

1. Getting your home ready.
 - A. DECLUTTER! – clutter is distracting and makes the house hard to see.
Get a PODS or storage area; have a yard sale.
 - B. CLEAN!!!!!!!!!! This is the single most important thing you can do
 - C. LIGHTEN UP! – open drapes and blinds; turn on lights
 - D. Clean and paint at least the entrance of the house. Paint the front door;
clear out old leaves; keep the grass mowed; mulch the flower beds; shovel
the snow; first impressions are important.
2. Finding an agent
 - A. Ask your Buyer's Best agent for recommendations.
 - B. Ask around, especially in your neighborhood.
 - C. Interview several agents and don't necessarily hire the agent who claims
to be able to get the most for your house; they may just want the listing.
 - D. Your listing agent will be your guide and should help you get your house
ready by suggesting things to do to sell it for more money and/or more
quickly.
 - E. If your agent suggests a particular commission and you want a lower one,
does the agent immediately cave in? Is this the person you want
negotiating for you?
 - F. Get an agent you like and can trust and then do trust him or her.
3. Listing your house
 - A. Have your agent prepare a market analysis and believe it. Your agent is
the professional, you're not, nor is Zillow.
 - B. Don't try to save on the commission. Agents showing your house are only
human and if they can make several thousand dollars more on another
house that has a higher commission, many will do it. Make all aspects of
your house look good to the prospective agent and buyer!
 - C. DO NOT PUT UP SIGNS ALL THROUGH THE HOUSE. Signs are
very distracting. Prepare or have your agent prepare a feature list of items

special to your home. Ditto price tags on any furniture you're trying to sell. You want buyers looking at your house, not a sign telling them the fireplace is a fireplace or that the dining room table and chairs are \$1,200.

D. Buyers like to see your utility bills, real estate taxes, summary of HOA amenities, and a survey or drawing of the property lines. Have them prominently available in the house.

4. Considering offers

A. The price is only the beginning but make sure it's the right beginning.

B. Also consider the settlement date, inspections, loan

5. The home inspection

A. Go through your home with your agent with an eye to anything that needs to be fixed and then FIX IT before the inspection

B. If you know something is broken and you can't get it fixed, exclude it

C. If many components in the home are older, consider giving a home warranty. It can be \$400 well spent.

D. Use the "Preparing for the Home Inspection"

6. Other inspections – have things tested before putting the house on the market, consider doing a pre-sale inspection.

7. Disclose, disclose, disclose. If you disclose something up-front, it's just information; if discovered later, it's a problem.

8. The buyer's perspective

A. You only have one house to sell; the buyers have many others they can buy but they'd like to buy yours. Don't make it hard for them.

B. Make your house the one they want to buy. Go look at other similar homes and see how yours stacks up.

9. The walkthrough

A. It's not over 'til it's over; make sure the house is clean and the grass cut.

B. Have your agent check with the Buyer's Agent before leaving paint cans. They may not want them.

- C. Leave a bottle of champagne or a welcoming plant for the buyers. It can go a long way toward making the buyers feel cordial toward you and the house.
10. At settlement - Understand that you may be tired and stressed out; so are the buyers. Settlement should - and can – be the enjoyable culmination of an interesting and even fun experience. Take a deep breath and enjoy it.

Congratulations!