



SIX TIPS *for Selling Your Home in a Shifting Market*

1. Price it right. Contact your local real estate professional to ensure you have the most current Comparative Market Analysis for the homes sold in your area. This valuable tool will help you price your home in such a way that it attracts not only buyers, but also other real estate professionals who have clients interested in purchasing a home just like yours.

2. Ask for a Merchandising Review. This one-page worksheet is critical to ensuring your home is sold for the most money, in the least amount of time and for the best possible terms. Why? It details all of the finer points of selling your home in today's market.

3. Clear the clutter. While the shelves and walls full of novelties, mementos and family photos are treasures to you, prospective buyers need a "clean landscape" in which to envision their own possessions. Clear the clutter, and box up/store personal items. This presents a better "showplace" and also safeguards your precious items while your property is being viewed by potential buyers.

4. Grade on the "curb." Curb appeal is never more important than in a changing market. Your home can be a masterpiece inside, but if the outside is drab, dirty, cluttered or unkempt, you can be sure that prospective buyers will drive on by. Polish or replace hardware such as door knockers, knobs and light fixtures. Plant colorful

flowers in the beds, trim hedges, keep your lawn tidy, and consider a nice accent piece for your porch. If your door is faded or chipped, bring it back to life with a fresh "sand and paint" job!

5. Take the stage. Consider hiring a professional to "stage" your house before prospective buyers begin coming through your door, especially if your house has been vacant for a while. A professional stager arranges furnishings so that prospects can more easily envision their own furniture in the house. An experienced stager also can add a touch of class to your home.

6. Offer financial incentives. Closing cost assistance is especially attractive now that credit has tightened, and 100% loans are next to impossible to obtain.

As a real estate professional, I'm always here to help. Whether you have questions regarding the shifting market or how to best show your property, or you just want to learn how much your home is worth today, I can help. I'm a resource you can count on and an advocate you can trust.

Call Me Today for All Your Real Estate Needs!



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If you've thought about selling your home, then step one really should be to get these six questions answered with the help of a real estate professional. I've got everything you need to not only make the best decision for your family but get the best return on investment for your property. **Contact me today for a no-obligation consultation to find out how!**



Check out my
website



FIND OUT HOW MUCH YOUR HOUSE IS WORTH IN TODAY'S MARKET.

If you're going to sell your house in the next 6-12 months, what you do right now to prepare for the sale could make a difference of thousands of dollars.

The first thing you'll need to know is how much your house is worth compared to other homes in today's market. It's easy to find out.

Now you can get a FREE list of homes for sale and sold in your neighborhood in the last 12 months.

so you have a good idea of what homes like yours are selling for in your neighborhood.

To get the most current Neighborhood Activity Report for your area just call or text today, and we'll send it out right away.

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Get a FREE List of Every Home For Sale in Any Price Range!

Now you can get an up-to-the-minute list of all homes for sale right now – in any neighborhood – in any price range.

It's as simple as a phone call or an email and we can get your copy of this valuable real estate list sent out. Call me to FIND OUT HOW MUCH YOUR HOUSE IS WORTH TODAY!



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