

## A VENDORS JOURNEY

Selling on your own can be a dangerous game, because there are many aspects to take into account and you may not have the necessary information or the time to inform yourself properly.

Here are our tips that we recommend you following to sell as quickly as possible and at the best price you can get:

1. There are many real estate agencies, which one to go to? It is always best if someone can recommend a professional with whom they have had a good experience.
2. Interview, compare and choose a good real estate agent (one is enough!) to market your home and represent your interests throughout the process of selling your home.
3. Don't fall into the trap of hiring several agencies. By this the house circulates on many different websites and portals, several times on the same site, but with different photographs and information. It is not serious and confuses a potential buyer!
4. The professional you choose should make a comparative analysis of the market to help you value the price of your home. A realistic price will help you sell sooner and better.
5. Let yourself be advised, ask questions, clarify doubts. This is the only way to create the important link with your agent. Share with your agent your temporary forecasts and let him or her advise you on the most suitable price strategy for your future plans.
6. Ask your real estate agent to explain the marketing plan to sell your property, or in other words: What he/she is going to do for you to earn your trust. Don't forget; you are a team with the same objective!
7. Decide together with your agent the improvements to be made: repairing damages, updating bathrooms and kitchen, ensuring good lighting, painting ... It is proven that the buyer values an impeccable and well presented house.
8. Prepare your home to be shown. Remember! The main rule of staging is to "neutralise" the environment: remove clutter, personal photographs, excess decorative objects and personal belongings in the bathrooms. The buyer should feel attracted and welcomed as soon as they enter the house.
9. During viewings, we recommend that you leave the property. Potential buyers will feel more comfortable walking around at their leisure and talking freely about the property with your real estate agent.

10. Do you still have doubts about hiring a single professional? The whole process is more efficient if you trust an agency and let them advise you. Only in this way, your house can be put on the market in an efficient and professional way, in order to obtain a quick and pleasant sale.

**Contact us so that we can inform you in detail. LET'S TALK!**