

How to sell a HOUSE


1

Find a listing agent

Check out our Preferred Agents for trusted experts in your area.

Meet a few different agents before deciding on one.

Ask them questions about the services they will be providing and experience.




2

Assess the market

Check out comparable properties for sale in your area. See how much they are listed for and how long they have been on the market. **Create a property alert by signing up with My Househappy to show you when comparable properties are listed in your area.** Make sure selling now is financially smart and fits with your timeline.

Evaluate the state of your own neighborhood.

Consider the time of year it is. Most homes are sold in the spring or summer.




3

Cleanup your house

Purge any items you are not going to take with you to your next home.

Freshen up the exterior of your home.

Fix any known major damages.




4

Price your house

Your agent should provide you with a comparative market analysis.

Try not to let your emotions get involved when you price your home. Be wary of agents who might suggest listing your house at a high price; they could be doing this just to get you to sign with them.



5

Stage and show your house

Remove all clutter and organize the rest.

Hire a stager to reorganize your furniture to showcase the room.

Lighten it up. Remove busy wallpaper. Paint the walls with light neutral colors. Make sure all the light fixtures are working properly and provide ample light to every room. Remove heavy or outdated window coverings.

Remove any traces of your pets.

Deep clean the house.

Take professional photos. According to PR Newswire, professional photography sells homes 32% faster.

6

Prepare for the open house

Lock up or store valuables.

Take down family photos or personal items.

Make plans to be outside of the home while the house is being shown.



7

Stay informed and close the deal.

Keep regular contact with your agent on the status of the sale of your home.

Go over any offers presented with your agent and work with them to negotiate the terms or counter offer.

