

## Price Your House to Sell



If you are planning to put your house on the market in the near future, pricing it accurately is extremely important. If you price it too high, your house could sit for months. If you price it too low, you could be out a lot of money. Resist the urge to overestimate your home's value. Most buyers are pretty savvy when it comes to knowing the current housing market so do your homework.

Your home is your personal space and with that comes a lot of emotion so it is good to start thinking of your house with some objectivity and from a buyer's point of view.

Evaluate homes that are comparable to yours in your neighborhood that recently sold to get an idea of what your house might bring. Go to open houses to see your competition and keep in mind improvements you may need to make to your house to make it have an edge over the competition.

Is your house in a good location? Are you in a good school district? How is the shopping? Are parks and restaurants nearby? Has your home been updated? Does your house have curb appeal? All these things should be taken into consideration when thinking of your selling price.

Have your house appraised by a trusted real estate agent and make sure the price you are expecting to sell your home for will be in line with its appraised value.

For assistance with any real estate issues, contact real estate attorney Aryeh M. Younger, Esq. at [ayounger@ritter-randolph.com](mailto:ayounger@ritter-randolph.com).