

# WHAT SHOULD YOU DO BEFORE YOU SELL?

## Getting Your Home Ready to Sell.

Putting time into your house when you're thinking of moving may seem counterproductive. After all, you'll soon be in a new house, and someone else will be enjoying the benefits of that new carpet rather than you, right?

Wrong.

Actually, carpeting, cleaning and painting can yield a higher purchase price and expedite the sale, saving you not only money, but time and hassle.

You don't have to spend money for remodeling a kitchen or bath, but taking the time to attend to the basics can reap great rewards. Shampoo your carpets, and if they are old and worn, consider replacing them. A coat of neutral paint is worthwhile because it provides what buyers want: a home that looks clean, fresh and ready to be lived in.

## First impressions are crucial.

Pay extra attention to your front yard and the front of your house. Refinish or paint the front door and polish the door knob and hardware. A ship-shape yard is a must, too. Some people won't even go into a house if it doesn't have good street appeal.

Check the home's major systems - electrical, roof, heating, plumbing - and make repairs now.

Finally, and most important, get a realistic idea of the home's price. Try to set a price so that the home will sell within 90 days, and preferably much less. You don't want to under-price and leave money on the table, but you also don't want to over-price. If you start out over-priced, the property may be "shop worn" and buyers will assume that "there must be something wrong" with your house because it has been on the market so long.

## How are you supposed to arrive at the right price?

If your property is located in the Greater Seattle Area, you can contact us for a free "Price Analysis" or "Comparative Market Analysis." We'll show you how comparable home sales stack up against your home. We can also educate you on today's buyer preferences and show you how to "stage" your home for the best impression. If your property is located outside the Puget Sound Area, we can find a professional agent in your area for you at no cost.

The first step is to have us stop by and advise you on what your home specifically needs before selling. We can provide you with a list of painters, plumbers and other contractors that our clients have been happy with. Then we'll determine the right price for your home and the steps you should take to prepare it for sale.



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