



**Ed Quinn**

Hometowne Realty  
304-229-5063(O)  
304-676-4697(C)  
304-229-4697(H)

## Recommended Steps for Selling your Home

There are many things to consider when you are thinking of selling your home:

The condition of your home should be as nice as possible. Be extra diligent in preparing your home for the sale. First impressions are always lasting ones. Put yourself in the buyer's position. Would you like your home when first viewed? (As the buyer)

Is there clutter in your basement, garage, or attic? If so, organize it to appear neat and clean.

How's the outside of the house? Is in need of repair? Do it before listing, as curb appeal means a lot to potential home buyers.

Where do I move, if my house sells before I anticipated it? This is an area that can be negotiated during the selling of your home. But just in case, check out rentals in your area. Are they readily available with short term leases?

Are you willing to part with any personal property? Identify anything you will take with you and does not stay with the house. (i.e. Washer/Dryer, Aunt Mable's built in antique mirror, etc.)

### **Sellers Frequent Q & A**

Q: What do you think the home is worth?

A: This depends on many factors. For example, neighborhood conformity to the type and style of your home as compared with those around your home. I will work with you to set the proper price by using comparable homes that have sold recently in your neighborhood, taking into consideration all of the uniqueness of each home. After we've worked together towards this goal, we can both feel confident that the price set is competitive. You could also hire an appraiser to evaluate your home for a fee. As a Realtor<sup>®</sup>, I use the CMA (Comparative Market Analysis) approach, which is a complimentary evaluation of your home.

Q: What is your commission?

A: It depends on your needs.. I work with you to match your needs to those of the various services we offer at Hometowne Realty. As your specialist, I take pride in working with you to set the correct objectives to sell your home.

Q: Do I have to do anything to get ready to sell the home?

A: I will work with you to identify any special needs the home may need to effectively market it at the highest price possible. If any specific items need to be addressed before marketing the home, we will set a timetable as to when the work would be accomplished.

Q: Who does what?

A: I, as your listing agent, perform many tasks, not only during the listing, but also after contract ratification. For example, I will arrange for termite inspection, coordinate with the real estate appraiser, arrange for testing of water and septic. Working closely with the selling agent, if it's not me, to manage any special inspections or testing the contract may call for. I will also work with the closing agent to identify any needs to be addressed before closing date. I will answer any questions the lending institution may ask or need. In addition, I will address those questions and needs that come up at the last minute. As a Realtor® specialist, it is my job to continually be updated on various changes in the market place that may affect your sale. That's why continuing education is always a priority each year.

Q: Should you help show the house and be available during showings?

A: Generally speaking, that is why you hired me. I have the experience and training in working with customers attempting to buy a home. Often buyers have said to me that they "just did not feel comfortable" with the home owner being present. I suggest finding some where to go during the showing.

Q: How will you market my home?

A: I use a variety of approaches. Local, regional, and Internet advertising is used on each home that I list. At times specialty advertising may be necessary to properly advertise a home.

Is there a specific question that I did not answer? If so please contact me at. [ed@teamquinn.com](mailto:ed@teamquinn.com) or the numbers above.

There are many, many other things to consider when selling your home. I would welcome the opportunity to assist you in the evaluation process.

***Please contact me today.***