

PRICING YOUR HOUSE TO SELL!

The hardest part of selling, is to remember your *home* is where ever your family, possessions & memories are. Your *house* is what you sell and it becomes a product. Removing your emotional attachment is important in selling and preparing to sell. Ultimately a house is worth what someone else is willing to pay for it and for most – what the *bank deems its value is for a loan*.

Fair Market Value: Like homes that have sold recently (last 6 months)

Items that can add value to your property

- Sprinkler
- Water Softener
- Deck
- Pool
- Landscaping

Items that might add value if not everyone else has them

- Additional Garage
- Granite / Silestone counters
- Wood /Tile floors instead of Carpet
- Storage Shed
- Exterior- 4 Sides Brick /masonry instead of Wood

Items that add appeal or make a home more desirable, but do not add \$\$\$ value

- Crown Molding
- Ceiling Fans
- Storage
- Wrought Iron Railings Vs. Wood
- Upgraded light fixtures
- Upgraded appliances

Items which have NO value

- Original Cost
- All \$\$\$ You Spent On Improvements
- What You Feel You Need To Net From The Sale

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