



FOR SALE BY OWNER GUIDE

HELPFUL HINTS AND TIPS
TO SELL YOUR HOME



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HELPFUL HINTS FOR SELLING YOUR HOME

MARKETING YOUR PROPERTY

THE MAJORITY OF BUYERS START THEIR HOME SEARCH ONLINE. MAKE SURE YOU ARE ON ALL HOME SEARCH SITES. I HIGHLY RECOMMEND HAVING PROFESSIONAL PHOTOS DONE TO UPLOAD TO WEBSITES.

SHOWING YOUR PROPERTY

MAKE SURE YOUR HOME IS CLEAN AND UNCLUTTERED BEFORE SHOWINGS. OPEN WINDOWS, TURN ON LIGHTS, AND LIGHT A CANDLE. MAKE SURE YOUR VALUABLES ARE SAFE AND PUT AWAY.

GUEST REGISTRY

MAKE SURE TO HAVE POTENTIAL BUYERS FILL OUT A CONTACT FORM BEFORE SHOWING YOUR PROPERTY. FOR BOTH SAFETY REASONS AND SO THAT YOU MAY FOLLOW UP WITH THEM.

MAKE A FLYER

CREATE A FLYER WITH LISTING DETAILS AND PHOTOS, GIVE THE FLYER TO POTENTIAL BUYERS AS THEY ENTER YOUR PROPERTY. YOU CAN ALSO INCLUDE FINANCING INFORMATION SO BUYERS WILL HAVE AN IDEA OF THE MORTGAGE PAYMENTS.

FILLING OUT DOCUMENTS

IF YOU DO NOT KNOW THE FORMS OR UNDERSTAND WHAT YOU ARE SIGNING, DO NOT SIGN ANYTHING. HIRE A PROFESSIONAL (SOME REAL ESTATE AGENTS WILL HELP FOR A FLAT FEE OR AN ATTORNEY) TO DO IT FOR YOU.



PREP FOR SHOWINGS

- CLEAN EVERYTHING
- UNCLUTTER THE HOME
- TURN LIGHTS ON AND OPEN WINDOWS
- REMOVE ODORS/LIGHT A CANDLE
- FIX ANYTHING BROKEN
- REMOVE PETS FROM PROPERTY
- FRESH PAINT
- TURN OFF TV/RADIO
- LANDSCAPE REGULARLY
- CLEAN AND WASH EXTERIOR
- UNCLUTTER GARAGE
- CLOSE TOILET BOWLS



CONSIDER THESE QUESTIONS

BEFORE RULING OUT HIRING A REAL ESTATE AGENT



- Do you know how to write a contract?
- Do you have the budget for photography and marketing?
- Do you know the market value of your home?



- Do you have a third party to negotiate on your behalf or will you be doing it directly with the buyer?
- Are you prepared to leave work for showings and arrange these on your own?



- Do you know how to prepare your home to sell for top market value?
- Do you know to qualify a potential buyer?
- Are you prepared for the process after an agreement has been reached?

MY VENDOR LIST

These are the professionals I recommend to my clients when selling their home. Feel free to use them as a resource.

EPM REAL ESTATE PHOTOGRAPHY



(631) 319-3824

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