

5 Things to Know About Real Estate This Month

June 2024



Many buyers begin their house hunting in the Spring and Summer months. Homeowners considering the sale of their home must ensure their home is ready to accommodate buyer's showings and open houses. Below are the five most important things a homeowner can do to prepare their home for sale.

- 1 Do a comprehensive walk-through of the interior and exterior of your home to identify & fix needed repairs. Issues that seem minor to a homeowner may be seen as a bigger problem to a prospective buyer and provide justification for offering less for your home.
- 2 This is the perfect time to downsize, deep clean and declutter. Buyers love homes that look and feel spacious. Cluttered counter tops, unorganized closets and an over abundance of furniture can make a home appear smaller and lacking adequate storage space.
- 3 Depersonalizing your home allows the buyers to imagine their family and items in the home. Neutralize the space by removing family photos, religious symbols, personal collections etc. You want buyers to see your home's best features without the distraction of your personal items.
- 4 Painting is the most inexpensive upgrade you can do. A freshly painted home can feel brand new. Much like depersonalizing, keep your color choices neutral to appeal to the widest number of perspective buyers.
- 5 Whether you hire a professional or do it yourself, staging your home pays (literally). Homes that are staged sell 88% faster and for 20% more than un-staged homes.

Now that your home is physically ready for buyers let the knowledgeable and professional Personal Relocation Managers (PRM's) at Moving Station help guide you in choosing the right partners to get your home marketed & sold.

*Sources: NAR, Realtor.com, Baird & Warner, CBIZ

Ask our community to connect you with your Personal Relocation Manager for no-obligation information.