

# 6 Tips For Selling Your Home

## PRE-QUALIFY TO BUY

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Get pre-qualified to buy your next home before putting your current one on the market. Working with a reputable mortgage pro will help you understand what you need to net from your current home and achieve your goals for the next one.

## PRE-INSPECT

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Home inspections are often where a home sale can go wrong. Consider getting a pre-sale home inspection to identify any problem areas, especially structural or mechanical issues that might need addressing to facilitate a sale.

## PROFESSIONAL PHOTOGRAPHY

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Work with your real estate agent to hire a professional photographer to capture marketing photos of your home. First impressions are crucial since maximizing your home's online appeal can make all the difference between a quick sale or a listing that languishes.

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## HIRE AN AGENT WHO KNOWS THE MARKET

Look up agents' online profiles to learn how long they've been in the industry, how many sales they've done, and what designations they may have earned. An experienced agent will expose your house to the broadest audience and negotiate on your behalf to garner the best offers possible.

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## PRICE CORRECTLY

Even in competitive markets, buyers don't want to pay more than what the comparables show, so be cautious of making decisions based on valuations online. Instead, use your agent's knowledge of the local area as a resource.

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## DECLUTTER AND STAGE THE HOUSE

Staging a home means removing excess furniture, personal belongings, and unsightly items from the home while on the market and arranging rooms for optimal flow and purpose.

