

Checklist

for Selling Your House This Spring

As you get ready to sell your house, add these items to your to-do list. A real estate professional will also provide other helpful tips based on your specific situation.



Make It Inviting



Open blinds or curtains to let the light in



Check lightbulbs and replace as needed



Take down personal photos or items



Fix anything that's broken



Give every room a clear purpose

Show It's Cared For



Clean your vents and baseboards



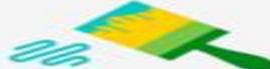
Vacuum, mop, or sweep floors



Declutter throughout



Organize countertops, cabinets, and closets



Touch up any scuffs on the walls

Boost Curb Appeal



Power wash outdoor surfaces



Clean the windows (inside and out)



Tidy up the landscaping



Freshen up your entry



Sweep patios, decks, and walkways

Let's connect so you have advice on what you may want to do to get your house ready to sell this season.

How To List And Sell Real Estate Successfully

R Bogdan



How To List And Sell Real Estate Successfully:

How to List and Sell Residential Real Estate Successfully Barb Schwarz,1996 Written by a top producing real estate agent and one of the nation s most knowledgeable and entertaining professional speakers this text provides a complete step by step proven program for designing and implementing a successful professional real estate career Packed with examples forms charts instructions and illustrative anecdotes

Success as a Real Estate Agent For Dummies Dirk Zeller,2011-03-03 Success as a Real Estate Agent For Dummies shows you how to make your fortune in the real estate business Whether you are looking to rev up your real estate business deciding whether to specialize in commercial or residential real estate or just interested in refining specific skills this book is for you This no nonsense guide shows you the fun and easy way to become a successful real estate agent It provides expert advice on acquiring the skills needed to excel and the respect and recognition you ll gain through making sales and generating profit Soon you ll have all the tools you need to Prospect your way to listings and sales Build a referral based clientele Work with expired and FSBO listings Plan and host a successful open house Present and close listing contracts Market yourself and your properties online and in print Negotiate contracts and avoid derailment Stake your competitive position Achieve excellent relationships with clients Spend less time to earn more money This guide features tips and tricks for working with buyers must haves for a successful real estate agent and common pitfalls that can be avoided Also included is a list of Web sites for real estate agents that are valuable resources for success With Success as a Real Estate Agent For Dummies you ll discover how to acquire key skills and get on track for a successful career

High-Powered Strategies for Real Estate Success: How to Create a Master Plan for your Investing Barry Lenson,2005

How to List Residential Real Estate Successfully Barb Schwarz,1991

Rules for Real Estate Success C. Perez,2011-09-16 A veteran real estate agent shares simple but powerful techniques to connect with more customers close more sales and maximize success There are more than 1 7 million real estate agents in the United States and Canada Thousands of new agents enter the profession each year hoping to make a comfortable living But more than 80 percent of them will not be successful To do well in this business you need to take your career seriously and equip yourself with training information and proven strategies This guidebook provides you with the tools you need including hundreds of marketing tips to help you nd business advice on responding to objections from clients the thirty answers to the most common questions youll be asked strategies to ensure that open houses are successful tips on how to interact with people on the phone and in person While this guidebook o ers hundreds of ideas youll prefer certain marketing and selling techniques over others The goal is to ensure that you have every strategy out there so you can sell and succeed You should know what to say when to say it and how to say it You will get the advice you need to close more sales with Rules for Real Estate Success

How to Sell Homes in a Tough Market Jonathan F. Goforth,2011-09-06 ENDORSEMENTS A must read for every real estate agent wanting to sell more homes Loaded with great advice and entertaining to read Jerry Reece

CEO Reece Nichols Realtors a Partner with HomeServices of America Inc a Berkshire Hathaway Affiliate Jonathans results speak for themselves He carries a listing inventory of 35 to 40 listings in the countrys worst market Take notice to that type of production Rich Casto Founder of Rich Casto Company one of the nations top Real Estate Trainers Coaches with over 35 000 clients How to Sell Homes in a Tough Market is chock full of great tips not only for new agents but probably even more so for experienced agents who were used to doing things the old way Its a fun book easy to read and will jump start your real estate career The tips are practical and spot on Real estate today is hard work and Jonathan Goforths book highlights the importance of desire prioritizing consistent prospecting and the daily attention needed to be successful in the business today Diane Ruggiero RCE CAE CEO Kansas City Regional Association of REALTORS Heartland Multiple Listing Service Jonathan writes Your COI Community of Influence is the most powerful thing you have in this business I agree wholeheartedly The most powerful thing about How to Sell Homes in a Tough Market is that Jonathan IS selling homes in a tough market who better to learn from than someone who is doing it at a high level This book is a valuable tool for every agents toolbox Michael J Maher The Maher Team LLC Realty Executives of Kansas City National Best Selling Author of 7L The Seven Levels of Communication Go from Relationships to Referrals Jonathans hard work and great follow up systems have placed him in the top echelon of realtors His straight forward advice is laced with hilarious stories A must read for rookie agents and also for experienced agents needing to jump start their sales

Staging to Sell Barb Schwarz,2009-06-05 Home staging strategies needed to succeed in a down market Whether a buyer seller or real estate agent the home selling and purchasing process is fraught with potholes that can usually be overcome But in this weakened housing market everyone involved in the selling process must increase their efforts In order to sell homes at top dollar houses must be prepared for sales That s where Staging comes in The real estate mantra is no longer location location location It is now Staging Staging Staging It s all about presentation In Staging to Sell Barb Schwarz The Creator of Home Staging offers her winning tactics secrets and strategies for selling a home at top dollar during these challenging times In addition to offering specific tips on how to Stage a home Schwarz a sought after speaker and Real Estate broker who has Staged and sold over 5 000 homes provides readers sellers Realtors and Stagers with useful advice on correctly pricing properties marketing properties so that they sell addressing objections early on having the seller handle the Staging before the house is viewed and much more Written with today s turbulent real estate market in mind Staging to Sell contains the information readers need to get their homes Sold in the market quickly for top dollar

How to Master the Art of Listing and Selling Real Estate Tom Hopkins,1991 Tom Hopkins career is the quintessential American success story from a 42 a month failure to millionaire through the real estate sales techniques he developed and perfected He has taught these techniques to more than one billion real estate pro on four continents and now shares them with readers revealing how to succeed in virtually any market

How to be Consistently Successful in Real Estate Sam G. Russell,1958 *How to Become a Real Estate Agent: Strategies for Success* Maxwell

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Robert A. Borello,1981 **Success Magazine** ,1905 Posey Carpentier's Master Plan for Real Estate Selling Success

Posey Carpentier,1984 **The National Real Estate Journal** ,1929 **Real Estate Today** ,1989

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