

## 5 Ways to Get Top Dollar When You Sell your Home

### 1. Lose your Emotions.

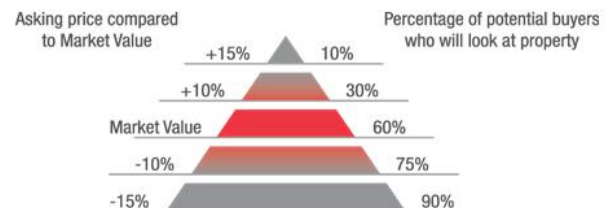
This may be the hardest to do. You have created memories and put love into the decorating and upkeep of the property, and it may show everywhere. But you need to have a new mind set; that this is a product and how can I show it in the best possible way to sell it.

### 2. Clean Spaces and Clear Vision.

Have you ever looked on the internet at homes and you can't believe that they have a picture with dishes in the sink, toys everywhere, unmade beds? Those this send a message that if they didn't even care to clean to sell the house that they most likely didn't care to do any upkeep on the property? Even if you don't have the new kitchen or bathroom a clean house that smells good will sell faster than one that is not. Don't even get me started on animals. That cute cat may make the house smell to the point that buyers will move onto another property without animals. I know you are use to the smell, but not everyone is, and it will make any buyer wonder if the animal has 'marked' the house.

### 3. Price it right the first time.

Everyone wants top dollar for their property. But you are not the one who determines the price – the buyers do, what are buyers are willing to pay for your house? You may think your house is worth \$300,000 but if other properties are selling for \$250,000 you will have a hard time selling it. The chart at the right shows that if you price is just under the market you have more potential buyers willing to look at your house then an overpriced property.



### 4. Light up the house.

A light and bright house gives an open feeling. A dark house can give a closed in feeling. So, check each room buy a few extra lamps to lighten it up. When I am showing a house or doing an open house I try to open every window treatment and turn on every light even in when the sun is shining outside.

### 5. The Cook and the Kitchen.

Even when you don't have the newest kitchen a clean uncluttered one that shows it would be a joy to cook here will make a difference. People will look inside your cabinets to see if their items will fit, so be sure it is neat and orderly. Think of the new home models – they have very few items on the counters. And don't forget to clean all dishes and put them away.

**Give me a call so I can give you a personal evaluation of your property to get top dollar**