



before putting your home on the market, make any preparations that could increase appeal and market value

- Make necessary repairs
- Paint exterior and interior areas
- Update various features (such as new carpeting or plumbing fixtures)

determine the selling price, based on:

- An appraisal to estimate current market value;
- The location, features, and age of the home; and
- Current mortgage rates and market demand in your area.

decide if you will do a "sale by owner"

- Advertise your home in various media (e.g., newspapers, Internet, flyers)
- Be ready to meet and show your home to prospective buyers
- Make use of the services of a lawyer and/or title company for the legal aspects

consider using the services of a real estate agent

- Interview two or more agents to compare their services and experience
- Expect the agent to provide a marketing plan and to handle the financial and legal aspects of the sale
- Communicate with the agent on a regular basis regarding the selling price and prospective buyers