



TIPS FOR SELLING A HOME

PROVIDED TO YOU BY WRIGHT LAW OFFICES

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1. Make sure your realtor has numerous pictures of your home online; otherwise, prospective buyers may not even bother looking at yours.
2. Facebook the listing of your home. Do not underestimate the reach of social networking.
3. Depersonalize the interior of your home. Because prospective buyers wish to imagine their belongings in the house, remove your personal items – family pictures, religious symbols, travel memorabilia, etc.
4. Make the interior sparse and clean. No clutter, flat surfaces should be clear, and a minimum of furniture should be in each room. Fewer items make rooms appear larger. What you include in rooms should be the best furnishings you have available.
5. Beautify the exterior of your home. The exterior is what prospective buyers see first. Rain gutters should be straight, paint where needed, manicure the lawn and have immaculate landscaping. Attractive outdoor furniture on display might help prospective buyers imagine leisurely evenings outdoors.
6. Fix and repair as much as possible. No leaky faucets or door handles, repair and paint wall cracks, closet doors should swing and close properly, bath tile should be unbroken, sidewalks should be in good repair, etc. A selling point will be that your home will have a low cost in repair for the new owner.
7. Make sure your real estate agent has ready, easy access to your home. Don't make it difficult for your agent to show your property. Try to make your home available for viewing by prospective buyers with very short notice.
8. Make your home competitive by knowing the sales prices of three or four similar homes in your neighborhood and try to price your home slightly below them. Your home will look like a good deal and it is possible that prospective buyers will get into a bidding war. Over pricing your home may prevent potential buyers from considering your property. You must be competitive in the housing market to sell your home regardless of what you originally paid for your home or how much you've invested in renovations.
9. When selecting a real estate agent, interview them and feel comfortable that they will work professionally and diligently on your behalf. Typically, do not sign an "exclusive listing" for more than three months in case you find the agent lacking.
10. It is advisable to have your lawyer review any offer or contract for the sale of your home before signing any paperwork, particularly if there are "contingency clauses." Generally, the contingency that permits the buyer from selling their home before buying yours is to be avoided. If you agree to any contingencies, it might be wise to have time limits to each.