

Preparing and Selling Your Home for Maximum Profit

Course Description

The instructor will review various chapters in his book Selling Your Home for Maximum Profit. I will highlight points with helpful online slides. Dialogue will promote a fun learning environment with lots of class discussion.

Weekly Layout:

How to get started in the home selling process with helpful suggestions and research tips.

How to deal with downsizing and identify the different ways to organize, sell and donate your household goods.

How to analyze and improve your home without overdoing it.

Selling your home "by owner" vs hiring a Realtor. How to scrutinize offers using instructors top 5 criteria. How to cope with inspection issues.

How to effectively price your home. Advice on filling out the State and Federal disclosures. Reviewing safety precautions when selling.

Marketing your home into include signage, the internet, print advertising, social media and MLS.

Review showing preparations, photographs, listing materials and dealing with your pets.

Overview of Open Houses and Brokers Open Houses. Review the top 10 buyer incentives.

Analyzing purchase offers like a professional. Learn about the different types of buyer financing and how they can negatively impact your sale.

How to handle with home inspection issues and minimize repairs. Ways to boost you appraisal and overcome problems.

Walkthrough and Closing preparations. Transferring utilities, DVM notification and review the closing disclosure. Review moving and selling checklists.

No online Classes in Week 12

No Online Classes in Week 13