



Dennis Tobin, Middle Tn Realtor

Selling Steps

#1

Determine Why You Are Selling

- Selling your home is more emotional than buying a home sometimes
- Can determine the urgency of the sale
- Consider why you are Selling
 - Price, Location, Size of Home, Condition of the property, Accessibility, etc

#4

Location

- Are
 - Is your property in a rural area?
 - Pricing your property in relation to other offers in your area
 - Is the Neighborhood up and coming, well established area?

#2

Cost of Selling

- Calculate the expenses that could incur while selling your home.
 - This could determine a good sells price.
 - Consider things like real estate commission, taxes, repairs, debt owed on the property

#5

Accessibility

- Are you located near a few of these areas?
 - Schools
 - Shopping Centers
 - Eateries
 - Outdoor areas (pools, parks, greenways, etc)
 - Main Roads (Interstate, highways, etc)

#3

Price & Agent

- Real Estate Agent is well aware of the market and can help you price your home in a competitive market.
- Overpricing could result in:
 - Extended days on market which could result in lower offers
 - Property not appraising for the agreed contract price.
- UnderPricing could result in:
 - Investment lost (losing money)
 - A buyer offering even lower offer

#6

Condition on your Property

- This could be a factor in how quickly your home sells.
- Here are som staging tips for the Exterior:
 - Keep grass cut and decluttered
 - Apply fresh paint to the outside areas
- Here are some staging tips for the Interior:
 - Decluttering
 - Depersonalizing
 - Deep Clean
 - Keep your home clean and tidy
 - Style your dining room table