

# JOYCE COURTNEY'S EXCLUSIVE SELLER'S GUIDE

## HOW TO START THE PROCESS

Haven't sold a home before or has it been years? Well, the process has completely changed. Here's how to get started:

- Determine your motivation for selling and what your time frame is.
- Ask Joyce to complete a Complete Market Analysis on your home to determine the fair market value.
- A net sheet with all figures will be provided.

## GETTING YOUR HOME READY

- Neutral, neutral, neutral!
- De-clutter is key! Less is more.
- First impressions are everything. Make sure the front of your house is in tip top shape!
- Keep it sparkling clean!
- Call Joyce and she will have a professional stager come to your house to help!



## TOP TIP

Be patient. It is a very stressful time, however, Joyce Courtney and her team are there for you at every step of the process.