



How To Get "Top Dollar" In Any Market

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The best chance you have for selling your home is within the first four weeks after listing it. Studies show that the longer a property stays on the market, the less the Seller will net. Listed below are the five main factors to consider:

Pricing Factor

It is very important to price your property at a competitive market value right when you list it. The market is so competitive that even over-pricing by a few thousand dollars could mean that your house will not sell. It is interesting, but your first offer is usually your best offer. Here are reasons for pricing your property at the market value right from the start in order to net you the most amount of money in the shortest amount of time. An overpriced home:

- * Minimizes offers
- * Limits financing
- * Lowers showings
- * Limits qualified Buyers
- * Lowers agent response
- * Nets less for the Seller

80% of the marketing is done when the listing price decision is made. If you are unwilling to list at current market value, you would be better off not putting it on the market at this time.

Clean Factor

Most people are turned off by even the smallest amount of uncleanness or odor when buying a home. Sellers lose thousands of dollars because they do not adequately clean. If your house is "squeaky clean", you will be able to sell your home faster and net hundreds, if not thousands of dollars more. If you are planning on moving, why not get rid of that old junk now so that your house will appear larger. Make more space. Odors must be eliminated especially if you have dogs, cats, or young children in diapers or if you are a smoker. You may not notice the smell, but the Buyers do! Most agents have a difficult time communicating to their Sellers about odor. If you employ an agent to get the most amount of money for you, please do not take offense if he must confront you about odor problems.

Access Factor

Top selling agents will not show your home if both the key and access are not readily available. They do not have time to run around town all day picking up and dropping off keys. They want to sell homes! The greatest way to show a house is to have a key! When your home is being shown, please do the following:

- * Keep all lights on
- * Keep all drapes and shutters open
- * Keep all inside doors unlocked
- * Leave soft music playing
- * Leave before showings so the Buyer will be at ease and the agent can do his job

Paint & Carpet Factor

Paint is your best improvement investment for getting a greater return on your money. Paint makes the whole house smell clean and neat. If your house has chipped paint, exposed wood, or the paint looks faded, it is time to paint. If your carpet is worn, dirty, outdated, or an unusual color, you may need to seriously consider replacing it. Many houses do not sell because of this problem. Do not assume that Buyers have more money than you have to replace carpet. They do not! They simply buy elsewhere.

Front Yard Factor

Your front yard immediately reflects the inside condition of your house to the Buyer. People enjoy their yards. Make certain that the trees are trimmed so the house can be seen from the street. Have the grass mowed, trimmed and edged. Walkways should be swept. Clean away debris. Remove parked cars. This all adds to curb appeal. If a Buyer doesn't like the outside, they may not stop to see the inside.
