



COLDWELL BANKER
VILLAGE GREEN
REALTY

For Sale By Owner

Selling Your Home



Eric Lein
Real Estate Salesperson
Cell 607-483-1236

www.HomesUpstateNY.com



5 Things a FSBO should do.

Selling your home as a "For Sale By Owner" (FSBO) can be a challenging but rewarding process. To prepare your home for sale and maximize its appeal to potential buyers, consider these five essential steps:

- 1. Clean and Declutter:** Start by thoroughly cleaning your home, inside and out. Declutter every room by removing personal items, excess furniture, and any unnecessary belongings. A clean, clutter-free space helps potential buyers envision themselves in the home.
- 2. Make Necessary Repairs:** Address any visible issues or needed repairs, such as leaky faucets, chipped paint, broken fixtures, or malfunctioning appliances. Small improvements can make a big difference in the perceived value of your home.
- 3. Set the Right Price:** Research the local real estate market and comparable home sales in your area to determine a competitive and reasonable asking price. Overpricing your home can deter potential buyers, while underpricing may result in a financial loss.
- 4. Enhance Curb Appeal:** First impressions are crucial, so invest in your home's exterior. Trim the lawn, plant fresh flowers, and paint the front door. Clean the driveway, walkways, and any outdoor living spaces. An attractive exterior can draw buyers in.
- 5. Market Effectively:** Develop a strong marketing plan to attract potential buyers. Take high-quality photos of your home, create a compelling listing description, and consider using online platforms and social media to promote your listing. Hosting open houses and using "For Sale" signs can also help you reach a broader audience.

Additionally, consider offering a home inspection or appraisal, as this can build trust with buyers and streamline the sales process. Lastly, be prepared to negotiate and have all necessary paperwork, such as the sales contract and disclosure forms, ready for when you find a buyer. Selling a home as a FSBO can be a rewarding endeavor, but it requires careful planning and attention to detail to achieve a successful sale.



www.HomesUpstateNY.com

Increase the Value of Your Home

5 ways under \$2500 to increase the value of your home

- **Repaint and Refresh:** One of the simplest and most cost-effective ways to increase the value of your home is to give it a fresh coat of paint. Choose neutral colors to appeal to a wider range of buyers. Additionally, you can refresh your home by cleaning or replacing carpets, changing light fixtures, and updating hardware.
- **Landscaping and Curb Appeal:** Improving your home's curb appeal can make a big difference in the perceived value of your property. Trim trees and shrubs, plant flowers, and add mulch to your garden beds. Power wash the exterior of your home and driveway, paint the front door, and update your mailbox to create a welcoming entryway.
- **Kitchen Upgrades:** Minor kitchen upgrades can make a big difference in the value of your home. Replace outdated appliances with new energy-efficient models, upgrade cabinet hardware, and add a fresh coat of paint to cabinets. You can also replace the countertops or add a new backsplash to give your kitchen a modern look.
- **Bathroom Updates:** Similar to the kitchen, minor updates to your bathroom can add value to your home. Replace old fixtures, such as faucets and showerheads, add a new toilet seat, and update the vanity. If you have a little more money to spend, consider upgrading the shower or bathtub.
- **Add Smart Home Features:** Smart home technology is becoming increasingly popular with buyers, and adding a few features can increase the value of your home. Install a smart thermostat, add a video doorbell, or install smart lighting to appeal to buyers looking for modern conveniences.

www.HomesUpstateNY.com

Price It Right!

How do I know I priced my home right?

Pricing your home right is crucial to attract potential buyers and ensure a timely sale. Here are a few ways to determine if you have priced your home correctly:

- **Research comparable properties:** Look at the prices of similar homes in your neighborhood that have recently sold or are currently on the market. This will give you a general idea of the price range for your home.
- **Consider the condition of your home:** Take into account any upgrades or repairs that you have made to your home, as well as its age and overall condition. This can affect the value of your home and should be reflected in the price.
- **Get a professional appraisal:** Hire a licensed appraiser to evaluate your home's value based on its condition, location, and market trends. This will give you an accurate assessment of your home's worth and can be used as a basis for pricing.
- **Listen to feedback from real estate agents:** Consult with real estate agents in your area and listen to their feedback on the price of your home. They have a good understanding of the local market and can offer valuable insights.
- **Monitor interest and offers:** If you are receiving a lot of interest and multiple offers on your home, it may be an indication that you have priced it correctly. If you are not receiving much interest, it may be time to reevaluate your price.