



STEHOUWER HOMES REAL ESTATE

SELLERS GUIDE TO SUCCESS

Know Your Timelines

- Consider the timeline for selling your home.
- Do you need to sell now, or are you planning to sell in six months? Timing determines strategy.
- Are you buying a new home, or do you already have the next house in mind?
- Is the financing for your next home contingent on the sale of your current one?
- These are all crucial questions to answer before the listing appointment.

Preparations to Consider

- Don't overthink it. Some remodels or repairs make a difference—others don't. Know the difference.
- Focus on surface-level improvements: fresh interior paint and improved curb appeal through exterior power washing and landscaping.
- Kitchens and bathrooms are areas that can add significant value to your home. However, before undertaking a major remodel, consult with an agent—many buyers prefer to update these spaces to fit their own tastes.
- Finally, consider consulting with one of my professional home stagers to showcase your home with style and attention to detail.

Right Representation

- Success starts with the right agent.
- Look for someone who shares your values and understands your goals.
- Choose an agent and brokerage with strong market influence, authority and a proven track record.