



Your Home Selling Checklist

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Home SELLING TEAM
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Home Selling Checklist

Sellers that go into the selling process with their home constantly ready to welcome buyers usually yield great results. On average they receive higher priced offers and their home spends less time on the market. With our Home Selling Checklist, you can get an idea of what you should do when you are getting ready to sell your house. When you pay attention to these details, you can attract serious buyers who are willing to put down attractive offers and buy now.



Arm Yourself with Information

Getting informed is the first step. Research the market to learn how much you can sell for and if now is the right time to sell. By understanding these detailed elements, you are setting yourself in the best position to sell your home quickly and for a great price. You can also get a peek into who is buying and how to market your home toward those buyers specifically.

In making sure that your information is the most up-to-date, it is always best to rely on an [experienced real estate agent](#). Talk to a qualified real estate agent to add to what you've already learned with your initial research, and from there, you can learn some of the secrets to selling your home. You can see what other homes have been selling for and figure out your unique selling points.



De-Personalize & Organize Your Home

Organization is the key to getting started in selling your home. Find creative ways to organize (de-clutter and de-personalize) your home. This is a huge priority in helping your home sell quickly. You will want the potential buyer to picture themselves living in your home. If your home is over personalized and cluttered, many buyers can not get past that. Create a clean palette for buyers to envision where they will put their things. By doing this, it is more likely homebuyers will offer a higher price for your home.

Checklist Continued (pt. 2)



Take Care of Small Repairs

Small repairs can create a set back in the sale of your home. Try to not give buyers a reason to walk. Instances where minor repairs are needed can add up in a buyers mind and they ultimately use these instances as excuses to either not buy or to ask for a lower price on the house.

Anything that needs to be fixed should be fixed. By fixing the small blemishes around the house you can ensure that a buyer will have a great experience looking around your home. If (and when) you do make these minor repairs, try to make them a small upgrade and keep your receipts. This adds tremendous value to the overall perception of your home.



Get a Pre-Sale Home Inspection

A pre-sale home inspection offers you, as the seller, the opportunity to assess any flaws or repairs that need to be addressed prior to listing your home on the market. Even though a home inspection might cost you a couple hundred dollars, it could save a multi-thousand dollar deal in the end. If the inspector finds any issues with your house, you can easily correct and fix them before your home goes on sale. The majority of homes listed do not take advantage of this (and every situation is unique); however, pre-sale home inspections can also be used as a marketing play for your home. The fact that your home indeed received the stamp of approval from an inspector makes for one less “unknown” in a buyer’s mind.



Determine a Good Price

It is now time to set a price for your home. Talk with a [local real estate agent](#) who understands the current state of the market and who can guide you into the right price for your home. A real estate agent can show you how your house compares to others in the area and what price point buyers are buying at. With their advice and your own research, you can get a good baseline for what price to set. The most important part to setting a price for you house is not to go too much over market value or under value your home. In addition a real estate agent can give you an idea of how many showings to expect and how long a home will take to sell based on the local real estate market and price point of your home.

