



Hot Tips for Summer Sellers...

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If you are already working with an agent, this is not meant as a solicitation for that business.

Ah, summer.
Backyard barbecues.
Hot sunshine.
School vacations.
You may not think that summer is a great time to list your home for sale because people are in a mood of summer fun.

Think again.

Now is a great time to list because people have more time to do a thorough search. Plus, they want to get the transaction done before the school year begins in September.

Here are some tips for selling in the summer:

1. Price.

Pricing is the one most important factor in selling your home, but most people don't understand why. You may think your home is worth a certain value, but it's only worth what the market will bear right now.

Don't just come up with an arbitrary price. The key is to learn about the current real estate market and how it applies to your neighborhood. Of course, the best way to do this is to consult with a knowledgeable local real estate agent.

2. Cut the clutter.

One of the biggest reasons homes

don't sell is **too much stuff**. Get rid of all the things you just don't need. If you really need them, then hide them. It might be worth it to rent a storage space and fill it.

When it comes to showing a home for sale, less is more.

3. Landscaping.

While it may seem obvious, many sellers neglect the outside of their property. They think that the new bathroom or kitchen addition will make up for the fact that their yard looks terrible.

When the home doesn't sell, they're amazed. But all they needed to do was hire a professional landscaper to do some small improvements to the yard—a small price to pay when it comes to finding a buyer.

Pay attention to these simple and basic details and you may be amazed at the hot price you get for your summertime listing.

Want to know more about what's going on in terms of pricing right now? Just give me a call at (360) 620-2690 or send an email to mollyells@windermere.com. I'll be happy to show you exactly why now is a great time to list.

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