

Southland

REALTORS

12 THINGS YOU SHOULD KNOW ABOUT SELLING YOUR HOME

1. **Y**our home is worth what a buyer is willing to pay.
2. **C**leanliness is next to godliness.
3. **C**urb appeal is the first (and strongest) impression.
4. **E**verything is negotiable.
5. **C**heap fixes or updates will result in cheap (low) offers.
6. **N**eutral paint and decor will always appeal to the masses.
7. **U**pgrades may not increase value, but they'll increase the chances of getting it sold.
8. **T**ime is of the essence.
9. **P**et odor and clutter leave the longest lasting impression.
10. **L**ocation **L**ocation **L**ocation
11. **B**uyers will notice things they want to change before they notice updates.
12. **W**hen priced right, it **WILL** sell.