

WHY WON'T MY HOUSE SELL

If you have had your property for sale for some time, you may find that your problem lies in one of three areas. These three categories are your home's location, condition and price. Let's look at each of these in some detail:

LOCATION

Is the local school system a plus or minor? Traditionally, school systems have a major impact on the desirability of a certain property. How about the value and condition of surrounding homes? If your home is the most expensive house in your neighborhood, you will have a difficult time selling it. If you have a home next door that is of much less value or in a poor state of repair, it could hamper your sale. If an adjacent property is something other than single family residential such as an office, store or apartment building, it can also detract from your efforts.

CONDITION

Condition includes a number of factors. Is your floor plan desirable and appropriate to the style of your home? Some homes have had additions that do not appear to complement the original design of the house. These obvious additions can have a negative affect on resale. The decor of your house must be appealing to a wide variety of people. If your tastes are those shared by a very few potential buyers, you may be severely limiting your chances. Another topic that must be mentioned is your home's cleanliness. In order to compete with other houses, you are best advised to keep it as clean as possible. Clean, uncluttered homes sell faster.

PRICE

Simply stated, your asking price should reflect the features in your home and its location and condition. Some deficiencies that your property may have can be corrected. Others can only be addressed by adjusting your price accordingly.