



10 Tips to Sell Your House

1. Decide what is most important

- a. Most money
- b. Fastest Sale
- c. Smoothest transaction

*Guess what? You can achieve all 3 if you prep your property well *and* price it right

2. Get real about “your comps”

Even though your neighbor’s house is next door, if they’ve remodeled, put on a new roof, added an egress window in the basement, and landscaped their front yard, it will not be a very good “comp.” Look at similar size but keep condition & upgrades in mind.

3. Make repairs

Those projects you’ve been putting off? A buyer doesn’t want to take them on either, and they won’t give you TOP DOLLAR for a “fixer.” The more you can take care of, the more value you will create.

4. Declutter

Buyers like space. People like flow. The more stuff you have, the less space it seems like you have. Start simplifying now. A good rule of thumb is remove 50% of stuff in each room (that includes paintings on walls). Not only will this help you sell for more money but it will help you move in the long run.

5. Neutralize

Those pictures you have of your kids or wedding or dog? Take them down and pack them up. That fantastic purple you painted your bedroom? Pick a neutral color and paint everything. Pack up your personal belongings and start to detach yourself from the house. You’re selling anyway.

6. Create Curb Appeal

You only get one chance to make a first impression. And this begins in the street. Buyers want to fall in love with your house when they see it. Make your front door pop with a symbiotic but eye-catching color. Clean up your garden beds. Make it as warm & inviting as possible.

7. Get in the Right Mindset

You’re moving. This is a big decision and one of the more stressful ones we can make in our lifetime. Everything I suggest you do is to achieve whichever goal you said was most important to you from above. Once the property is prepped, I’ll handle the rest. A little extra time now will mean more extra time later. You got this.



8. Interview Agents (another download)

While I'd love to be the one to help you sell your house, I understand you've got choices. And I only want to work with people who think I'd be a good fit for them and their house. I have 10 Questions You Should Ask Your Agent here.

9. Visualize your next "life"

While moving and selling is one of the more stressful things you can do, visualizing what your next phase of life will include should be exciting and motivating. The sooner you can get your house ready, the sooner we can sell and get you somewhere better. There will be feelings, oh yes there will be feelings, but remember your WHY. Why are you selling? Where are you going? And what's that going to do for you? You got this.

10. Start packing!

Very few of us are minimalists and most of us come to realize we have a lot of stuff when it comes time to move it all. Start going through things now. Have a garage sale, donate to charity, use FB Marketplace to get rid of furniture you no longer want. Ultimately, start packing. The more you can pack, the more prepared you'll be for getting an offer and ultimately moving. Leave the rest to me.