



EXIT REALTY LIFTLOCK

Brokerage

Independently Owned & Operated
705-749-3948 www.exitrealtyliftlock.com

12 STEPS TO SUCCESSFULLY SELL YOUR HOUSE

1. Contact and interview one of our Exit Realty Liftlock, Brokerage, professional, qualified Sales Representatives at 705-749-3948.
2. Do a thorough walk-through of your property and find out what needs tidying up and removing to enhance the value of the property. Then do it! The first impressions as buyers approach the front door are lasting impressions and usually a reflection of the care which has been taken throughout the house.
3. Have a comprehensive comparative market analysis prepared by your Sales Representative.
4. Price the property properly according to present market conditions.
5. Make sure the temperature of the house is comfortable.
6. Get rid of any odours, open the windows, dump the litter box, and remember buyers sometimes have allergies.
7. Make the house as bright and airy, let in as much natural light as possible, and if you have a great view show it off.
8. Make the home look romantic; a couple of wine glasses set on the table, even some calming music is very appropriate.
9. Plan to be out for all showings to put buyers at ease, give them time to talk freely, and enable them to imagine themselves living in your house.
10. Enjoy the fact you have an offer and negotiate as if you want to SELL.
11. Coordinate all dates with the buyers, have your Sales Representative send all appropriate documents to your lawyer, bank, etc. to prepare paperwork for completion date.
12. Be prepared to be packed, move, and enjoy the process as you progress to the next stage of your life.