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#### **Pricing your home to sell.**

When a home is priced too high, it may remain unsold for a period that's more than other properties in the same neighborhood. This will cause prospective buyers to think there's something wrong, further dampening demand for the property. When pricing your home it's important to follow your agent's advice. A good agent will know the pricing strategy to get you the best deal.

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**Exterior staging.** First impressions are important when selling a home. If the exterior of your home looks shabby or run down, prospective buyers are turned off before they go through the front door. Before putting it on the market, be sure to spruce up your home's exterior. Cut the grass, be sure the garden is weed free, and edged so it looks cared for. Repaint trim around the windows and the front door. Make sure the curb appeal suggests a cared for and well maintained home.

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**Interior staging.** This can involve renting furniture or classy art to hang on the walls of your home, placing fresh flowers in the living room and kitchen, and re-arranging furniture. Many agents offer free interior staging as part of their service. It's usually best to outsource your home's staging to a professional who knows the how to present a home to look its best.

