



How to Get Top Dollar in Any Market

The best chance for selling your property is within the first seven weeks. Studies show that the longer a property stays on the market, the less the seller will net. Listed below are the **five main factors** to accomplishing this goal.

Pricing Factor

It is very important to price your property at a competitive market value right when you list it. The market is so competitive that even over-pricing by a few thousand dollars could mean that your house will not sell. The best way to establish a price is to get **Quinn's Complete Home Valuation**. We offer this service at pickquinn.com on our "Sellers" page. By comparing your property to similar properties that have sold or are currently on the market we can approximate the market value of your house.

I have known clients that try to determine a price by evaluating their own needs. For example, one client wanted to be able to pay off her existing mortgage with proceeds from the sale of a rental house. That is a wonderful thing to want to do, but it resulted in the seller wanting to list her property for \$94,000 when the market value is closer to \$65,000.

Trying to start out high can have a long term negative affect on finding a buyer for house. Those in the market for houses like yours will see that it is overpriced and move on.

An overpriced home:

- * Minimizes offers
- * Lowers showings
- * Lowers agent response
- * Limits financing
- * Limits qualified buyers
- * Nets less for the seller

No amount of marketing can overcome a price that is clearly over market value. 80% of the marketing is done when we decide on what price to list your home. If you are unwilling to list at current market value, you would be better off not putting it on the market at this time.

Clean Factor

Most people are turned off by even the smallest amount of uncleanness or odor when buying a home. Sellers lose thousands of dollars because they do not adequately clean. If your house is squeaky clean, you will be able to sell your home faster and net hundreds, if not thousands of dollars more. If you are planning on moving, why not get rid of that old junk now so that your house will appear larger? Make more space. Odors must be eliminated especially if you have dogs, cats, or young children in diapers or if you are a smoker. You may not notice the smell, but the buyers do!

Most agents have a difficult time communicating to their sellers about odor. If you employ an agent to get the most amount of money for you, please don't take offense if he must confront you about odor problems.

Access Factor

Top selling agents will not show your home if both the key and access are not readily available. They do not have time to run around town all day picking up and dropping off keys. They want to sell homes! The greatest way to show a house is to have a keybox! When your home is being shown, please do the following:

- * Keep all lights on
- * Keep all drapes and shutters open
- * Keep all doors unlocked
- * Leave soft music playing
- * Take a short walk with your children and pets
- * Let the buyer be at ease and let the agents do their job

Paint & Carpet Factor

Paint is your best improvement investment for getting a greater return on your money. Paint makes the whole house smell clean and neat. If your house has chipped paint, exposed wood, or the paint looks faded, it is time to paint. If your carpet is worn, dirty, outdated, or an unusual color, you may need to seriously consider replacing it. Many houses do not sell because of this problem. Don't think that buyers have more money than you have to replace carpet. They don't. They simply buy elsewhere.

Front Yard Factor

Your front yard immediately reflects the inside condition of your house to the buyer. People enjoy their yards. Make certain that the trees are trimmed so the house can be seen from the street. Have the grass mowed, trimmed and edged. Walkways should be swept. Clean away debris. Remove parked cars. This all adds to curb appeal. If a buyer doesn't like the outside, they may not stop to see the inside.

Summary

There are always people looking for homes to buy, so there will always be buyers for your home. But a little understanding of what the typical buyer is looking for, and more than a little preparation will be required to attract and keep the best buyers.

We can help you in the selling process. View **Quinn's Complete Sellers Services** on the "Sellers" page at pickquinn.com.

Quinn Robinett 360-876-7070 253-857-0036