



SELLING MY HOME: FAQs

Do I need to make improvements to my home to get it on the market?

It is always recommended to declutter, touch up, and repair anything in your home that might bring negative attention to a prospective buyer. During our Listing Presentation, I will tour your home and give you a detailed overview of what items to look out for and what you may want to consider updating/replacing/repairing.

Should I paint the interior/exterior or simply “touch up”?

A fresh coat of paint always makes the property shine. That said, it depends how faded/stained/etc. the paint on or in your home is. Sometimes a touch up is all that is necessary but be mindful that the paint color may not match exactly and it can be very apparent when all lights are turned on by prospective buyers and their agents.

Should I get a pre-listing inspection performed by a licensed inspector?

Licensed inspectors will perform a pre-listing inspection, which is the same inspection they would perform for a buyer once under contract. The good thing about doing an inspection is that you will know which items need repair, you can make some repairs yourself, and you can share these items with prospective buyers *in advance* so there are no surprises later. This can give you a competitive edge when negotiating during the buyer's Option Period.

How detailed should I be when filling out the Seller's Disclosure?

By law, you must disclose all pertinent information about the house that you are aware of. If you don't know an answer, you simply do not answer it. The more you share, the better your agent (me!) can negotiate on your behalf once offers start coming in and once the inspections are performed.

How long will it take my house to sell?

The tough question! It depends – housing markets fluctuate. The most important thing is that your home has to be priced RIGHT. There is a price everyone is willing to pay, and we need to find that sweet spot. My goal, during the current market (Fall 2022) is to have your home under contract within 27 days of listing.

What happens if we don't get an offer at our list price?

Many offers don't come in at list price. This is the time we will discuss their offer terms (it doesn't always come down to the final offer price) and I will negotiate a fair counteroffer, if necessary.

What can I do to help my house sell faster?

Just as I will market your house, you should, too! Share the listing on your social pages (if you are comfortable with that) and talk about it to your friends/coworkers. While they may not want to buy your house, they may have a friend (or friend of a friend) who does!

Additionally, you should have your home "show ready" at all times. Make it easy for agents to show your house by putting as few restrictions as possible on showing times. Keep the house clean and clutter-free.

How much will I get from the sale of my house?

This answer is different for everyone, but I can perform a quick cost analysis if provided some simple information regarding your current loan. Of course, we will try to get top dollar!

What costs do sellers typically pay for?

Sellers will typically pay for the Title Policy, any insurance, homeowner's fees, and property taxes that have been unpaid during your ownership, a transfer tax, escrow fees, and the real estate agent commissions for both sides of the transaction. This can be roughly 8% of the sale of your home.

Do I need to do an open house?

Open houses can bring a lot of attention to a newly listed home and are a great way to pique the interest of prospective buyers and your neighbors (who may have friends who are looking to buy!). It However, there are downsides, like having multiple groups of people walking through your home, having to be out for a half day on the weekends, etc. Each seller is different and has different expectations. I think open houses are a great way to bring attention, and it is up to you whether you would like to have them.

Do I need to stage my home?

My services include a complimentary meeting with a professional staging and design team. We walk through your home and identify areas that could help buyers envision themselves living in the home. We can bring in additional furniture and other staging items, should the design team recommend it. Because I believe this brings true value to the sale of your home, I cover the costs of all staging for up to 60 days.