

The Top 5 Things to Know About Selling Your Home



Selling your home can seem like a huge challenge, especially if you are buying a new home at the same time. Keep reading to get the answers to some of the most common questions about selling your home!

Do I need to make repairs or upgrades?

The answer to this question varies depending on how well your home has been maintained along with other factors. Has the carpet seen better days? Is there a leak in the roof? Is one of your bedrooms painted neon orange? An experienced realtor can help you assess your home and decide which items may need to be updated or replaced before listing your home for sale.

Do I have to stage my home?

Again, the answer here is maybe. If your furniture is showing a lot of wear and tear, or maybe you just never got around to buying a dining room table, then you may need to have someone come in and stage your home. This is another area where your realtor can help you make decisions about what level of staging is needed, if any.

Do I have to leave during showings?

The short answer is yes. You cannot be in your home while a realtor is showing it to perspective buyers. You and your realtor can work out a schedule for when showings can be scheduled and when your blackout times are. No abandoning dinner because you have a showing in 20 minutes. Your realtor will also ensure that you have ample notification of when a showing will take place.



How much is my home worth?

Your realtor will conduct research on comparable homes in your area to determine how much your home is worth. This is called a Comparative Market Analysis or CMA. They will factor in items like renovations and upgrades, lot size, number of bedrooms and bathrooms and more. An experienced realtor will be able to provide you with a realistic value for your home.

Do I really need a REALTOR®?

Do you legally HAVE to have a REALTOR®? No. However, a realtor has the experience and expertise to ensure that selling your home is as painless and stress free as possible. A REALTOR® can walk you through this process and handle everything from getting professional photos to making sure you get the best price for your home. Don't take on the added stress of trying to sell on your own when you can hire an expert!

