

SOUND OFF *Craig Oshrin*

# What are some tips to preparing to sell my home?

Here are four things to consider before hanging the “for sale” sign in your front yard.

1. What were the final selling prices of other homes in your neighborhood in the past six to 12 months? Once you know that, consider your home’s architectural style, compare square footage and consider property upgrades that you may or may not have completed. All of these factors will help to determine the best asking price for your home.

2. Are you working with an agent who will maximize the visibility of your property to pro-

spective buyers?

Be sure to work with someone who presents all property data and statistics properly.

Photos of your property will translate from the local multiple listing services and will also appear on major online sites, including Zillow, Trulia and Realtor.com. Be certain that the photos of your home best represent its desirability and attributes: High-resolution photos, well-lit rooms and clutter-free floors and surface areas translate best to prospective buyers.

Finally, the written description

of your home must draw attention to its features, updates and desirability. It is a vital component in listing your home for sale.

3. When choosing an agent to sell your home, it is very easy for the agent to present themselves to you and become your exclusive agent. However, take a look at the agent’s recent success rate in selling similar homes in your market. Review the details of other homes that the agent has represented to best evaluate the game plan for success in selling your home.

4. Is there an ideal time to list

your home for sale? Spring, specifically the first two weeks of March, have shown the greatest success rate. After long New England winters, the crest of the spring sale season is the most desirable time for buyers to begin looking. However, be prepared that a transaction may happen quickly, so you will need to make necessary arrangements if you are still living in the home.

*Real estate agent Craig Oshrin,  
William Pitt Sotheby’s  
International Realty,  
(203) 856-6851,  
coshrin@williampitt.com.*

