

Top Tips for Selling Your Home

*This free tip sheet was produced by the Cheapskates Club –
www.cheapskates.com.au*

Are you getting ready to sell your home? Luckily, you can feel confident that your home will sell regardless of a competitive real estate market or stagnant economy. Consider these ideas to sell your home more quickly and to get the best possible price.

1. Clean thoroughly and remove clutter. Get a storage unit if you have to.
2. Make necessary repairs and updates. Replace outdated appliances and repair the floors and roof as necessary.
3. Stage your home with attractive furniture.
4. Offer a carrot to help your home stand out and sweeten the deal. A shorter (or longer) settlement or financial help with the closing costs could entice more buyers.
5. Enhance your home's curb appeal. Tidy up the yard and put out some pots of flowers.
6. Price your home appropriately. Listing it for only 1% less than comparable homes in your area can attract needed attention.
7. Be willing to negotiate. Sometimes, a price discount can close the deal.
8. Use a professional real estate agent. Be willing to switch agents if you're not happy with them.
9. Take advantage of technology. Make a virtual home tour of your house and property.
10. Ensure your For Sale sign is visible to passers-by.
11. Tell everyone you know that you're selling your house. A buyer from your own network of family, friends, co-workers, neighbours, and acquaintances might surprise you with an offer.



Be patient with your prospective buyers. Show them that you're willing to work with them and you'll receive an offer that you can accept.