

# 5 SURE-FIRE TIPS

FOR A QUICK,  
EASY HOME SALE!



Selling your home can be surprisingly time-consuming and emotionally challenging. Strangers come in, poke around, critique your home, and then offer less than you think it's worth - if anything at all.

Below are five tips for getting the highest possible price for your home within a reasonable timeframe... without losing your mind.

**1. Kick emotions to the curb.** When selling your home, it's best to see yourself as a businessperson rather than as a homeowner. Looking at the transaction from a purely financial perspective helps detach from the emotional aspects of selling your home.

**2. Hire an expert agent.** An expert agent will help set a fair price for your home and also play middleman, negotiator and problem solver. In addition, he/she will handle the enormous amounts of paperwork and pitfalls involved in real estate transactions - ensuring a smooth, stress-free experience for you.

**3. Price it right** - but don't expect to get that price. Smart buyers will negotiate and,

If you want to complete the sale, you'll have to play the game. It's a good idea to list your home at a price that attracts buyers, while still leaving room for negotiation.

**4. Make photos a priority.** More than 85% of buyers start their home search online these days. Having crisp, clear photos - preferably taken by a professional - that showcase the entire house both inside and out will set your listing above the rest and help generate interest.

**5. Primp and stage.** If you don't clean and stage your home, you're leaving money on the table. Have a friend or agent with a fresh pair of eyes point out areas that need work in case you're too familiar to "see" the trouble spots. Decluttering, adding a fresh coat of paint, eliminating odors and pumping up the curb appeal also help make a good impression.

Taking note of these five sure-fire tips will go a long way toward helping you achieve the seamless, lucrative transaction every home seller hopes to have.



Carol Ellis, Realtor®

770-472-7898 office; 404-308-0389 cell phone

Have questions about any of these powerful ideas or strategies? Want a free consultation to see how we can apply them to YOUR home? Give me a call today!



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