

4 Ways to Find the Time to Sell your Home

Are you thinking about selling your home this spring? If so, one factor that may be holding you back is time. You might be worried that you won't find the time in your busy schedule to sell your property successfully.

If so, here are four strategies that will help:

1. Understand what needs to be done

Do you know what you'll need to do to sell your home? Do you understand the steps involved? Do you have a clear idea of how long it will take to complete various tasks, like getting repairs done and doing some "staging"?

The more accurately you can anticipate your tasks and how long it will take to complete them, the better you'll be able to plan and schedule.

2. Keep a "moving" calendar

It's a known time management fact that using a calendar and blocking out time for tasks will ultimately save you time. So, use your calendar, or create a new one just for moving-related items. With an up-to-date calendar in place, you'll always have a view of what needs to be done and how those tasks fit into your weekly schedule.

Maintaining a moving calendar also reduces stress.

3. Ask for advice

How should you stage your main floor? Should you



make any home improvements? How should you prepare for a buyer coming to view your property? You don't need to guess or Google. Get professional advice. Doing so will expose you to the most current best practices and will save you time.

4. Hire help

You don't need to do everything on your own. Instead, consider hiring professionals to do at least some of the work for you. For example, hire a painter, a lawn mowing service or a dog walker.

Hiring professionals during the selling period can save you countless hours. And, those costs may be offset by the sale of your home.

Showing your Home on Short Notice



Unless you're selling in a strong sellers' market, you should take advantage of every opportunity to show your home. Say, for example, an interested buyer would like to see your property tomorrow evening. If you say no, they might see another listing in the

meantime — and make an offer!

So, being prepared to show your home at the drop of a hat is important.

That doesn't mean you should agree to be inconvenienced constantly. However, if you can put up with some disruptions in your plans now and then, you'll increase your chances of selling your property.

Consider these tips:

- Avoid restricting showings to a particular weekday, such as Monday evening and Saturday afternoon.

What if an interested buyer isn't available those days?

- Try to keep your home clean and tidy. That way, you can accommodate a short-notice request to see your listing more easily. (Consider temporarily hiring a cleaner.)
- Make a list of places you can take your family (including pets) on short notice. For example, a park or movie.

Want more tips for selling your home quickly and for top dollar? Call today.

Think, Act... Live!

"It's hard to fail, but it is worse never to have tried to succeed." President Theodore Roosevelt

"The only time you fail is when you fall down and stay down." Stephen Richards