

FACTORS AFFECTING THE VALUE OF YOUR HOME



LOCATION - the single most important factor in *determining the value* of your home.

COMPETITION - properties that have sold or are available in the area. Buyers will perceive value based upon properties sold & currently available in the area.

TIMING –There are approximately 7-8 months’ worth of homes on the market... competition is fierce and pricing property accordingly is an absolute MUST.

CONDITION - *affects the price and speed of the sale.* Few buyers want to deal with a fixer-upper. It’s tough to be objective regarding a house you’ve lived in for years. Input from your real estate professional will give you a clearer perspective of what needs to be done to maximize appeal to buyers. Buyers are looking for “move-in ready” homes. NO WALLPAPER!! Spic-N-Span kitchen & baths.

PRICE - Pricing your home properly from the beginning is an important factor in determining the length of time it will take to sell your home. *A property attracts the most excitement and interest from potential buyers when it is first listed.*

TOGETHER, WE WILL GET RESULTS!!

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