

# AhomeInNH.com Presents

## SO YOU WANT TO SELL A HOME

### WHERE DO YOU START?

#### Realtor Magazine recommends these top “10 Cheap Ways to Boost Your Home Sales Price”

1. Retouch the Front Shell-The exterior is probably the most important area for improvement. Many people do a drive-by and can rule out a house solely based on the exterior.

2. Trim the Greenery-Maintenance of the lawn, hedges and flowers add curb appeal.

69+9

3. Paint the Interior-Painting the walls is the most cost effective way for sellers to make their home appealing.

4. Don't Forget the Floors- If you have hardwood, buff the floors. Carpets? Have they been cleaned?  
5. Make All Major Repairs- Fix a leaky roof. Rebuild the front stoop. Consider hiring a home inspector to examine the property professionally.

6. Put all Appliances under Warranty- to give the buyers more confidence in older appliances.

7. Make Energy Efficient Home Improvements- New windows and better insulation. Many of these improvements come with Federal Tax Benefits.

8. New Light Fixtures-Replacing old or broken light fixtures adds value. Replacing light fixtures near the home entrance makes a great first impression.

9. New Stove in the Kitchen- An updated stove draws people in and makes them feel the kitchen's going to be great.

10. Freshen up the Bathrooms- Replace cracked sinks. Remove stained caulking with a razor and replace with mildew resistant caulking.

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### WHAT'S YOUR NEXT STEP?

1. Know the Market- Nothing will affect the successfulness of selling your home more than the price tag. Check listings near your house. What are they selling for? How long are they on the market?

2. Price Aggressively- Once you see what houses in your neighborhood are selling for, it's time to price the property. You might have to price it for 10-20% below what you think it's worth. Properly priced houses are getting snatched up.

3. Get Preinspected-Know what repairs are needed before you put the house on the market. Home buyers aren't walking around with a lot of money for repairs. Don't lose out on a sale. Do the work before you put it on the market.

4. Dress the Outside- Would be buyers won't want to see the inside if the outside is not appealing. Keep the walkways clear and uncluttered. Shoveled and plowed in the winter.

5. Let it Shine- Keep your home well lit, even when you're not at home. Make it as inviting as possible.

6. Make it Bigger Inside- Immaculately clean and decluttered. Remove oversized furniture. If you're not using it pack it. Save yourself time later. Once you've sold your house, you'll have to pack it anyways.

7. Be Flexible- Be open to all showings and entertain all bids, price and concessions.

8. Be Professional-It's your home, but it's a business transaction.

9. Stage Your House- Many Realtors can do this for you or help you hire a professional stager.

10. Think Outside the Box- Get it Sold!



# A Home in NH

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**Looking for a Realtor that will help you think outside the box? I'd love to assist you in selling your house. Call me for more great ideas like those on this post card. My goal is for us to get your house sold, in the least time, for the best price possible.**

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