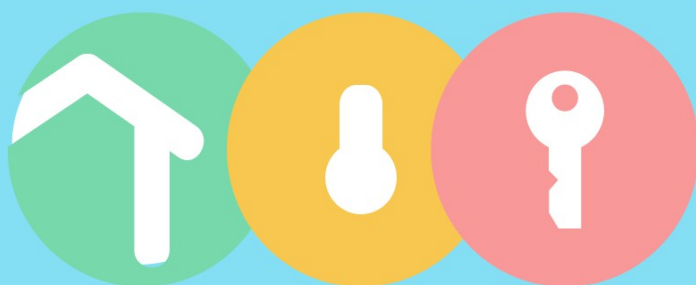




GETTING YOUR HOUSE Ready To Sell



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Getting Your House Ready To Sell

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Home Selling Guide

Selling home right now can be done by anyone. Support with much information that can be found through the Internet, one person can sell his or her home either by a real estate agents or selling the home by himself or herself.

The high technology that you can find anywhere can be a tool for you to sell your home fast and at a reasonable price, etc.

But, whether you want to buy with agents or by yourself, you need some guides in selling home. There are steps in selling your home. Those guides really help you. Never under estimate them because they have lots of impact in your selling home performance.

These are some quick guidance to sell your home:

1. Preparation; show the very best condition of your home

Here is the first step to sell your home. Make a best first impression to your buyers so that they are attracted to buy your home. Get rid of dirt and rubbish, remove all clutter, repairs all flaws of your home, get rid of unused furniture to make it looks spacious.

2. Pricing your home effectively

A home that is priced right and reasonable will sell in a short time. You can use a third party service to give suggestion about your home's value and the furniture in it. Don't price too low that it will cost you more money, yet never also set high price that the you will loose your potential buyers.

3. When To Sell

You also have to know the right time to sell your home. You surely want to sell your home in a good economic condition and strong demand for houses, which tend to be stronger in June and July.

If you sell your home at the right time and a good preparation, you will get the highest price of your home than your prediction.

4. A Bit About The Costs Involved

You should also involved any costs that you have spent in selling your home, whether it is attorney costs, closing costs, advertisements costs, etc.

5. Selling Privately

Selling home by yourself is not as easy as it seems but it is worthy to do because you can save about 2-6% of your selling price. Selling home privately is sure going to take much time and efforts for you to sell it.

6. Selling At Auction

Selling at an auction can also be an option. But it is not a suggested option because it will cost you more money and also it is a volatile way in selling your home.

7. Get a real estate lawyer

You can make the flow of documents so easy and having a professional advice by getting a real estate lawyer in your selling process

8. Marketing your home

There are many ways to market your home:

- Writing your sell ad
- Home Photos: a picture can describe a thousand word
- Lawn signs
- Open houses
- Home Brochures/Information sheets
- The MLS (Multiple Listing Service) provided by the agents
- You are your home's best salesman

9. Negotiating an offer on your home

10. Home inspections

11. Closing

These guides will help you to sell your home. Never hesitate to ask for professional advice's if you meet some problems while you are in the middle of selling process.

Home Selling Prices

So you've decided to do some home selling. Congratulations, this is an exciting business you're getting yourself into.

Whether it's selling your parents' house, your aunts', your close friend's, or even your own home, there are some things to consider before you can start marketing the house. One of which is how to set the price.

It's really important to take time before you finalize your home selling prices. If the price is too high, the home will stay in the market for too long, waiting for someone who can afford it.

Even if you chose to reduce the price later, it would show the potential buyers that even the seller realize that the home selling price was too high (and probably still is). But if the price is too low, this would easily sell but eventually brings damages to the sellers' net expectation!

If you're selling your own home, the chances are you're going to want to set the price as high as possible. This might seem like an obviously silly thing to do, but it happens to a lot of people who either cherish their house too much, or are simply not aware of the real value.

The first case is a lot easier to handle. Remember that apart from the location, your home selling price is a major consideration in purchasing. So no matter how much you love your house, try to set a realistic price.

Some things that might decrease (or increase) your home selling price are as follows:

- a.** Location. Sorry, this one's a definite. A home in a more desirable area will cost more than less desirable ones.
- b.** House condition. A good maintenance shows that this home is worth being looked after.
- c.** Surroundings. Check out schools around the house and their quality. See how the weather would take effect. Watch those pesky neighbors. These things, though seemingly miscellaneous, applies to buyers and can affect the overall home selling price.
- d.** Extra features. Does the house own something the market is demanding? Does your home have a pool or a beautiful patio? Don't

hesitate in taking them into account of setting the price. Be realistic, though – a dusty, never-used fireplace, no matter how classy, will do nothing to your home value.

The second case – where you're not sure of your house's value – is a bit more difficult. You might want to read some home selling advertisements to see the price of the houses similar to the one you're selling.

To help you finish off with an ideal home selling price, some standardized methods of price setting have been established. A Comparable Market Analysis (CMA) is "a comparison of similar properties in the same general area that compares actual sold prices", in other words, comparing your house to similar ones to get a rough value.

Nowadays Real Estate Agents can do CMA for you, and you can even do it yourself by the help of some websites.

Home Selling Checklist

It's not an easy job to selling a house. It's a process. You just don't publish your house, meet a buyer, negotiate and sell it, but there is a checklist to sell your house.

The home selling checklists include some procedures you must do in the correlation of home selling.

This is the checklist you must pay more attentions to sell your house:

- Decide whether you pay an agent to sell your house or you just do it by yourself. Pay a realty agent gives you a little effort for you to sell your house. An agent will carry out all of business in correlation of your home selling checklist. You just hire an agent and pay him. But it will spend costs of course. So, it's up to you to pay a little effort or bigger one.
- Be a communicative and informed seller. It is correlated with your promotion strategic. You can use media to promote your home, such as newspaper, pamphlet, DVD, or websites. Don't forget to put the reasonable and proper price for your house.
- Get your house ready to sell by doing some preparations for your house exterior, interior, and appliances.
- Decide whether you pay a professional to do pre-listing house inspection or not.
- Doing some sales of your unnecessary furniture and appliances.
- Get familiar with financing terms, such as mortgage financing (fixed, adjustable, seller financing, assumable loans), pre-qualified, pre-approved, commitment.
- Get familiar with negotiation and it stuffs, such as contract, offer, deal, etc. You should learn to do some offer approaching and all correlated with a legal transaction process.
- Know about what you can improve or not in your house, what you can improve such as interior, exterior and what you can not improve such as location, style, etc.
- Decide whether you will put a home warranty to your house or not.

- Find some tips to buy a new house while you have sold your old one.
- Decide for closing and settlement to a buyer.
- Making moving plans.

The home selling checklist above shows us that there are some involvements to sell a house. You should pay attention to home selling checklist and do the steps rightly.

But if you decide to pay a realty agent to organize your home selling business, just let them carry out the points above. And your involvements in home selling will be decreased.

Help Selling Your Home

Someone you know is selling a home? Had successful experience in doing so before? For someone who's never done it, home selling can be frustrating.

If you think you can help selling a home, it usually means you've had enough satisfaction doing it before, and is willing to do it again. Good for you (and for the confused homeowners).

So how can you help sell a house? Most home owners will stumble even on the preparation phase – when they have to understand all the legal requirements. You might have known from your experience that getting the legal stuff straight is the first step of a home selling process, so an assistance on this would always be appreciated.

You can help the owners understand difficult clauses in documents, or design the wordings in their contract forms.

Not keen on paperwork? Help advertising. See if you know anyone who's looking for a house. If you have some potential buyers, think about who would fit better to the house. The good thing about having a "personal home salesman" is that it knows more than just facts about the house.

Think about the neighbourhood, the size of the house, and the climate, and find someone who might be interested in the qualifications. Or if you work in a newspaper or magazine, you can help by posting up the advertisement.

Of course, the concept "helping to sell a home" also applies when you're selling your own house with the help of an agent. If you want to improve the home selling process, there are some independent steps you can do. Spread out the news that you're selling your home in the neighbourhood.

Organize open houses to invite visitors. Provide your agent with complete information about your house. Put up extra advertisements where your agent may not cover; a blog or personal website is excellent for this. Some people are reluctant to help their agents selling their home on the reason of "that's what they're paid for!".

Remember that agents have a lot more clients to handle and may not always focus their attention on your house. The home owner is the only one who's willing to voluntarily give out complete information to

potential buyers at no cost! Also keep in mind that no matter how great an agent you have, if your house has been in the market for a long time, you are going to be the person most financially damaged.

Whether it's helping sell someone's house, or an agent selling your own home, an assistance in home selling is always needed. Homes are such large investments – one simply can not sell it alone.

Home Selling Advice

What do buyers need when they plan to buy a home? In fact, there are so many aspects one needs to consider.

In the seller's point of view, you should follow some home selling advice.

Here are some advices for your success of selling home:

First, you should be an informative seller. You could put the "Home for Sale" in your front yard. Don't forget to put your phone number on it, so a buyer can get contact you.

Second, you should put a reasonable price, valued by the physical price of your home, environment and location. The better location where your home is placed, the better price you can put. And the better physical condition of your home, better price should be granted. Don't forget that a buyer needs an achievable price. So the process of the negotiation will determine it.

Third, correlated on physical condition of your home, your home curb appeal is the most important thing. You can do some works to improve appealing of your home exterior. Just to make it beautiful, tidy, and fresh. The color of your home is necessary to be considered.

Fourth, get your buyer in the right mood by creating a cozy environment in your home. What do I mean by "cozy environment"? Very important is fresh air, clean environment, fresh odor, and the most important is a homelike situation. Just make a buyer feel like in his own home sweet home.

Fifth, When you get down on the negotiation, you should learn how to make a great offer. The point is, you should be a great win-win negotiator. On the Internet there are many articles about how to be a great communicator and negotiator. Just follow the rules and tips.

Sixth, good presentation of your home selling can add great value to attract a buyer. Know your entire home and its contents, and present it to your buyer. Tell them how sweet your home is, how much you love it, your experience in your home, the great moments you have passed by etc. Just be a familiar and friendly seller that can give much impression to your buyer.

Getting Your House Ready to Sell

How can a buyer get interest for purchasing your house? Impression is the keyword. You just need to get your house ready to sell by doing some preparation.

Get inspected by a professional if you want to pay a little effort for maximum results, or if you don't want to spend much money by paying professional you can do by yourself for getting your house ready to sell.

Now that become a question, how to get your house impressed a buyer? Those are the steps for getting your house ready to sell to a buyer.

Beautify your exterior

What you do is just beautifying. The goal is to make your exterior look pretty and fresh to impress your buyer. Just to inform you that the exterior becomes the first impression to overlook a house. There are two sensory organs of a buyer you must impress. Those are eyes and nose. By bringing the garden homelike condition to your house exterior, making it looked pretty and freshening it up.

The steps you can do are:

- Get the grass, trees, flowers, and plants tidy and fresh by mowing and watering it.
- Clean up the curb and entering path and put the potted flower in the sides.
- Freshen up the smells by put scented potpourri.
- Clean up all of windows and entering doors.
- Get rid of equipments out of sights.
- Paint the walls if necessary.
- Make the Cosy Interior

After buyer got impression from your house exterior, do some simple works to get the cosiness of your house interior. It aims to make a buyer feel homelike by entering your house.

These are the steps:

- Clean up the tile floors; scrub it if there are some bad spots.
- Get rid of spider net from your ceilings.
- Wash the carpets with a fragrant soap.
- Get your furniture placed tidily and get rid of unnecessary one.
- Brush the closets.
- Clean the garage, basement, and attic.
- Get the windows opened and clean, it will bring freshness to your house inside.
- If you have pets, bath them.
- Put some fresh fragrance in air conditioner.

Repairing and Replacing

Some Repairing and replacement is necessary to do, if there are some broken furniture, equipment, or appliances.

Just check out:

- broken or missing door
- cabinet handles
- ceilings
- ventilation filters
- broken tiles in bathroom and kitchen
- faucet
- wallpaper
- some furniture

Get your friends' opinion

Assume some friends like a buyer, and get some advice and suggestion to make your house get more ready to sell. And the most important thing is your friends feel your home like their own home.

Best Selling Home Plan

At this very moment, home is not just a place to live or a shelter from a harsh weather. Home also reflects the personality of the people living there.

Nevertheless, home is now become an investment that a person can have. Lots of people invest their money in the form of their own home. And they invest a huge amount of money in it.

Before we come to how to sell you home plan, let we talk about the home plan itself. Home plan is what people need to build their home. Home plan can seem as a complicated thing because you have to consider a lot of factors and try to sort them one-by-one and listing which things that need to be put into your home plan.

You have a lot of things that you want them to be as a part of your home plan. However, you have to be very careful in selecting the right composition of your home plan to be a very lovely home.

You can also try to list the pluses or minuses of your old home and you can also ask some friends' suggestion to make a perfect and beautiful home plan. Make a home plan that is attracted to the homebuyers. Put something different that you think has never been made into your home plan such as an energy-wise design.

You also have to consider the size of the house, are it going to be a one story or two story home, how many rooms are there, how many bathrooms, etc. After that, you can start to calculate the estimate price of your home, but this can be done later.

Besides that, you also have to consider the home's location that you plan to build your home. Create a home that "fits in" with its surrounding environment. Never make a home plan that does not suitable for the surroundings environment; it would make the homebuyers hesitate to buy your home plan.

Nowadays, it can be easier to make a home plan because there is lots of tools that making a home plan as an easy task. On the Internet, we can also find lots of interesting home plans and get some ideas from there and know which kind of house that most people want to have as their home plan. You can also put your home plans there. This is the easiest and the fastest way to sell your home plan.

As we see now, some people invest their money to their home. Another people will give away much money just to have the right home plan that suits him or her desire. Now it is your turn to be a home planners and make the very best purchase from your home plans.