

The Three Essentials

for Selling Your Home Faster & for the Most Amount of Money

1. Offer Home Warranty to the Buyers (typically 1 year)

- Gives buyer assurance that if any issues come up, they will get fixed for a nominal fee
- Licensed professional will take care of the issue
- They aren't worried about having to come up with additional money later on that they don't have

2. Have all Disclosures In-Hand Prior to Going on MLS

- Saves you time and money
- Less chance of buyer's remorse or fallout
- Keeps buyers away who may have problems with any disclosed items

3. Be as Flexible as Possible With Showings and Have the Home SHOW Ready

- You want your home sold so make it as available as possible
- Don't give a buyer the opportunity to fall in love with another home when they could have fallen in love with yours first. Many buyers stop after they found "the one"
- Be sure your home smells nice and is clean. If a buyer sees a home that is dirty and unkept, they will assume you have not properly maintained your home.