

# TIPS TO SELLING YOUR HOME IN 2025

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Get ready to sell your home quickly by appealing to a diverse pool of prospective buyers. Beyond timing, several key insights influence the speed and price of your home sale. Discover these vital tips to improve your prospects for a successful and seamless sale.


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# FASTEST WAY TO SELL A HOUSE IN 2025

Sometimes life moves fast, and selling your house quickly becomes more than just a preference—it becomes a necessity. Whether you're facing financial pressure, managing a burdensome inherited property, or navigating major life changes like a divorce, a growing family, or a loved one in need, we understand. When time matters most, you need a reliable and speedy way to sell your home.



## Cash Offer

Picture this: your home is perfectly prepped, an offer rolls in within days, and you're ready to close. It sounds ideal, but even in the best-case scenario, you could still be weeks or months from the finish line.

When you list your home, there's no guarantee you'll attract a cash buyer. In fact, around 80% of buyers rely on financing, which means inspections, appraisals, and potential delays.

Want to skip the uncertainty? Consider requesting a cash offer from a real estate investor or home-buying company. It's a smart way to move faster and take control of your timeline.

## Hire Top Agent

Hire a top-performing agent who knows how to sell quickly. In 2023, data from the National Association of Realtors (NAR) showed that 86% of recent sellers worked with a real estate agent. An experienced agent can efficiently negotiate repairs, resolve title issues, and manage any bumps in the road to keep your sale on track.

## FSBO

Sell by owner. If a friend, relative, or neighbor is interested in buying your home, selling it yourself could be a viable option. FSBO sales made up 7% of recent home sales.

The FSBO route saves you the listing agent's commission, but you'll be responsible for pricing, marketing, staging, negotiations, and contracts. However, keep in mind that FSBO homes often sell for less than agent-assisted sales, according to NAR statistics.

# 3 UPGRADES THAT INCREASE THE VALUE OF YOUR HOME

When preparing your home for sale, the belief that more upgrades automatically lead to a higher listing price isn't always accurate. Recent changes, shaped by events like the pandemic, have shifted buyer preferences. As a result, certain features in a home have become more desirable to potential buyers.

## Add More Usable Square Footage

A 2020 survey by HomeLight revealed that the need for more space was one of the top reasons people decide to move. Projects like creating a home office, building an open floor plan, or finishing your basement can provide the extra space that today's buyers are seeking.



## Improve Your Curb Appeal

Improving your home's curb appeal starts with your landscaping. Enhance your yard with healthy plants and blooming flowers to make your home more inviting. For an added impact, consider freshening up your house's exterior with a new coat of paint. But not all updates need to be major—small touches like updating your mailbox and house numbers can also grab buyers' attention.

## Upgrade Your Outdoor Space

Functional outdoor spaces like a deck, fireplace, or outdoor kitchen have become more desirable since the pandemic. If your home features an inviting outdoor living area, buyers can easily envision themselves enjoying the fresh air and outdoor activities. Already have an outdoor oasis? A simple pressure wash or necessary repairs can be an affordable way to boost your home's value.

# FOUR MISTAKES TO AVOID WHEN SELLING

A recent survey from home search site Zillow revealed that 84% of Americans who sold a home for the first time in the past two years regret aspects of the timing, pricing, and preparation of their home before selling.



## Pricing

Setting your listing price too low isn't ideal, but pricing it too high can turn off potential buyers, leading to slower sales and fewer offers. The key is to work with an experienced agent who can help you price your home according to the market value.

## Ignoring Online Curb Appeal

Today's home market is digital, and according to a Zillow report, 9 out of 10 recent sellers believe they could have done better if they had realized that most buyers search for homes online. One key factor to consider is what buyers are looking for. Before taking photos, view your home through the eyes of a potential buyer. Remove clutter so they can focus on the space, not your belongings, and highlight standout areas like windows, fireplaces, and outdoor living spaces. Be sure to mention any recent improvements or popular features in your home's description.

## Bad Timing

With a fluctuating market, determining the best time to list your home can be challenging. However, 25% of recent sellers wished they had chosen a different time to list. Spring is an ideal season to attract buyers with children, as they often want to close the sale and relocate before the new school year begins.

## Skimping on Repairs

If you're preparing your home for the spring selling market, now is the time to tackle those repair projects you've been putting off. Over 25% of recent sellers said they could have secured a higher sales price if they had made more improvements before listing. However, it's important to prioritize what to address and what to leave for later.

# HOW TO SELL A HOME ASAP IN 3 EASY STEPS

Achieving a quick home sale at the best possible price is a common goal. Whether driven by a job relocation or a desire for a smoother selling experience, concerns about delays are natural. This guide leverages extensive experience in facilitating fast home sales, providing valuable insights on speeding up the process while maintaining the sale's value.

## Prepare Your Home Before Putting It On The Market

Clean, declutter, and depersonalize before listing your home. This means removing family photos and packing up personal items. I also recommend hiring a professional cleaner to ensure your home is in top condition. A well-prepared home is more likely to attract strong offers quickly.

## Take Care Of Any Small Repairs Upfront

Avoid delays caused by minor repairs. Negotiations over small fixes can stall a sale. To prevent this, take care of any necessary repairs before listing your home. This will help ensure a smoother and faster process.

## Offer Incentives To Buyers

Consider offering incentives. You can offer to cover your buyer's closing costs, provide a repair credit, or include essential appliances. A popular strategy is offering a 2-1 buydown. These incentives can help you sell quickly while maintaining a strong sale price. Reach out to me for more information.



# MUST-FIXES BEFORE A HOME GOES UP FOR SALE



The obvious things that need to be addressed before listing a home for sale are, well, obvious. Anything that's easily visible and broken, like a window, should be fixed immediately. However, there are also less obvious things that need attention as well.

## Sinks and Faucets

Assume that every potential homebuyer will turn on every faucet, including the bathtub, checking both hot and cold water and drains. Faucets should run water without leaks, and drains should be clear and functional. The overflow drain, which prevents a bathtub from overfilling, should work as expected. Hot and cold options should operate properly on the faucets.

## Cabinets

Assume that buyers will open everything. In the kitchen and bathrooms, cabinets should be in good condition, free of water damage or rot, and visually appealing. Doors and drawers should open and close smoothly. Repair loose hinges, unclog or replace stuck drawer tracks, and replace broken knobs or handles. Check for chipped or peeling paint. Also, ensure that everything inside the cabinets is neat and clean.

## Ceilings and Floors

While family and friends may not look closely, homebuyers certainly will. Whether it's laminate, carpet, or hardwood, everything should be in excellent condition. Replace cracked or chipped floor tiles. Refinish scratched or dented hardwood. Replace torn carpets or have them steam-cleaned, especially if you have pets. Be sure there are no water stains on the ceilings, even if the problem was fixed some time ago.

## Doors

Doors clearly need to function properly. The front door should be inviting and in perfect condition. Any dents or flaws should be repaired. Hardware like door handles should be in good shape, and weatherstripping should be intact. Sliding glass doors should be properly aligned on tracks. The door leading to the garage should be fire-rated and comply with local codes.

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