



# TOP 3 TIPS TO SELL YOUR HOME

QUICKLY

## Know the local market

It's important to know the local market's conditions. Take a look at homes that recently sold down the road from your home when preparing to sell. Request a Comparative Market Analysis from a local agent. That will reveal the potential value of your home if you were to put it on the market in the coming few days/weeks.

## Make an impression in the first few weeks

The first few weeks a home is on the market are important. If a home sits on the market too long, buyers may be concerned there is something wrong with the home and may skip submitting an offer. Entering the market with the right price will attract a win-win situation for both the buyer and the seller.

## Put yourself in the buyer's shoes

Most homebuyers are searching for their home online these days, making it easy for potential buyers to view and compare features and/or standards in a home they are looking for. Take some time to note all the details, upgrades, renovations, and/or special features your home has to offer and compete with the nearby homes on the market. You may want to hire a staging company to decorate your home professionally or make small inexpensive fixes to elements of your home.

For more on what to expect when selling your home listen to Episode 9: Can I Sell My Home In As-In Condition? on Lori Alvarez's Real Estate With Soul, The Podcast.