

## Selling your Home with Advantage

Location, price, terms, property condition, and the Realtor are the top five reasons a property sells. Except for location – you control the other factors! Choosing the *right* Realtor can eliminate costly mistakes and obstacles on the road to a successful sale.

- 👑 Visit with your Advantage Realtor regarding correct pricing for your house.
- 👑 Know what you can and cannot change about your house. This allows you to concentrate on those items that bring the highest rewards.
- 👑 Spend time on the house preparation phase—it will probably be the most productive time you can spend!
- 👑 For tax purposes, develop a record of all home improvements made to your house.
- 👑 Do a pre-listing house inspection. This will eliminate surprises at closing time and provide you ample time to address any issues.
- 👑 Have a yard sale before you list. Sell, donate, or trash everything you don't need.
- 👑 Decide whether you want to offer the new buyer a Home Warranty with your house.
- 👑 Strategize with your Advantage Realtor about highlighting the strengths of your home at showings.
- 👑 Make moving plans early. Don't wait until the last minute!

Your Advantage Realtor is a great resource for more information about pricing, staging, and selling your house.