

Should You Update Your House Before You Sell?

Ask a Real Estate Professional.



You may be wondering what, if anything, needs to be renovated before you sell your house. A real estate professional can help you figure out where to best spend your time and money.

In today's shifting market, making your house appealing is even more important:

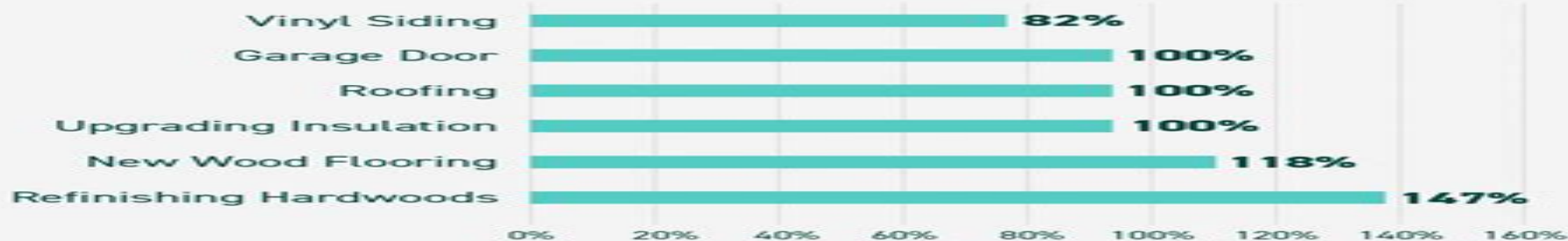


To stand out in the market, sellers should make their home attractive to buyers, which usually means some selective updates.
realtor.com

If you want to weigh your options, here's the latest data on cost recovery for popular remodeling projects.

Where You May Recover the Most on Remodeling

Percent of Cost Recouped for Common Projects



A Real Estate Professional:



Knows what buyers are looking for in your area



Uses their knowledge of today's housing market to determine what updates you may need to make



Helps highlight any upgrades in your home's listing

Let's connect today to help you determine where to focus your efforts and stand out in a shifting market.

Professional Real Estate Sell

Gerard Assey



Professional Real Estate Sell:

Real Estate Marketing M. Joseph Sirgy, 2014-05-09 Real Estate Marketing is specifically designed to educate real estate students with the art and science of the real estate marketing profession The ideal textbook for undergraduate and graduate level classes in business school and professional continuing education programs in Real Estate this book will also be of interest to professional real estate entrepreneurs looking to boost their knowledge and improve their marketing techniques The book is divided into five major parts Part 1 focuses on introducing students to fundamental concepts of marketing as a business philosophy and strategy Concepts discussed include strategic analysis target marketing and the four elements of the marketing mix property planning site selection pricing of properties and promotion of properties Part 2 focuses on personal selling in real estate Students will learn the exact process and steps involved in representing real estate buyers and sellers Part 3 focuses on negotiations in real estate How do effective real estate professionals use negotiation approaches such as collaboration competition accommodation and compromise as a direct function of the situation and personalities involved in either buying or selling real estate properties Part 4 focuses on human resource management issues such as recruiting and training real estate agents issues related to performance evaluation motivation and compensation as well as issues related to leadership Finally Part 5 focuses on legal and ethical issues in the real estate industry Students will learn how to address difficult situations and legal ethical dilemmas by understanding and applying a variety of legal ethical tests Students will also become intimately familiar with the industry s code of ethics

List It Like A Pro Rick Harrison, III, 2020-08-12 Shhh The Secrets All Real Estate Agents Don t Want You To Know Are Finally Revealed Here s How You Can List Like A Pro Sell Your House In Less Than 30 Days Ever wondered why some properties sell in just a few days while others like yours probably are on the market forever No it s not because your house doesn t have enough bedrooms or counter space And it s not because of the neighborhood It s because YOU didn t do your homework Learn How To Sell Your Home Like A Pro Real Estate Agent In A Month If you are looking for an all inclusive real estate guide that will let you in behind the curtains and help you use all the marketing tricks used by 7 figure real estate agents look no further Rick Harrison III has created a foolproof step by step home selling guide that will help you slap that SOLD sticker on your for sale by owner sign in 30 days or less Top 5 Key Takeaways From This Comprehensive Real Estate Guide For Homeowners Make Your Home Irresistible learn how to find your target audience be proactive and start with an end in mind Supercharge Return On Investment ROI is the key to a successful sale Discover how you can maximize ROI with simple ROI projects It s All About The Strategy learn how to develop your own sales and pricing strategy including open houses social media marketing and real estate marketplaces Sell The Dream help people envision themselves living in your home with 3D tours drone photos professional real estate photography and more Marketing Made Easier explore multiple marketing techniques and find the one that covers your needs And Finally The Moment Of Truth Closing The Deal Like A Pro Rick Harrison III leaves no stone

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Home Selling Truths and Real Estate Myths Traci Oliver, 2018-03-29 If you're selling a home you need to plan ahead especially if you've never been through the process or are out of practice Traci Oliver a top producing real estate agent walks you through the steps to successfully navigate the process in this stress relieving and profit boosting guide Learn how to prepare your home for a successful sale find the right real estate professional to guide you through the process determine the price at which you want to list your home and manage disruptions caused by the selling process She also explains how to determine if you can buy a new home before selling your current one what repairs will deliver the best return on investment and how to respond when things don't go as planned The guide also includes multiple appendixes with forms and charts that will help you make the selling process as smooth as possible Prepare yourself for success with the lessons and insights in Home Selling Truths and Real Estate Myths

Your Successful Real Estate Career Kenneth W. Edwards, 2003 With its practical guidelines and real world examples this book takes readers through all the many different opportunities and challenges they're likely to face The new edition features chapters on how the profession is evolving including how today's professionals are using technology to make their jobs easier and more lucrative

Success as a Real Estate Agent For Dummies Dirk Zeller, 2024-07-04 Straight talking advice for new and veteran agents navigating today's real estate market Success as a Real Estate Agent For Dummies helps you create leads close deals and everything in between This updated edition covers changes to interest rates inventory and the impact of recent class action lawsuits on agent compensations With tried and true tactics and fresh ideas from one of North America's top agents this book contains all you need to know about the real estate business Inside you'll find tips and tricks on selecting a company that works best for you and your goals marketing yourself and your listings with influence and communicating effectively with clients The actionable content in this Dummies guide is your ticket to thriving in a wide market Gain insider advice on how to flourish as an agent in all real estate markets Understand how real estate is changing and what those changes mean for you Find secure and sell more properties with optimized listings and outreach Get fresh ideas for improving your results in residential and commercial sales For new licensed real estate agents those switching careers into real estate agenting or seasoned agents looking to refine their prospecting and selling skills this book is a valuable source of information and techniques

Stop Selling and Start Closing Montana G. Spillman, 2009-09-23 New York State Licensed Real Estate Broker HUD Broker Investor Developer and Property Manager Real Estate Educator Licensed by the New York Department of State Bureau of Educational Standards

Professor at BOCES Southern Westchester Adult Education and The Empire School of Real Estate Published Author and Motivation al Speaker One of the original founders of Affl uent Properties Group Corporation and is currently serving as its CEO The Board of Directors is composed of Attorneys Real Estate Investors and Real Estate Brokers who formed Affl uent Properties Group Corporation in 2002 for the purpose of creating wealth through Real Estate Investments *List Market \$Old* Anthony Thornton,2015-01-12 Did you know that a large percentage of people who list their homes for sale don t sell the first time around Find Out WHY and Make Sure You Don t Make the Same Costly Mistakes You can avoid losing thousands of dollars headaches and worry selling your home This book is the first of its kind to provide a step by step approach to getting your home listed marketed and sold by a Top Real Estate Agents This book shows you exactly how to identify evaluate and hire the perfect real estate agent to sell your home fast **Staging to Sell** Barb Schwarz,2009-06-09 Home staging strategies needed to succeed in a down market Whether a buyer seller or real estate agent the home selling and purchasing process is fraught with potholes that can usually be overcome But in this weakened housing market everyone involved in the selling process must increase their efforts In order to sell homes at top dollar houses must be prepared for sales That s where Staging comes in The real estate mantra is no longer location location location It is now Staging Staging Staging It s all about presentation In Staging to Sell Barb Schwarz The Creator of Home Staging offers her winning tactics secrets and strategies for selling a home at top dollar during these challenging times In addition to offering specific tips on how to Stage a home Schwarz a sought after speaker and Real Estate broker who has Staged and sold over 5 000 homes provides readers sellers Realtors and Stagers with useful advice on correctly pricing properties marketing properties so that they sell addressing objections early on having the seller handle the Staging before the house is viewed and much more Written with today s turbulent real estate market in mind Staging to Sell contains the information readers need to get their homes Sold in the market quickly for top dollar I Want to Sell My House - Now What? William Walls,Shelly Lanich,2023-05-18 Selling Your House Here s The Problem Whether you are a first time home seller or selling a home for the 5th time you usually contact a friend in real estate and hopefully they will guide you through the process while it happens If that s your strategy there is a better way Accountability is the new normal You must be accountable to yourself and be your own real estate advocate Get to know what you deserve and are entitled to when dealing with others Learn what to expect and what to ask all in under 2 hours Do you know what to ask a real estate agent an inspector an appraiser or even a closing agent If you re already talking to a real estate agent you re already well into the selling process Did you know that the selling process is actually standardized All the professionals involved know their role and when to take action You however are usually asked to make decisions with little or no preparation Shouldn t you know the entire behind the scenes process ahead of time The problem is you are usually left in the dark as to what comes next That s not fair The pandemic and higher interest rates changed how people sell their homes If you are planning to sell today or a year from today you will benefit from this

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Mastering the Art of Selling Real Estate Tom Hopkins,2004-08-03 Full of anecdotes sales scripts and proven tactics this fully revised and updated book shows readers how to find the best listing prospects win over For Sale by Owner sellers earn the seller's trust and more *How to Sell Your House for Top Dollar, Faster* Faby Gonzalez,2015-08-11 Hello I'm Faby Gonzalez I've been a real estate agent for over a decade helping homeowners prepare and sell their houses for top market price while meeting their selling and moving schedules even in down markets In those years I've learned the importance of having top real estate knowledge My purpose in writing this short book is to give you the knowledge and insights you'll need for selling successfully My goal has been to keep everything simple and straightforward while greatly increasing your

chances of getting that perfect buyer This short book will become a road map based on years of experience in the entire process from early decisions to closing the sale and moving out I ve organized it as a step by step sequence filled with proven methods and tips If you follow the advice in the book you re on the road to a smooth process of selling quickly at the highest market price possible

Elite Real Estate Professionals Elsa Palmer-Oden,2018-12-09 Elite Real Estate Professionals Top Leaders In The Industry is a Multi Author book that features ELITE real estate leaders and investors talking about various real estate topics It comprised of written chapters and informative Q and A Chapters Hear from Elite Real Estate Professionals Thomas Lalonde Elsa Palmer Oden Alina Chmielowski Gerri Holgerson Johnson Krishna Mohan Rick Premji Dr Klaus Rick Donner Moe Mathews

Selling Skills for Real Estate & Property Advisors Gerard Assey,2023-03-22 As a Real Estate Advisor while there are numerous challenges there is no doubt a floodgate of immense opportunities that is ready to be opened up opportunities to provide Hope as they are the ones that hold the Master Key to many people s dream But along with this comes challenges to choose between Right and Professional Real Estate Consultants don t sell they just help people get want they want And this is what this workbook Selling Skills for Real Estate with new ones that will now help you achieve your sales goals faster more consistently The entire workbook has been split into several step by step easy digestible modules with exercises to help you take back put to practice each step into a real life situation That way these skills that you learn will stay with you enabling you become more Professional Successful

Sell Your Home in Any Market Jim Remley,2008-02-06 Is there a right time and a wrong time to sell a home With the right strategy it doesn t matter as much as people think

Real Estate Professionals Tracy Brown Hamilton,2022-09-15 Welcome to the real estate field If you are interested in a career in real estate you ve come to the right book What exactly do these people do on the job every day What kind of skills and educational background do you need to succeed in this field How much can you expect to make and what are the pros and cons of these various professions Is this the right career path for you How do you avoid burnout and deal with stress This book can help you answer these questions and more Real estate agents Real estate brokersReal estate property managersReal estate transaction coordinatorsShowing assistantsReal estate marketing specialistsReal estate appraisers

The Perfect Seller William Walls,Shelly Lanich,2023-05-18 Here s the perfect method to selling your home Get prepared Ask questions and get good answers so you can make the best decisions to get the highest price for your home Sounds easy doesn t it It s not until now Do you know what to ask your agent the buyer s agent the inspector the appraiser the surveyor and the closing agent How can I get answers to make decisions when I don t even know what to ask That is the question we hear from everyone wanting to sell their home Wouldn t you like to see the exact questions to ask and the answers you should be receiving all in one resource Now you can We have documented the top essential questions all sellers should ask to take control of their selling experience Accountability is the new normal You must be accountable to yourself and be your own real estate advocate Get to know what you deserve and are entitled to when dealing with others The perfect

seller is fully informed This book was written to provide you with the actual questions all first time and experienced sellers need to ask when selling their home These aren't questions like when is the best time to sell You can find that information on the Internet We focus on the questions that actually come up during the selling process The problem is that you usually don't ask these questions until you are well underway and you have to make split second decisions without preparation This happens with every transaction because the seller simply does not know what to ask prior to the selling process Things have changed and you can now know exactly what to ask without ever contacting anyone In this book you will learn Over 70 exact questions to ask to become totally informed The answers you should be hearing from the professionals around you How to become the perfect seller in less than 2 hours Here is how you use this book Each page has a question and an answer for you to ask your real estate professional Write down their response to each of your questions and use this book as your reference guide for your upcoming transaction As each milestone and timeline is accomplished you are ready know the process and know how to react with confidence Your stress levels are lowered and you are now the perfect seller You literally need no experience in selling a home to become the perfect seller With over 50 combined years of real estate transactions we have chosen the most important questions a seller needs to ask to become totally prepared This is the one source that will tell you what to ask and who to ask well before you start the formal selling process Read it today use it today For Sale to Sold

Joseph A. Bradley, 2024-11-22 Your home embodies years of memories and investment its sale marks one of life's most significant financial decisions Drawing from decades of experience Joseph A Bradley guides you beyond the basic seller's journey into mastering the art of a successful home sale This book illuminates the path most home sellers never see the nuanced steps that turn missed opportunities into maximum value Whether you are selling your family residence a second home or investment property these insights will transform your approach to the entire selling process More than a real estate guide this is your roadmap to clarity confidence and optimal results in your home sale Move forward with the knowledge and assurance that comes from understanding not just the how of selling your home as well as the why behind every critical decision Begin your journey to a successful home sale at JosephBradley.com *Real Estate & Property Sales Training*

Gerard Assey, 2023-03-12 This book Real Estate Property Sales Training is uniquely designed to help transform you into a Master Real Estate Sales Advisor Consultant by helping you discover the secrets that drive the top world's Real Estate Professionals enabling you to gain a full understanding of the selling process including the importance of being well organized while working through 12 Master Keys that will Equip and Enable you to stand out as T H E G R E A T S T A R As a Real Estate Professional you are the person that brings Hope and holds the Master KEY to many people's dreams But for that key to work you personally need these 12 Master keys The constellation has a galaxy of stars that are numerous and countless but among them are just a few that are the brightest and even have names So also this business of real estate is flooded with different types of people many that are unprofessional in their approach with customers by adhering to wrong

practices just to get that immediate business impacting the image and credibility of this profession overall whereby the end buyer is now skeptical when having to deal with a real estate advisor consultant But the good news is that you could be that small percentage that shines bright and stands out as the great star and that is my hope and desire that this book will help you achieve To stand out as THE GREAT STAR *Full Value* Jack Richards, 2020-03-03 Your Guide to the Best Way to Sell Your Home When it comes time to sell homeowners today face an overwhelming amount of advice on how to sell quickly and for the highest price possible For these sellers trying to understand what actions truly matter when selling a home can feel like an impossible task And selling a home the wrong way can result in sellers losing out on thousands of dollars of potential finance gain Fortunately research has shown how taking a few select actions can make a significant difference in the sale price of the home a difference worth 5% or even 10% of the value of the home In *Full Value* real estate agent management consultant and strategy expert Jack Richards shows homeowners real estate agents and investors how to identify and showcase sources of value in residential property Drawing insights from academic and industry studies *Full Value* provides homeowners with practical fact based advice on how to sell their homes for maximum value The value enhancing strategies in this book will show you how to sell your home at a higher price and for greater profit than would be possible otherwise

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