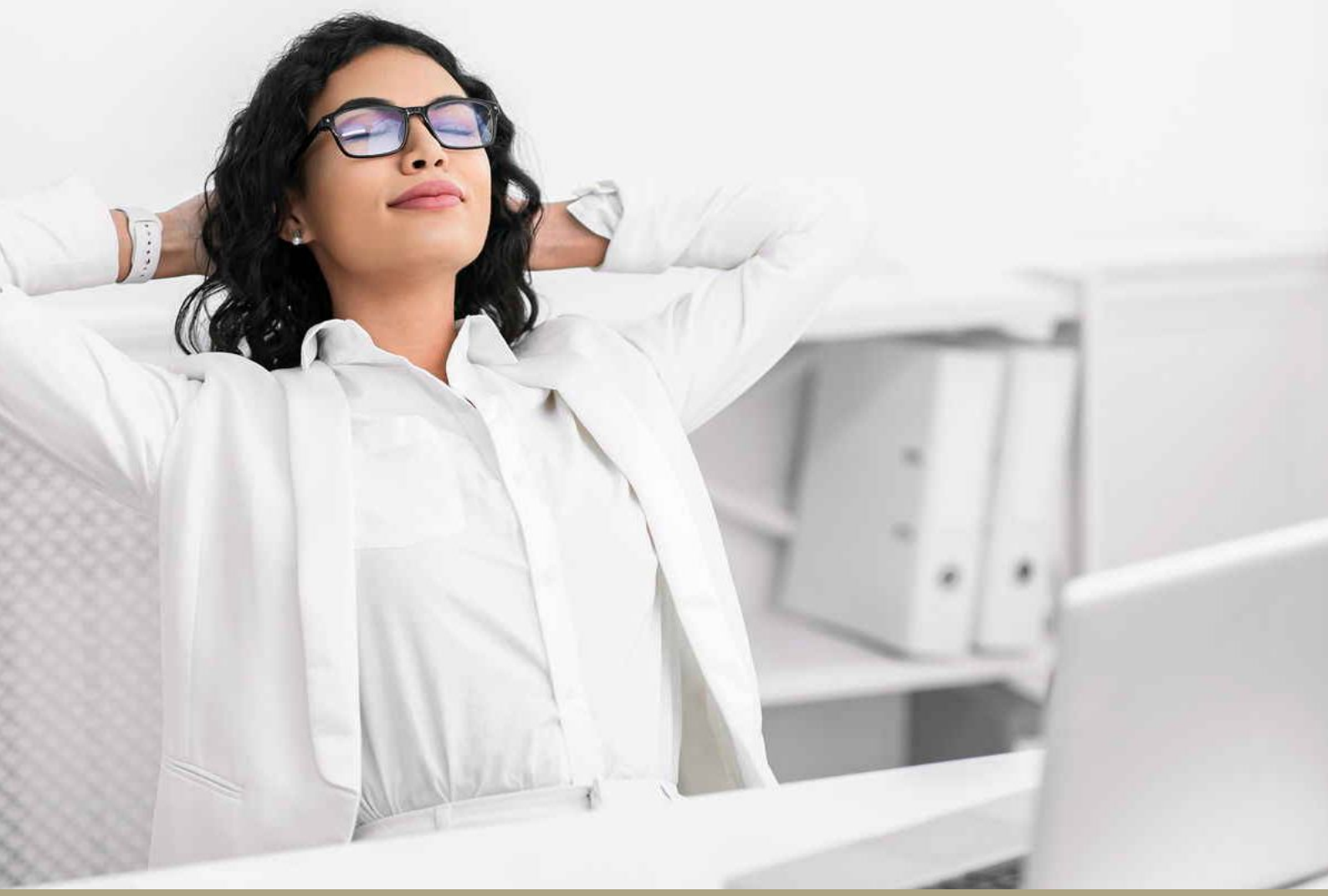


QUESTIONS TO ASK WHEN SELLING A HOME

Full of questions? When selling a home: that's understandable. You have questions; I have answers!

Read Reviews from Local Home Buyers & Sellers: **BarbaraJennings.AmazingClientReviews.com**



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Message and data rates may apply.If your property is now listed with a REALTOR® or Broker, please disregard this offer, as it is not our intention to solicit the offerings of other REALTORS® or Brokers. The information contained herein is deemed reliable but is not guaranteed.Message and data rates may apply.



What if...? When...? How...? You'll have plenty of questions as you sell a home.

Whether it's your first home sale or you've sold before, each situation is unique. Asking questions is important! **Don't forget any of the important ones.**

IN HERE, YOU'LL FIND:

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WHAT TO ASK YOUR REALTOR®

Your real estate agent should be on your side. They are ready and waiting to field the majority of your questions as you navigate selling your home. Here are some questions you may want to ask them directly:

- **How long have you been licensed to practice real estate?**
- **How many clients have you helped sell homes?**
- **How many homes do you typically close a year?**
- **Do you work full time or part time?**
- **Do you have any specialties or things you are known for?**
- **How many sellers are you working with right now?**
- **Do you work with buyers as well as sellers?**
- **What is the price range of homes you usually help people sell?**
- **Will I work only with you or with a team?**

> **At the end of the day, a commission check will be headed their way. That gives you the right and responsibility to be sure they are a good fit for you.**





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WHAT TO ASK ABOUT YOUR HOME

Whether you've lived in your home a year or twenty, you have some major decisions to make as you go to sell it. How to price, when to market and how to get the word out are all things that you will work with your REALTOR® to arrange. To make sure you fully understand the ins and outs (and set yourself up for a top dollar sale), you should ask:

- **Are any major repairs needed?**
- **How old are the HVAC, appliances and roof?**
- **Would any of those be a barrier to selling?**
- **Would any upgrades improve the sale price?**
- **Is any renovation needed?**
- **How much is home worth, according to comparable homes in the area on the market?**
- **How much am I willing or able to negotiate?**
- **What about the area or nearby amenities could be selling points for my home?**
- **What kind of buyers can I/do I want to attract?**
- **What is the best marketing and showing strategy for this home?**
- **What is my timeline?**

> **Depending on your timeline, you could make some simple cosmetic changes or light renovations that dramatically improve your sale price. All of this should be discussed with your REALTOR®.**



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WHAT TO ASK YOURSELF

The last important Q & A should happen with yourself, your spouse, your housemate or anyone else who's putting the home up for sale with you. It's important that you ask yourself questions like:

- **What are my non-negotiables?**
- **What is the amount I really want to get for this home?**
- **What is the lowest price I will take for this home?**
- **Does my timeline impact this transaction?**
- **Do I want to negotiate?**
- **Am I willing to take on renovations or repairs?**
- **Am I willing to take on closing costs?**

> **At the end of the day, going into a home sale knowing what you want and what you have to work with will help you avoid busywork and chasing rabbit trails.**





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WHAT TO ASK BEFORE CLOSING

This may be in your first home sale or maybe you've sold homes before. Either way, you'll need to ask the right questions and understand how to close out your mortgage.

A lot of factors, including whether or not you have your next home purchase lined up, may cause questions.

Going in, you will need to understand what will happen if your home appraisal comes back low or high. Another financial consideration is what arises during negotiations and if you agree to any contingencies.

It's important to ask these questions about closing:

- **What are my responsibilities for the home before closing?**
- **What needs to be done about utilities before closing?**
- **Do I need to perform any repairs before closing?**
- **What am I required to bring to closing?**
- **How much are closing costs?**



> **All of these questions will help clarify the process and avoid missteps, getting you to the closing table without a hitch.**



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ASK ALL YOUR QUESTIONS

I HAVE ANSWERS! LET ME HELP YOU WALK THROUGH THIS HOME BUYING JOURNEY.

> **Get in touch today to get answers to all of your major questions and get you on your way to a successful home sale.**

Get Your FREE Home Value Update at : **BarbaraJ.15SecondHomeValues.com**



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