

Sell Your House Fast

Contributed by Raynor James
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Sell Your House Fast

The following tips will help you sell your house fast, but we need to cover something first. If you have some type of defect with your house, it is going to have to be repaired. There is a difference between making small mistakes that prevent a sale versus having a major problem like a sliding foundation. These tips will only help if your home is in reasonably good shape when compared to those houses selling in your neighborhood.

{bot_wrgoogle}The number one thing involved in selling your house fast is the price. The price of your home should not be what you personally think it is worth. Buyers simply don't care about such things. To sell your house fast, you have to find a price that is attractive to buyers. The best way to do this is to look for comparable houses in your neighborhood that sold fast. Find out how much they sold for and compare your price to the prices the other houses went for. If you are above those prices, you need to take a deep breath and lower your price. When it comes to pricing your house for a fast sale, do not try to recreate the wheel. Just follow the lead set by neighbors in your area.

The second thing you can do is deal with clutter. I can't tell you how many times I've taken a buyer to a home only to be shocked by the amount of junk stuffed in garage, basement and rooms of the home. Whether you like it or not, you are selling a product. Clear out the clutter and make it look as nice as possible. Buyers will be much more interested in buying a sharp looking property.

Another tip is to let go of your emotional attachments in the home. A friend of mine recently sold a home and nearly had the sale fall through over four high quality bar stools. They were hand made and one of a kind. The buyer wanted them thrown into the sale and my friend refused. The deal eventually went through without the bar stools included. When my friend moved into his new home, he realized there was no room for the bar stools and ended up putting them on consignment! Don't fall into this trap!

To sell your house fast, the number one issue is always price. Nail down the proper price and you should be able to move the property as quickly as your neighbors did.

About the Author

Raynor James is with the FSBO site - <http://www.fsboamerica.org> - FSBO homes for sale by owner. Visit our "sell my home" page - <http://www.fsboamerica.org/seller.cfm> - to sell your house yourself with a free 1 month listing.

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