

# 7 Essential Steps Before You Sell

When you're considering selling your home, there are several important steps to take to ensure the process goes smoothly and you maximize your potential sale price. Here are seven key things to consider before putting your home on the market:



## Develop a Pricing Strategy

Pricing your home correctly from the start is crucial. If the price is too high, your home may linger on the market; if it's too low, you might lose money. Work with a real estate agent to compare your home to similar properties in the area to find a competitive and fair price.



## Prepare a Net Sheet

Calculate your expected take-home proceeds after all fees and commissions are accounted for. This financial summary helps you understand the net profit from the sale and plan accordingly.



## Finalize Your Timing

Decide on an ideal timeline for selling your home. Consider factors like market conditions, personal circumstances, and financial requirements to choose a target date or season that aligns with your goals.



## Make Necessary Repairs

Fix any issues that you've been putting off, like leaky faucets, broken fixtures, or peeling paint. These repairs might seem minor, but they can give buyers the impression that the home has been well-maintained.



## Stage the Home

Staging your home can make a huge difference in how potential buyers see your property. Staging highlights your home's strengths, downplays its weaknesses, and helps appeal to a wider range of buyers. Sometimes, this means rearranging furniture, painting walls in neutral colors, or even renting furniture to use during showings.



## Professional Cleaning

Invest in a professional cleaning service to deep clean your home before showing it. A clean home will help make a good impression on potential buyers.



## Declutter and Depersonalize

Buyers need to be able to envision themselves in the space, which can be hard if your home is cluttered or overly personalized. Declutter each room, remove personal items such as family photos, and consider putting large pieces of furniture in storage to make rooms appear larger.

**Reach out to us today, and let our team assist you with these steps and provide valuable insight to make your home-selling process seamless and successful.**

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