

# Checklist

## for Selling Your House This Spring

As you get ready to sell your house, add these items to your to-do list. A real estate professional will also provide other helpful tips based on your specific situation.



### Make It Inviting



☐ Open blinds or curtains to let the light in



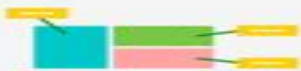
☐ Check lightbulbs and replace as needed



☐ Take down personal photos or items



☐ Fix anything that's broken



☐ Give every room a clear purpose

### Show It's Cared For



☐ Clean your vents and baseboards



☐ Vacuum, mop, or sweep floors



☐ Declutter throughout



☐ Organize countertops, cabinets, and closets



☐ Touch up any scuffs on the walls

### Boost Curb Appeal



☐ Power wash outdoor surfaces



☐ Clean the windows (inside and out)



☐ Tidy up the landscaping



☐ Freshen up your entry



☐ Sweep patios, decks, and walkways

Let's connect so you have advice on what you may want to do to get your house ready to sell this season.

# How To List And Sell Real Estate Successfully

**Barb Schwarz**



## **How To List And Sell Real Estate Successfully:**

*Rules for Real Estate Success* C. Perez, 2011-09-16 A veteran real estate agent shares simple but powerful techniques to connect with more customers close more sales and maximize success There are more than 1 7 million real estate agents in the United States and Canada Thousands of new agents enter the profession each year hoping to make a comfortable living But more than 80 percent of them will not be successful To do well in this business you need to take your career seriously and equip yourself with training information and proven strategies This guidebook provides you with the tools you need including hundreds of marketing tips to help you and business advice on responding to objections from clients the thirty answers to the most common questions you'll be asked strategies to ensure that open houses are successful tips on how to interact with people on the phone and in person While this guidebook offers hundreds of ideas you'll prefer certain marketing and selling techniques over others The goal is to ensure that you have every strategy out there so you can sell and succeed You should know what to say when to say it and how to say it You will get the advice you need to close more sales with *Rules for Real Estate Success*     How to List and Sell Residential Real Estate Successfully Barb Schwarz, 1996 Written by a top producing real estate agent and one of the nation's most knowledgeable and entertaining professional speakers this text provides a complete step by step proven program for designing and implementing a successful professional real estate career Packed with examples forms charts instructions and illustrative anecdotes     *The Real Estate Agent's Action Guide to Listing and Sales Success* Bob Deutsch, Dearborn Real Estate Education, 1993 Read Bob Deutsch's best advice on successfully listing and selling real estate Included in this text are indexed skills for easy reference scripts for handling phone calls and contacting clients over 1 000 words that will punch up your ads and seven steps to listing properties     **How to List Residential Real Estate Successfully** Barb Schwarz, 1991     **Secret Of Estate Sales Marketing Success: REAL Estate Sale Techniques & Templates To Go From Beginner To Getting An Endless Stream Of Estate Sale Clients** Tonza Borden, 2013-02-12 This book will help you understand what Secret Of Estate Sales Marketing Success is Are you interested in starting your own estate sale business full time or part time Are you ready to learn the REAL estate sale techniques liquidators and estate sale professionals have been hiding from you for all these years There's an explanation of the professional estate sale process in the book that will guide you in launching profitable estate sales You can look at the book's Table of Contents to see how it's laid out I thought you'd like to see a sampling of the chapters in the book that I hope will motivate you to start your own estate sale business Finally you may have questions about your estate sale knowledge skills abilities opportunity doubts and hesitation Secret Of Estate Sale Marketing Success is everything you need to go from beginner to professional estate seller with confidence Guaranteed     **How to be Consistently Successful in Real Estate** Sam G. Russell, 1958     How to be Successful Selling Yourself in Real Estate Robert A. Borello, 1981     *Successful Real Estate Selling* Cliff W. Krueger, 1960     Master Forms Guide for Successful Real Estate Sales Agreements Erik

Jorgensen,1970     *Real Estate Success Patterns* Albert M. Wray,1971     *Posey Carpentier's Master Plan for Real Estate Selling Success* Posey Carpentier,1984     **A Guide to Success** Joseph A. Dacus,1879     **Real Estate Record and Builders' Guide** ,1888     **How to Master the Art of Listing Real Estate** Tom Hopkins,1983-05     *Real Estate Today* ,1988     **Marketing Real Estate Successfully** National Institute of Real Estate Brokers (U.S.),1964     *West Coast Review of Books* ,1989     California Real Estate Magazine ,1963     **Marketing Real Estate Successfully** Realtors National Marketing Institute,1973     **Successful Real Estate Ideas** Prentice-Hall, Inc,1951

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