



Moving on: Powerful tips for selling your home



Maybe you're moving to a larger home to accommodate a growing family, relocating for a new career opportunity, or purchasing a townhouse for retirement. Whatever the reason for the move, you'll need to take the necessary steps to sell your home for the best possible price, within a reasonable amount of time. Where do you begin?

If you're like most people, you'll start by seeking assistance from a professional. A local real estate sales associate will help you determine a fair market price, and the extent to which you should make repairs or improvements to your property.

This really works if you're comfortable to give you advice, and acting on local market conditions, and using sale prices and detailed statistics of similar homes that have recently been sold, or are on the market.

Determining your home's fair market value is one of the most important decisions you'll make during the home-selling process. As your Realtor, I can help you set a sensible price based on local market conditions using sale prices and detailed statistics of homes similar to yours that have recently been sold, or are on the market. We all know that today's prospective buyers will compare your home to others even before deciding to visit it, so it makes a lot of sense to be well prepared with all business data at hand. **Setting a judicious price can determine if your property will or will not sell.**



“We listen
We commit
We act
We excel!”

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Specialized in Residential Properties in the SF Mid-Peninsula Cities

My clients are extremely satisfied with my thorough performance, results, and exceptional service. I am well known for a professional "nothing is impossible" philosophy among friends and peers.



Member of the San Mateo Association of Realtors (SAMCAR), the California Association of Realtors (CAR) and the National Association of Realtors (NAR).



For the first offer made, it's rare that the prospective buyer matches the asking price. If the offer is reasonably close to the asking price, carefully consider the offer before you consider turning it down. **Curiously, it's the first offer that can often be the best offer.** If the first offer is unacceptable to you, it may in your best interest to have your sales associate respond with a counter offer. Whenever considering an offer, ask yourself if you would purchase the property for the amount being offered. Always be willing to negotiate, especially if the prospective buyer is pre-qualified for a mortgage.

Once you decide what terms are acceptable, let your Realtor negotiate with the prospective buyer to work out the best agreement for you. You'll need to be patient while the buyer arranges financing, and as the real estate company compiles and prepares pertinent data. Careful planning and sound advice from a real estate professional can make selling your home a very satisfying experience.

Summary:

- **A LOCAL REAL ESTATE SALES ASSOCIATE WILL HELP YOU DETERMINE A FAIR MARKET PRICE, AND THE EXTENT TO WHICH YOU SHOULD MAKE REPAIRS OR IMPROVEMENTS TO YOUR PROPERTY.**
- **SETTING A JUDICIOUS PRICE CAN DETERMINE IF YOUR PROPERTY WILL OR WILL NOT SELL.**
- **WHENEVER CONSIDERING AN OFFER, ASK YOURSELF IF YOU WOULD PURCHASE THE PROPERTY FOR THE AMOUNT BEING OFFERED.**

**Let us help drive your next success!
For more information, please feel free to contact me directly.**



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