



How to Get an Offer on Your Home

1. The only way to provide you with accurate, granular pricing of your home is to study the local market, actually visit local “comps” (comparable properties to yours). If an agent determines a market price for your home without actually visiting comparables in your subdivision; **fire him/her immediately.**
2. Price it right. Set a price at the mid to lower end of your property’s realistic price range to sell fast. Remember, time is money.
3. Prepare for visitors. Get your house market ready at least two weeks before you begin showing it.
4. Be flexible about showings. It’s often disruptive to have a house ready to show at the spur of the moment. But the more amenable you can be about letting people see your home, the sooner you’ll find a buyer.
5. Anticipate the offers. Decide in advance what price and terms you’ll find acceptable.
6. Don’t refuse to drop the price if at all possible. If your home has been on the market for more than 30 days without an offer, you should be prepared to at least consider lowering your asking price.