



## Eight Essential Tips To Help Sell Your House

[1] Price your home appropriately. Overpricing your home is a losing strategy. GLR can prepare a free Comparative Market Analysis to help you understand your home's value.

[2] Choose your broker carefully. Gone are the days when sellers must list with a full-service, full-commission, Main St. location broker in order to sell their home. GLR can save sellers a significant amount of money in commissions.

[3] Make sure your broker is into web marketing. Over 85% of buyers look for houses on the internet. The photos should be appealing. GLR posts our listings on hundreds of websites.

[4] Clean, Clean, Clean! Make your house bright, light, and spiffy. Many buyers will rule out a house within five minutes if it's too dirty or cluttered or smells funny. Landscaping and minor repairs are important. GLR offers construction management consulting for our customers.

[5] Consider staging your home. Make your home shine by adding or removing furniture, artwork, photos, plants, rugs, and accessories. Proper staging could add \$50,000 to your home's value! GLR offers staging consulting sessions to our customers.

[6] Arm your agent. Prepare your house file so you have all the important information at your fingertips. This includes: roof, septic system, electrical system, heating zones, furnace, stove, washing machine, dishwasher, dryer, survey, Certificates of Occupancy, etc.

[7] Make yourself scarce when buyers stop by. Buyers are turned-off when sellers are at home during a showing.

[8] Have your home ready to show. When you're on the market, your home should be clean and available to show every day. Keep sidewalks and driveways clear of snow and ice.