER TO KNOW IN ADVANCE
- Take repair costs into account for your bottom line
- Avoid having to fix issues that are not truly issues
- Shows you are transparent and have nothing to hide
- Let's you know what types of loans (VA loans require section 1 repairs fixed typically by sellers) you can accept and the consequences

2. Get Your Home Appraised by a Licensed Certified LOCAL Appraiser (who knows the area)

- Takes the guesswork out of pricing
- Ensures proper negotiations are made upfront regarding price and terms in the contract should the home appraise higher or lower than the agreed upon contract price
- You'll know how much the bank will loan
- Ensures you don't overprice your home
- Ensures you don't underprice your home
- Zestimate is not accurate; it is an algorithm and does not take into consideration upgrades, views, lot size/location, age, etc.

3. Get Your Home Staged or Do Semi Staging Both Inside and Out

- Home will sell faster
- Home will sell for more money (on average around 6% more)
- Buyers can see themselves living in the home (future pacing)
- Most bang for your buck will be in carpets and paint (if necessary)

4. Require the Buyer to Have a Pre-Approval Letter, Never Just a Pre-Qualification

- Ensures that the underwrite has already seen entire file and approved it
- Underwriter has seen taxes, W-2s, verified employment, bank statements, etc.