

SOUND OFF *Craig Oshrin*

What should you consider when putting your home up for sale?

What are some of the considerations you should weigh 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 6 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 prospective 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 through major online sites such as 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 drawing attention to its features, updates and desirability 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 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?

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.

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

