

5 Tips in Selling your Home Fast in a Buyers Market.....



1. Price It Right

It can be stressful trying to sell your home, so setting the right price for your home is more important than ever. Homes priced to sell and in prime condition can get multiple offers within the first week.

2. Make It Inviting

There's no faster way to turn off a potential buyer than to overwhelm him or her with a home stuffed with kids' toys, family knickknacks and a stinky kitty litter box. Even stodgy furniture can make a property more difficult to unload. That's why many high-end real estate agents or sellers employ professional "home stagers" when they want to guarantee a quick sale. Fortunately, there are some inexpensive things homeowners can do on their own to attract a buyer. Whether you live in a cozy Cape Cod or a 4,000-square-foot McMansion, make your space feel as open and clean as possible. Get rid of clutter, organize the closets, thin out furniture and remove all personal items that may make it more difficult for someone to imagine living in your house.

3. Minimize Surprises

A home that's in good working order will always sell faster than one that needs pricey repairs. That's why Agents recommend having your property inspected before you put it on the market. The benefits are twofold. First, it's always cheaper and faster to make your own repairs rather than have a buyer drag out the negotiating process to accommodate any necessary work. Second, you'll also avoid any nasty last-minute surprises that could derail a deal should the buyer's inspector discover you need, say, to replace the roof.

4. Get the Word Out

No matter how you sell your home -- make sure you have an eye-catching online listing. Some 80 percent of people start their real estate searches online, according to the National Association of Realtors. What should your listing include? Virtual Tours are nice too, because they allow those online searchers to view the property without physically being there. It's especially helpful for those individuals who are relocating. Most MLS systems supply their own version of a virtual tour which is more cost effective.

5. Throw In a Little Something Extra

As home sales have stalled, we are once again seeing motivated sellers offer traditional incentives, including paying for closing costs or points on a mortgage, says Walter Molony, a spokesman for the National Association of Realtors. Such tactics are especially attractive to first-time shoppers who can afford mortgage payments but struggle to come up with the down payment and closing fees. Here are a couple more ideas. If you installed a 40-inch plasma TV with a surround-sound stereo system in the living room, or a beer meister, bar or pool table, offer to include it with the house. Offer a home warranty, especially if you own an older home. Home warranties do offer piece of mind to a new home buyer, especially a first home buyer.

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